

How to Make People Like You in 90 Seconds or Less

realize why, but he or she will feel drawn to you.

Visual, Auditory and Kinesthetic groups of people are very different from each other. They think differently. They want different things, have different desires, have differing motivations; they speak and dress differently.

When you can find out the sensory preference of the people in your life you will communicate at a much deeper level.

To practice identifying Visual, Auditory and Kinesthetic types of people, read each phrase and fill in the blank to the right with the type of person who would say it.

We all have differing viewpoints.	
Can you grasp the basics?	
That sounds like a great idea.	
Show me how you did it.	
I hear you loud and clear.	
I see what you're saying.	
We're up against the wall.	
Can you shed some light on this problem?	
That name rings a bell.	
I can't put my finger on anything concrete.	
Are you tuning in to what she's saying?	
Let's explore a little deeper.	