



Law of Connection

The Science of Using NLP to
Create Ideal Personal and
Professional Relationships

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The Law of Attraction

The Self-Assessment Questionnaire

On a scale of 1 to 4

- 4 = *Closest to describing you*
- 3 = *Next closest description*
- 2 = *Somewhat describes you*
- 1 = *Least descriptive of you*

Sample Question:

I make important decisions based on:

Sample Answer:

- 4 My gut feeling and comfort level
- 1 How the idea sounds to me
- 3 How it looks to me
- 2 Precise review/study of the issues

1. I make important decisions based on:

- My gut feeling and comfort level
- How the idea sounds to me
- How it looks to me
- Precise review and study of the issues

2. During a disagreement, I am most likely to be influenced by:

- The volume and tone of the other person's voice
- Whether or not I can see the other person's point of view
- The logic and rationale of the other person's opinion
- Whether or not the other person is sensitive to my feelings

3. When communicating with others, what's important to me is:

- The way I dress and look
- Sharing my feelings and experiences
- Knowing that the meaning of my words is understood
- Being heard and listened to

4. When someone is asking me an important question, I tend to:

- Listen carefully, then ask questions to ensure I understand
- Prefer time to think it over and to choose my words carefully
- Appreciate being given time to search inside for the answer
- Answer quickly, describing it in pictures

5. I would consider myself:

- Attuned to the sounds of my surroundings
- Able to easily make sense of new facts and data
- Sensitive and flexible in my relationships
- Creative and able to handle tremendous amounts of information quickly

6. People really know me best when they:

- Can relate to what I'm feeling
- Can see my perspective
- Listen carefully to what I have to say and how it is said
- Are interested in the meaning of what I am communicating

7. When working on a project with others, I am more likely to:

- Want to improve the process with my ideas
- Want to be part of the vision and planning process
- Want to sequence the events and put things in order
- Want to help build good solid relationships

8. When describing things to me:

- Showing it to me brings clarity
- I can remember well just by listening
- Writing it down helps me to integrate it
- Presenting the facts in a logical way makes sense

9. In times of stress, I am most challenged with:

- Trusting people, situations, or concepts
- Being diplomatic, being too blunt and to the point
- Separating my feelings from what other people are feeling
- Being flexible and changing the timing of plans

10. I find it easy and natural to:

- Receive inner inspirations
- Tell where new ideas fit in
- Follow the direction of tried-and-true methods
- Organize and plan events

Your Self-Assessment Summary Worksheet

Step 1:

Copy your answers to each question from the Self-Assessment

Questionnaire onto the lines below. See sample.

1. Sample Question	
<u>4</u> K	I make important decisions based on: (On a scale of 1 to 4) My gut feeling and comfort level How the idea sounds to me How it looks to me Precise review/study of the issues
<u>1</u> A	
<u>3</u> V	
<u>2</u> D	

1. ___ K ___ A ___ V ___ D	2. ___ K ___ A ___ V ___ D	3. ___ K ___ A ___ V ___ D	4. ___ K ___ A ___ V ___ D	5. ___ K ___ A ___ V ___ D
6. ___ K ___ A ___ V ___ D	7. ___ K ___ A ___ V ___ D	8. ___ K ___ A ___ V ___ D	9. ___ K ___ A ___ V ___ D	10. ___ K ___ A ___ V ___ D

Your Communication Processing Style Score Sheet

Going from left to right, copy the numbers for each question from the Summary Worksheet into the box **under** the corresponding letter on the score sheet below. See the sample for how to do this.

Question	V	A	K	D	Total
Sample	3	1	4	2	10
1					10
2					10
3					10
4					10
5					10
6					10
7					10
8					10
9					10
10					10
Total					100

My Communication Processing Order is:

____(V) ____ (A) ____ (K) ____ (D)

Example:

35 (V) 29 (A) 21 (K) 15 (D)
[Highest] [Lowest]

Understanding Your Score Results

Your **Highest Score** represents your dominant or preferred style of communicating with others and interpreting incoming information.

Your **Lowest Score** represents your weakest or least preferred style of communicating with others and interpreting incoming information.

