

# MAPPING THE UNIVERSE

## **Introduction**

This report is designed to help you understand how not only you may the universe, but also how other people map the universe. It is aimed at helping you take control of your inner world and also build magical relationships with the people around you.

You will learn secrets to great communication and how you can literally step into another person's world. With practise, you will discover you can literally see and feel another person's emotions. You will be able to understand people on a much deeper level in ways that were never possible before.

If you work with people, as most of us do to some degree, this will enable you to build better relationships and create a better life for yourself and those around you through a greater understanding and ability to be in harmony with them.

Use the tools you learn in this report and have fun with them. Experiment with them and play with them. You will discover new possibilities opening up for you as you work to create the life of your dreams.

## Modalities

Every single person has a representational system; which is a map they have built up of the world around them.

You could call this your “Map of the universe”. It is the way you interpret what goes on around you; the filter through which you put everything that happens to you. It is also how you express ourselves within your world and to others too.

This map is made up of the five senses, which are also known as modalities.

- Kinaesthetic – touch (K)
- Visual – sight (C)
- Auditory – hearing (A)
- Gustatory – taste
- Olfactory – smell

Visual, Auditory and Kinaesthetic are the three primary representational systems used to map the universe. Taste and smell, whilst important in building the map do not tend to be dominant systems unless some of the other three are impaired for some reason.

Representational systems are important because you can use them to take charge of your own world, create the life you want, and to build incredible relationships with the people around you.

In this report you will learn what these systems are, how to determine them, and how to use them to create the life of your dreams.

There are three main ways to determine someone’s representational system

1. Breathing
2. Language

### 3. Eye movements

Everyone is made up of all three representational systems in different orders and amounts. Typically, a person will have a single dominant modality, followed by the other two as minor systems. These are represented by the first letter of each modality, i.e. V for Visual, K for Kinaesthetic, A for Auditory.

One person may be VKA, that is, primarily visual, followed by kinaesthetic and then auditory. In this case, if you communicated with them in an auditory manner you would have a minimal effect upon them. However, if you were to use visual methods to communicate them you would build rapport very quickly.

Let's look at how each of the dominant modalities use each of these and how you can determine what representational systems the yourself and the people around you use.

A person will, unconsciously, use language relating to the system they are using. The representational system may change depending on what the person is experiencing and feeling, but they will have a main one. The system can also change as they go through life and develop. There is no right or wrong system – they are all as good as each other. The magic is to be able to understand the systems and move between them as necessary.

## ***Visual***

A visual person relates to the universe in primarily visual ways. They are very good at building pictures in their mind and imagining things.

A visual person will speak quickly, quicker than the other two modalities and will generally be very animated in their speech. They will use expansive gestures and be lively in their speech.

They would use visually based language, such as:

- I see
- It's crystal clear
- I can see the big picture
- Seems good to me

And so on. You can see from the language patterns they all use visual based words.

This person also tends to breathe from high in their chest, quickly and often shallowly.

## ***Kinaesthetic***

A kinaesthetic person is much more touchy feely in their approach. They are the sort of person who, when talking to you, will touch you to illustrate their points.

They tend to speak more slowly with pauses between words and sentences. They will speak in a much more measured way and use feeling based language, such as:

- I feel
- I am touched
- It feels good to me

The kinaesthetic person will breathe much more slowly and deeply than the rest from their stomach, using slow gestures.

