



# YOUR COMMUNICATION STYLE

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Everyone has a different communication style and your conversations with other people can really benefit when you listen to what theirs is and instead of blanket platitudes like "uh huh" or "yeah" or "that's good" you will find that there are some good things you can say to people to deepen your connection with them when you work out their communication style.

Everyone processes information differently, some people will process in a combination of ways but there is usually one dominant sense they use when understanding what's being said to them.

People are more likely to process information using the part of the brain that uses either hearing, sight, touch, empathy and intellect.

When you know YOUR own style, you can help to understand what works for you best, and when you know other people's style you are able to reach out to them and connect on a way you never even knew was possible.

Here are some things to both look out for in conversation as people will use these in conversation with you and you'll learn what their style is, which means you can use them too when speaking to them.

**I hear** where you're coming from (hearing)

**I feel...** (touch)

**I see** where you're coming from (sight)

**I understand** where you're coming from (empathy)

**I know** where you're coming from (intellect)

When you use these, people subconsciously feel you're communicating on their level.





# COMMUNICATION STYLES

If you looked at those statements and thought they sounded a bit false or stilted, that's because you won't hear people saying those sorts of things quite so directly.

Here are some examples of the kinds of things the different communication styles MIGHT say so you know what to look out for (as you're going to jot down the people you find with each style on the next page). Sometimes the style makes itself most known in a conflict. Don't go looking for one and be aware that depending on what state we're at in our lives and what's happening it can change as we evolve. So be aware and notice that too for the future.



*"don't you hear what I'm saying?"  
"If you'd listen to me"  
"would you lend an ear?"*



*"you see?"  
"I can't see how"  
"Look..."*



*"I feel..." or "ooh I can feel that"  
They often play with their hands or use their hands a lot in conversation  
"Let's stay in touch"*



*"I think that..."  
"I know..." or "I don't know"  
"Do you know?"*



*"I understand..."  
They will just be on the same wavelength as you and know what you're saying  
"I care" or "I don't care" (they do)*

# LOOK OUT FOR IT

From what I've said what is your communication style?

*Hearing Touch Sight Empathy Intellect*

Your main task for today (or the next few as this may take a little while) is to just observe when you're chatting to people and see what you think THEIR communication style is. You may think you know already, but that's not always the case.

For example, my husband is a Historian and very "in his head" and intellectual and clever. BUT he often struggles when he doesn't feel heard. So for him, I need to say "I hear what you're saying" and variations on that.

*Write the name of a person you notice has each communication style. It can even be a character on the TV if that helps!*



*Hearing*



*Sight*



*Touch*



*Intellect / Knowledge*



*Empathy / Know in Heart*





# TRY IT

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Good work on finding people with each communication style. It's very possible you've surrounded yourself with a lot of people who all have the same communication style. That's normal and may hint as to what yours is.

I also gave you some ideas of the sorts of things people with different communication styles say. These are the same things you can say to them to see if you can harness a deeper connection with them.

It'll become natural over time so don't worry, because just knowing what you do now, is enough to make each connection a little more meaningful, but that ability to adapt is what can really help you improve how YOU feel in relationships as connections deepen.

Now because there are so many combinations and variables (because communication changes depending on whether you can make eye contact or not - you can't with a video chat but you can in person) I am not going to ask you to write down what happened when you used the helpful phrases with people in each category but please do use the journaling pages to write what you notice and to do that if you can and want to.

It's a real journey of discovery and can take a while, so be gentle on yourself, it won't happen overnight and you will feel weird at first. But it's also really fascinating when you start to notice the differences in the way people talk and how their body language is when they're talking in line with what they're saying if they're in front of you.

Think of it as no different to when you start to speak a bit posher with some people (my Dad in my case) or how your language changes when you're more relaxed (like how I go very West Country when I've had a glass of wine or been speaking to people from Dorset areas again!)

By the way, the more you change up your communication style to match people, the more they'll do it with you, the more connected you will feel so enjoy it!