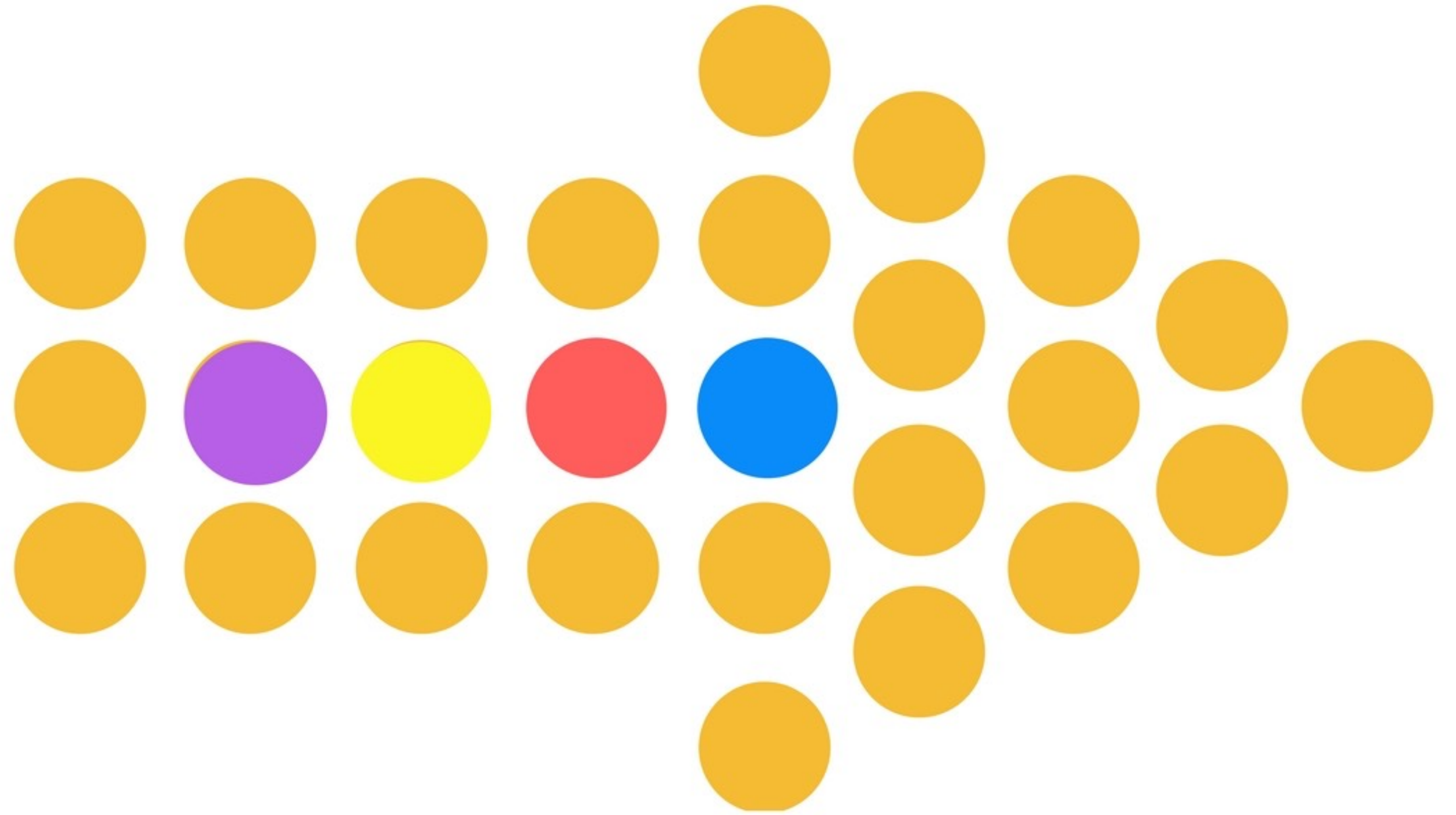
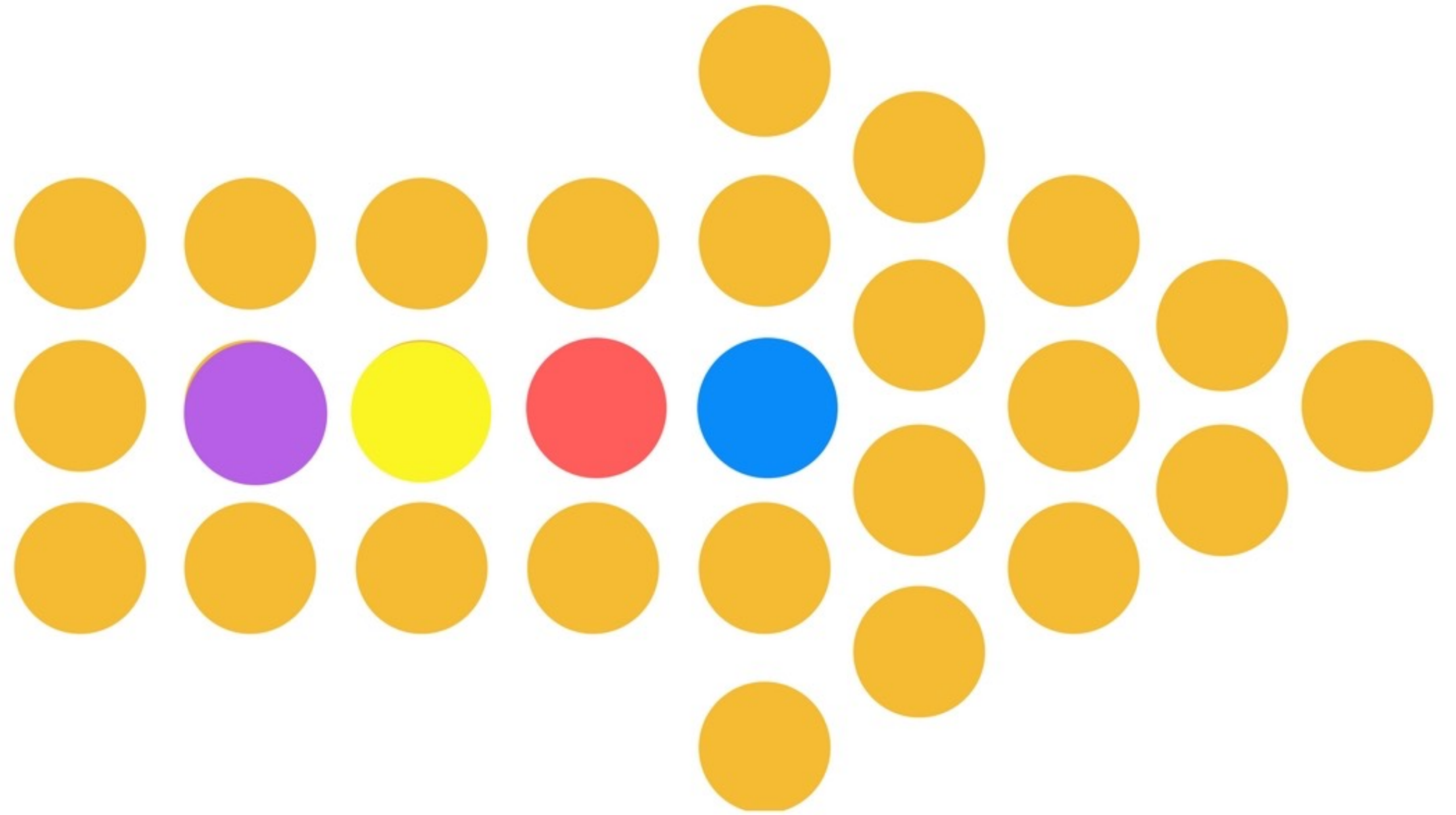


finding
