



The EEE™ Representational Systems

There are five sensory channels we use to represent our experience - **visual**, **auditory** (hearing), **kinaesthetic** (emotions, touch, and bodily sensations), **taste** and **smell**.

You have to listen out for the dominant sensory words in what a person is saying and use words from the same representational system when you reply. If you use visual words to a 'visual' person, it's easier for them to understand because they don't have to translate from another system. This is another way to gain rapport because you will sound more like the other person.

Visual	Auditory	Kinaesthetic
picture	hear	grasp
clear	clear	handle
sight	music	feel
see	rhythm	rough
light	loud	smooth
focus	in tune	slippery
perspective	sound	hurt
vision	overtone	comfortable
dark	tell	hold
draw	sing	warm
outlook	quiet	slap
preview	voice	prickly
paint	tempo	downhill
sparkle	unheard of	rock
flash	harmony	heavy
snapshot	rings a bell	lift
dawning	counterpoint	stuck
shine	rumble	vibration
colour	rattle	push
diagram	tone	sink



Sensory-Specific Phrases

VISUAL

An eyeful
Appears to me
Beyond a shadow of a doubt
Bird's eye view
Catch a glimpse of
Clear cut
Dim view
Draw me a diagram
Get a perspective on
Get a scope on
Hazy Idea
Horse of a different colour
In light of
In person
In view of
Looks like
Make a scene
Mental image
Mental picture
Mind's eye
Naked eye
Paint a picture
See to it
Short sighted
Showing off
Sight for sore eyes
Take a peek
Tunnel vision
Under your nose
Up front
Well defined

AUDITORY

Afterthought
Blabbermouth
Clear as a bell
Clearly expressed
Call on
Describe in detail
Earful
Give an account of
Grant an audience
Heard voices
Hidden message
Hold your tongue
Idle talk
Inquire into
Keynote speaker
Loud and clear
Manner of speaking
Pay attention to
Power of speech
Purrs like a kitten
Rings a bell
State your purpose
To tell the truth
Tongue-tied
Tuned in/tuned out
Unheard of
Utterly
Voiced an opinion
Well informed
Within hearing
Word for word

KINAESTHETIC

All washed up
Boils down to
Chip off the old block
Come to grips with
Control yourself
Cool/calm
Firm foundations
Get a handle on
Get a load of this
Get in touch with
Get the drift of
Hand in hand
Hang in there
Heated argument
Hold it!
Hold on!
Hothead
Keep your hair on
Kick it into touch
Knock it on the head
Know-how
Lay cards on table
Pain-in the neck
Pull some strings
Sharp as a tack
Slipped my mind
Start from scratch
Stiff upper lip
Stuffed shirt
Too much of a hassle
Topsy-turvy