Ok, it’s turned to me, now we know we have three types: looker, listener and toucher and we also know how to rapport with them. But do you know which one of these three are you?

We have simple way to help your recognize your type.

What I want you to do is close your eyes and remember an important memory. Now this could be something from your childhood maybe your 10th birthday party; it could be something that happened to you last week

Now I want you to pay attention to how you’re remembering it. Are you remembering it like a movie or a series of pictures and images? Are you remembering it by hearing what people said or describing what happened? Or are you remembering it how you felt or how things felt to you?

Okay. Open up your eyes. How many remembered it like a movie? Right, most of you.

How many of you were describing it to yourself remembering what people said? Right, listeners.

And finally, how many of you remember how you felt or how things felt to you? Toucher.

Right. Now you know who you are.

Develop your ability:

Knowing your own representational type can give you much greater understanding and acceptance of your own thought processes. This knowledge puts you in a much better position to maximize your capacity to learn. I believe everyone has the potential to take on new information efficiently, it’s just that they need to know how they do it best

Visual learning:

If you’re visual, you’ll probably find it helpful to use diagrams, highlighters and colored pens to help store the information in a visual way. Or, even better, you can remember quite complex sequences by creating a drawing/diagram to represent the deferent elements and then linking them visually to form one memorable image. Learning from a video could prove much more effective for you than listening to a talk or reading a book, so if that’s available to you then go for your life.

Auditory learning:

If you’re auditory tonal and are having difficulty taking in information from your notes, then you might find it much easier to speak your notes into a Dictaphone so you can listen to them rather than read them. You may also find that audiobooks are far more enjoyable that written ones.

Kinesthetic learning:

Kinaesthetics can learn much faster when they link the information to physical movement or three dimensional space. Placing notes around your office or living space, or imagining the information spread out along a physical journey that you know well can be a great way to revise kinaesthetically. If you want to use imagery to remember things when you are primarily kinaesthetic, ensure that the imagery is moving rather than still. This will be much easier for you to relate to and recall.

Finally, your current statrus is not final. Your rep system preferences are absolutely changeable. The senses are a little like muscles; if you use them, they’ll get stronger. So practice the senses that you feel. Developing them could vastly improve your ability to learn and communicate.

Any other question before end up?

Ok, thanks for your participation and thanks for your time.