



## Understanding the Visual Relating Style

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The visual style is one of three types of relating styles. The other two are auditory and kinesthetic. Visual relating refers to those persons who are "visual" in their thinking.

Understanding how a visual person thinks and "sees" will help you communicate more effectively when interacting with others in relationships.

#### **Visual oriented people often use expressions such as:**

- "I see."
- "It seems clear."
- "Do you see my point?"
- "I can see right through you."

They also tend to be more uptight, high-strung, and very detail oriented. The visual oriented person will often get lost in thoughts and daydreams.

Some examples of gifts and appreciated expressions of love for visually oriented people are:

- Flowers
- Games
- Books
- Framed Photos
- Cards and Letters

***When talking with a visually oriented person, using vivid words is the best way to communicate with them.*** If you can draw a picture with your words, using lots of detail, you will be able to more closely identify with those who are more visually oriented.

## Body Language

A visual person will also pay close attention to your body language. They'll notice your eye movements, hand gestures, posture and facial expressions and will read into those things to determine if they trust what you're saying or not. Words themselves probably won't make much difference, but ***your body language and actions says it all to the visually oriented person.***

Since visually oriented persons rely on their visual perception so much, they may tend to judge a book by its cover, so to speak. ***The way one dresses or the car a person drives will say a lot to the visually oriented person.***

Visual people may also be uneasy around people who build up a facade because they can't see the real person inside or behind the mask.

## Tips for Speaking to a Visual Type Person

***When speaking to the visually oriented, look directly into their eyes and use positive body language.*** Don't cross your arms or appear distracted, as this will communicate to them that your focus isn't on them or that you're not really paying attention. Another way to communicate positively is to nod your head, as if saying yes while they are speaking. This shows that you're actively listening and that you're interested in what they're saying.

On the other hand, when you're having a conversation with a visually oriented person, you may feel as if you're being examined because their eyes will move around, observing all the details of your hair, teeth, clothing and jewelry. They may even stop you in conversation to give you a compliment about what you're wearing or the way your hair is styled.

***If your boss is visual-oriented, an organized office or workspace is probably very important to him or her.*** Therefore, it's important for you to keep your workspace neat and orderly to avoid conflict. They may also be very picky about dress and expect their employees to dress professionally at all times.

## Understanding Visually Oriented People

The visual person tends to like video games, computers, and television. Often they're artistic, crafty, and creative thinkers. ***They tend to be able to visualize the outcome of a decision and may tend to over analyze situations.***

When building relationships, determining a person's relating style is probably the first thing you should do so you can understand where they're coming from and how they will respond.

Now that you're equipped with the knowledge of how a visual person communicates, you will be able to strengthen your relationships both personally and professionally.