

NLP: What Their Words Are Actually Telling You

NLP Mastery House

Purpose

Sensory predicates are the words people use to describe experience — and they reveal which channel someone is thinking in, before you ever ask them directly.

The three main channels

- Visual — see, look, clear, bright, focus, picture, perspective
- Auditory — hear, sound, tune in, tone, resonate, clarity, ring
- Kinaesthetic — feel, touch, grasp, solid, weighed down, handle, pressure

Distinction: mismatched predicates create friction the listener can't name. "I see what you mean" to someone who just said "that feels wrong" lands slightly off. Matched predicates build rapport instantly, without any visible technique.

Quick win – five minutes

Read back your last few messages to someone. Which channel are you defaulting to? Rewrite one sentence in a different channel and notice how it changes the feel.

Practice this week

In three conversations, listen for the other person's predicate before you respond — then match one sentence to their channel.



"I created this handout on a warm day in spring, waiting to present online — and I kept thinking: make sure this hits people in a way that feels good, as they look for deeper ways to reach the people who want to feel understood."

— Betty Vox, DSΨ

One next action

- ☐ Match one person's predicate channel in a real conversation this week.

Full training in Module 3 of the NLP Practitioner course.