A **Tied Score** indicates you have a high preference for two or more communication styles. As you learn about each communication style in the next section of this book, you will discover which of them you tend to favor or use most often.

Even a 1-point difference in scores is enough to determine your dominant or preferred style.

In the boxes below, indicate with an X whether you use each of these words rarely or often.

	Rarely	Often
Focus		
Imagine		
Look		
See		
Show		
Visualize		
Illustrate		
Clear/clearly		
Clarify		
Picture		
Bright		
Appear		
Dull/hazy		
View/scan		
Enlighten		

You can download additional copies of the Communication Styles Reference Chart at www.LawofConnectionBook.com.

Now that You Understand the Visual Style . . .

Take an inventory of the people in your personal and business life. Who in your life do you think processes information in the Visual Style? On the following worksheet, enter the person's name in Column A. In Column B indicate the reasons why you suspect or know that he or she processes information visually. In Column C indicate, by writing "yes" or "no," whether you think your connection with this person is good or whether it could use some improvement.

Name	Why I Think They Process Visually	Good Connection? Yes / No
<i>Victor</i>	<i>Likes short meetings, uses many visual words, talks in big picture</i>	<i>No</i>

The Auditory Communicator

In the boxes below, indicate with an X whether you use each of these words rarely or often.

	Rarely	Often
Resonate		
Harmony		
Repeat		
Tune in		
Buzz		
Discuss		
Ringing		
Listen		
Resonate		
Harmony		
Sound		
Noisy		
Whisper		
Tune		
Hear/heard		
Say		
Resonate		
Babble		
Clicking		
Quiet		
Earshot		

Now that You Understand the Auditory Style . . .

Take an inventory of people in your personal and business life. Who in your life do you think processes information in the Auditory Style? On the following worksheet, enter the person's name in Column A. In Column B indicate the reasons why you suspect or know that he or she is an auditory processor. In Column C indicate, by writing "yes" or "no," whether you think your connection with this person is good or whether could it use some improvement.

A	B	C
Name	Auditory	Good Connection? Yes/No
<i>Allan</i>	<i>Likes to talk—a lot. He is great at giving ideas and loves to tell stories.</i>	No

The Kinesthetic Communicator

How Often Do You Use These Words?

Here is a list of words Kinesthetic communicators commonly use. If you are a Kinesthetic Style communicator, these words will be very familiar to you. If you are not, they may seem foreign to you.

In the boxes below, indicate with an X whether you use each of these words rarely or often.

	Rarely	Often
Feel		
Firm		
Together		
Relationship		
Touch		
Connect		
Press		
Catch		
Hard		
Complete		
Fun		
Soft		
Play		
Numb		
Stumble		
Fit		
Strike		
Comfortable		
Grasp / Handle		

Now that You Understand the Kinesthetic Style . . .

Take an inventory of the people in your personal and business life. Who in your life do you think processes information in the Kinesthetic Style? On the following worksheet, enter the person's name in Column A. In Column B indicate the reasons why you suspect or know that he or she processes information kinesthetically. In Column C indicate, by writing "yes" or "no," whether you think your connection with this person is good or whether it could use some improvement.

A	B	C
Name	Kinesthetic	Good Connection? Yes / No
Karen	<i>She takes a lot of time to answer my questions and can become overwhelmed if I rush her.</i>	No

In the boxes below, indicate with an X whether you use each of these words rarely or often.

	Rarely	Often
Perceive		
Consider		
Detail		
Know		
Describe		
Figure out		
Process		
Logical		
Conceive		
Change		
Sequence		
First/last		
Think		
Thought		
Rational		
Decide		
Understand		

Now That You Understand the Digital Style . . .

Take an inventory of the people in your personal and business life. Who in your life do you think processes information digitally? On the following worksheet, enter the person's name in Column A. In Column B indicate the reasons why you suspect or know that he or she processes information digitally. In Column C indicate, by writing "yes" or "no," whether you think your connection with this person is good or whether it could use some improvement.

A	B	C
Name	Digital	Good Connection? Yes /No
<i>David</i>	<i>Always wants lots of details and tends to need time to process my questions.</i>	Yes
Abigail	<i>Hates it when she's working on the computer and I interrupt her train of thought.</i>	No

