

Non-verbal Structure	Visual	Auditory	Kinaesthetic
Physiology	Stand or sit with their heads and/or bodies erect. Shoulders upright. Lots of pointing.	Talk to themselves. (Maybe even move their lips when they talk to themselves).	Shoulders are rounded. They respond to physical rewards and touching. Stand closer to people. Slow, careful movements.
Tone	Talk quickly. Have a higher pitched voice.	Talk at a mid speed. Annunciate their words. Large tonal range. Responds to tone of voice.	Talk more slowly. Deeper voice will be deeper. Lots of pauses.
Eye movement	Eyes up They create images internally, like movies and pictures and will look up while they are doing this.	Hearing their internal voice and or constructing voices of others and listening to sounds. They will move their eyes sideways (towards their ears) when they talk.	Paying attention to their internal sensations. They will look down inward, into their feelings when they are thinking and talking.
Breathing	Breathe from the top of the chest, (top of their lungs) so you will see their chest and shoulders move when they breathe.	Breathe from the middle of the chest. YOU will see their ribs move when they breath.	Breathe from the diaphragm so you will see their stomach rise and fall when they breathe.
Words	They will use words that represent pictures and sights. Focus, bright, clear, big picture.	They will use more words that represent sounds and hearing. Sound true, tune in, ring a bell, echo.	They will use words that represent touch or sensations. Gut feel, Get a grip, grasp a concept. Solid idea.