## ***Auditory***

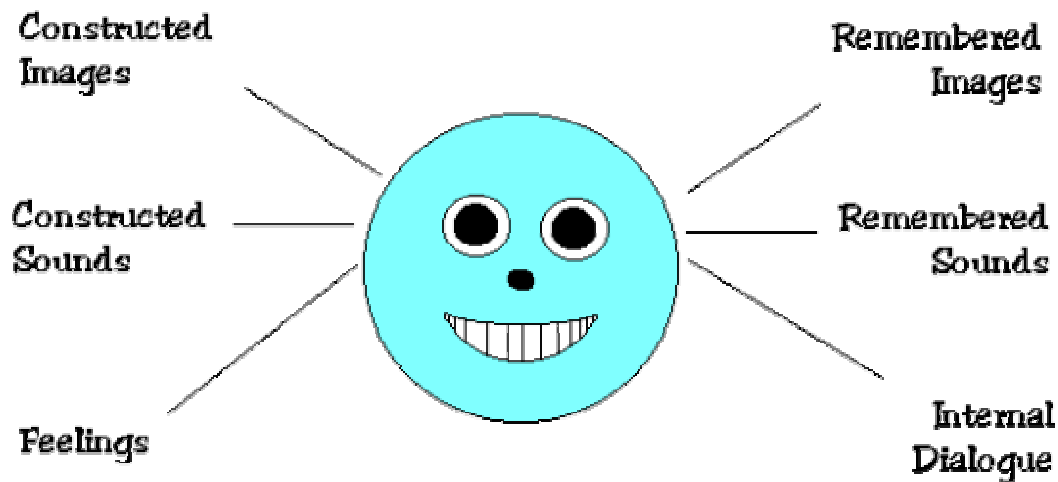
An auditory person is based upon sound. They tend to have a very melodious voice; a voice that is very easy on the ear and well crafted. They tend to breathe mid way between the top of their chest and their stomach and use language such as:

- Clear as a bell
  
- I hear ...
  
- It sounds ...

Words such as think, understand, be aware of, believe, sense and know do not belong to any particular representational system and will be used by anyone.

## Eye Cues

There is a saying, "The eyes are the windows of the soul" and this is one way in which they are. Our eyes give away what is going on in our minds. As we think in different ways, so our eyes will move. The picture below shows what the various eye positions represent.



The eye chart is drawn as if you are looking at the person you are speaking to. When recalling smell and taste, the client will look into the feelings direction. If the eyes are defocused and not moving, this indicates they are accessing the visual system. Visual remembered images are also called eidetic images.

These six eye positions are also known as:

VR = Visual Recalled

VC = Visual Constructed

AR = Auditory Recalled

AC = Auditory Constructed

AI = Auditory Internal

K = Feelings (Kinaesthetic)

In order to determine what someone's representational system is, you can ask questions or just watch their eyes in regular conversation. There may only be slight movement, a flicker or twitch of the eye muscles, but there will always be some movement. In approximately five percent of cases the eye cues are switched over and are on the opposite sides. Some example questions:

What colour is your front door? - For Visual Recalled

What would your mother look like with a red beard? - For Visual Constructed

What does your father's voice sound like? - For Auditory Recalled

What would your mother sound like speaking in a deep voice? - For Auditory Constructed

What does it feel like when you stroke a silk shirt? - For Kinaesthetic

Using the eye cues allows you to understand what is going on in a person's head. If they are telling you about the last car they bought and their eyes move down into the kinaesthetic position, then you know that a key for buying for that person is feelings. If you are then selling this person a car you can focus on the feelings the car will give the client.

Eyes cues give you access to a person's internal world, to help you understand how they relate to the universe. Using these helps you to understand the person and build a greater degree of rapport.

Find someone to work with and ask them a variety of questions to see how resultant movement in their eyes as they access the various representational systems.

## ***Determining the modality***

People typically have one primary system and then the other two major systems follow. For example, my representational system order is visual, kinaesthetic, and auditory. The strengths of the system vary between people – some may be strongly visual and kinaesthetic but minimally auditory, whereas another may be strongly auditory with little visual and kinaesthetic.

These systems will also change over time and depending on the situation you are in. For example, in a romantic situation, the kinaesthetic modality may well be most dominant, whereas at a concert the auditory may be most dominant.

How does this affect you in life?

Well, if you match somebody's representational system, you can build rapport and trust with them quickly and easy – very useful for anyone who is a therapist or works with people. It also affects how people get on with each other.

If a kinaesthetic person is talking to a visual person, then the visual person is going to go nuts waiting for the kinaesthetic to finish a sentence. Likewise, the kinaesthetic is going to be wondering why the visual guy doesn't just relax and slow down a little.

This affects all levels of your relationships too, particularly the one with your partner.

What is your partner's representational system and how does it compare with yours? Two people with the same order of representational systems are going to get on great, but if they have different systems then compromise is going to be needed.

Imagine a relationship between a visual and an auditory.

