



# OBSERVING OTHER PEOPLE

## SENSORY ACUITY

**Basis:** Modeling Milton Erickson, the creators of NLP observed that people make minute changes from moment to moment, and that those changes have meaning *if* you have enough Sensory Acuity.

### 1. Skin Color

Light - - - - - Dark

### 2. Skin Tonus (The Tone of the Muscles – Look for the Shine)

Symmetrical - - - - - Not Symmetrical

### 3. Breathing

Fast - - - - - Rate - - - - - Slow

High - - - - - Location - - - - - Low

### 4. Lower Lip Size

Lines - - - - - -No Lines

### 5. Eyes

Focused - - - - - Focus - - - - - Defocused

Dilated - - - - - Pupil Dilation - - - - - Undilated