

18. Talking Sense

Close your eyes and imagine you are at a busy airport with an hour to spare before your flight. Using the chart below, write down all the things you can see, hear, touch, taste, and smell.

Once you have made your list, take 30 seconds to describe to yourself in sharp detail what you see. Then take another 30 seconds to do the same for what you hear, then for what you feel, smell and taste.

Which of the senses came most easily and which was most difficult?

When you can figure out the primary sense of the people you know and meet, you can communicate with them more effectively on their own wavelength. If they think in pictures, talk to them in images, or at least talk about how things look. If they favor sounds, tell them how things sound. And if they are concerned with physical sensation, tell them how things feel.

To see this in action, go back and reread the story of “Ingrid’s Hard-Earned Vacation” on page 152.

See	Hear	Touch	Taste	Smell