The auditory says nice things to their partner, whereas the visual does nice things and likes their partner to look good. The auditory wonders why the visual never says nice things, and the visual probably wonders why the auditory talks so much and doesn't just enjoy the nice things and them looking good.

This, as you can imagine, would cause a great deal of stress in a relationship, which is why it is important to understand your loved ones modalities and use them to

communicate with them on their level, using their language.

Once you are aware of the representational systems, you can begin to move between them and smooth over any troubled relationships and improve your standing as a therapist and people person.

Imagine if, in the above relationship example, the visual person spoke to their partner and told them how much they loved them? The result would be electrifying.

Imagine if you had an irate customer who used a visual representational system and instead of saying "I hear what you are saying" said, "I see what you mean" and used visual language. You would build very strong rapport very quickly.

Over the coming weeks, identify the order of your representational system. Once you have identified this, identify the systems in use by your partner and those close to you. Then move between systems and see the effect it has upon those around you. Look at the representational systems used by those you come in contact with through your job, and in general. Again, use the skills you learnt here to improve your interactions with them.

## ***Sub-modalities***

This doesn't quite end here though. Now is the time to move on to some real magic – sub-modalities.

What are they, you may ask?

A sub-modality is a component of one of the representational systems, a part of the main modality.

For example, for visual some sub-modalities would be brightness, shape, size, distance, focus, whether it is colour or black and white, whether it is moving or still, etc.

For auditory some sub-modalities are, tonality, volume, tempo, pitch, location of the sound, etc.

For kinaesthetic some sub-modalities are the touch, texture, feeling, location, etc.

In the Living Motivation book, you learnt about beliefs and how to install and remove them. This sort of work can be done with *anything* at all, from food to feelings about people.

Using sub-modalities in this as well provides almost guaranteed success in making rapid radical and magical changes to yourself.

But first ...

### *Health Warning*

Playing with sub-modalities and changing things around can cause massive change in yourself and in the way you interpret the universe. If you are going to use this then

- Be careful
- Be sure you want to do it
- Do not work on another person without their permission

Sub-modalities can cause powerful and lasting change to your psyche *very* rapidly.

You have been warned! You could create for yourself an incredible life using these techniques.

You need to be aware that these techniques are *incredibly* powerful and effective and quick.

For an example on how to use sub-modalities, you will take a type of food that you do not want to eat any more. Close your eyes and think about it.

Notice that the feeling of the food will have a location somewhere in space around you. Take a note of how it looks – what size it is, colour, brightness, feeling, sounds and so on. Pay close attention to this.

Then think of a food you strongly dislike. Repeat the above for this food. Notice all of its sub-modalities and in particular it's spatial location.

When you are ready, take the first image and move it to the location of the food you strongly dislike – move it quickly. As you do, change all the sub-modalities so it matches the disliked food.

After you've moved it, open your eyes and just look around the room for a few moments, and then think again of the first food. It is now in the disliked location and if you think about eating it then you'll find it turns your stomach now.

This powerful process can be used for many, many things. People is a great one if you want to change your feelings about someone – but be *very* careful with this one. Though if you feel someone is "in your face" then take the image of them and push it behind you or to one side. Then you will find yourself much better able to concentrate without them intruding on your thoughts.

You can change your feelings about a person by moving someone you want to feel less strongly about to the same position as someone you already feel that way about. Likewise, you can reverse this.

Just one word of warning, pushing things behind you will frequently permanently put you off it!

This process can be combined with anchoring, if someone is working with you. When you are thinking of what you don't like, in the food example, you anchor this through a simple touch.

Test the anchor to ensure that it works and brings about the feelings of dislike. Then, when moving the food you do like, you hold the anchor. This strengthens the process and makes it even more effective.

## ***Conclusion***

Now you have a much clearer and better understanding of the universe and how you relate to it. You also have some methods for understanding how other people interpret the universe, which allows you to step into their world and see things temporarily through their eyes.

This is an invaluable tool for any anyone, and will allow you to get ahead in your life and achieve anything you want to.

Have fun changing your life through what you have learnt here. Using this, and other things you will learn over the coming months, you can design your life and future to be anything, and everything, you ever wanted.