

The Senses 5 Step Action Plan

1. When you're watching debates, watch the accessing cues of politicians and experts when answering questions. What can you tell about the way they use their representational systems? Does their language match their accessing cues? (Important note: A visual constructed accessing cue does not mean the person is lying. It means that they are thinking by constructing pictures, which may be part of their memory strategy.)

2. Pick a casual conversation where the content is not important and listen for predicates. When you hear a predicate, match it in the next phrase you speak in reply (pacing). When you are able to do this with confidence, match the predicate and follow it with another phrase or sentence that uses a predicate from another system (pacing and leading). Does the person you're talking to follow your lead by using predicates from that system in reply?

3. Work on your sensory acuity. The pleasure you get from life depends on how acute your senses are.

- Make one day a visual day: *Pay attention in particular to what you see. See the familiar with new eyes and it will cease to be familiar. Pay attention to the colors around you. Notice how much diversity there is around you.*
- Then have an auditory day: *Listen to the sounds of people's voices. Listen to music more carefully. Listen to everyday sounds with new ears and they will cease to be everyday sounds.*
- Finally, have a kinesthetic day: *Pay more attention to your feelings as you move throughout the day. Notice how your feelings are constantly changing. Pay attention to how things feel. Notice how effortlessly you balance on two very small areas (your feet).*

4. Get to know your lead representational system. When you think about something, what typically happens first?

- Do you talk to yourself (A)?
- Do you visualize (V)?
- Do you remember what it feels like (K)?

5. Here's an exercise that can make your thinking more creative by stimulating all the representational systems and is also good for the muscles of the eyes. Pick an object far away from you and imagine it is the center of a large clock. Keep your head and shoulders still and carefully move your eyes as far as they will comfortably go in the 9 o'clock direction as if you were trying to see your left ear. Keep the muscles stretched for a couple of seconds, don't look at anything in particular and then bring your eyes back to the center of the clock. Now do the same for 10 o'clock, 11 o'clock and 12 o'clock, where you will be looking up towards your forehead. Continue around the clock until you have covered every hour. Do it slowly and carefully, don't try and force anything and if it is painful or you feel any discomfort, stop, take a rest and continue another time.