

## **POD 8 TOC Technique Training Exercise:**

### **Demonstration**

Using information in your manual about Representational Systems, Eye Cues and predicates and phrases unique to each System:

1. What representational system do you use and how do you know?
2. Work with a partner to discover what representational system he/she uses. If possible, do this with more than one person to increase your skill level. (Use the information in this week's manual to guide you.)
3. What did you discover about yourself and others in these demonstrations?

### **Questions**

1. Explain the 5 representational systems.
2. How can you know what system a person is using by their eye accessing cues? Give examples
3. How can you know what system a person is using by the words they use or respond to? Give examples
4. Why is creating rapport with your client useful?