your
voice
with
**Amy
Scott**



finding
your
voice
with
**Amy
Scott**

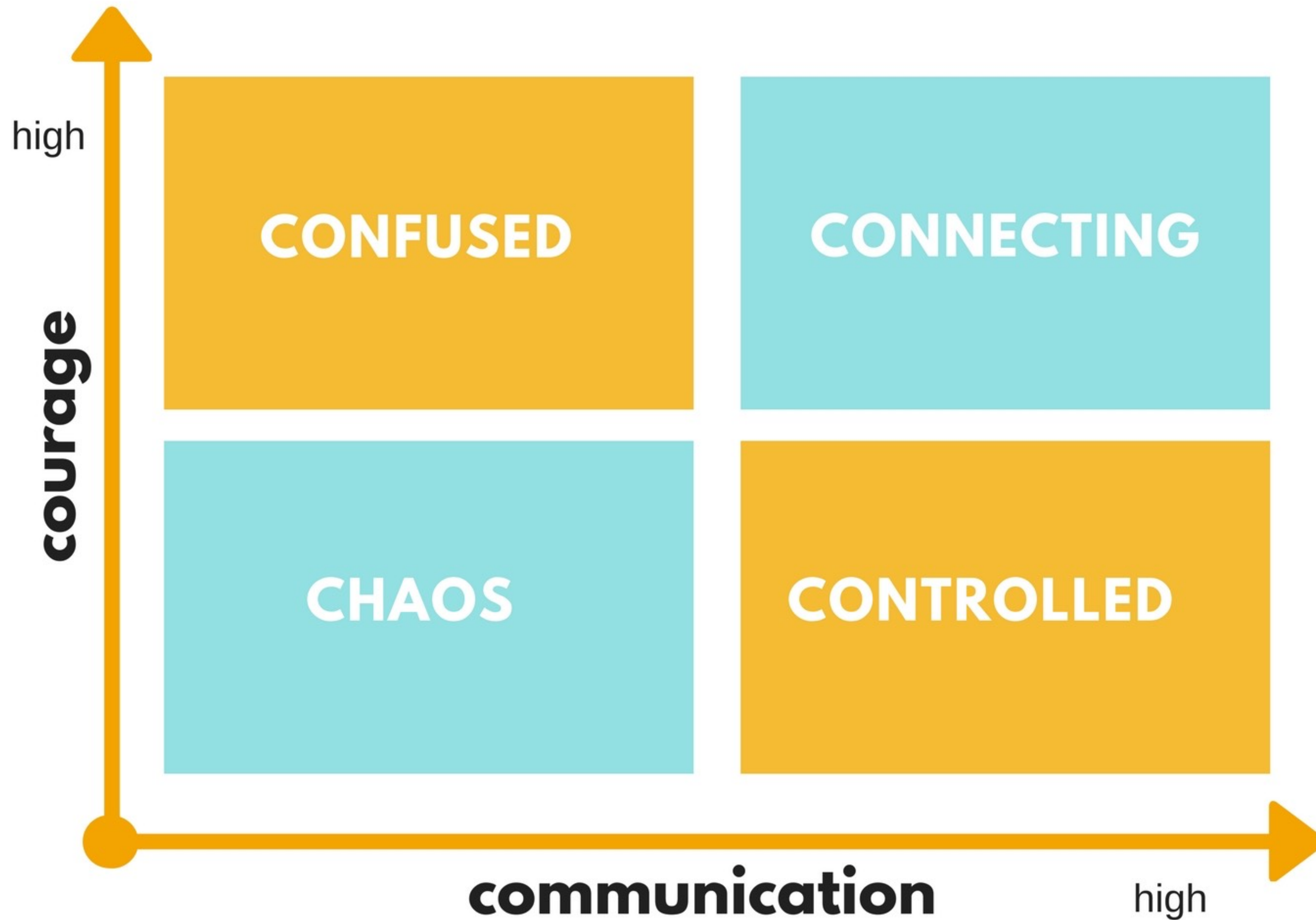




**Life shrinks or
expands in
proportion to one's
courage**

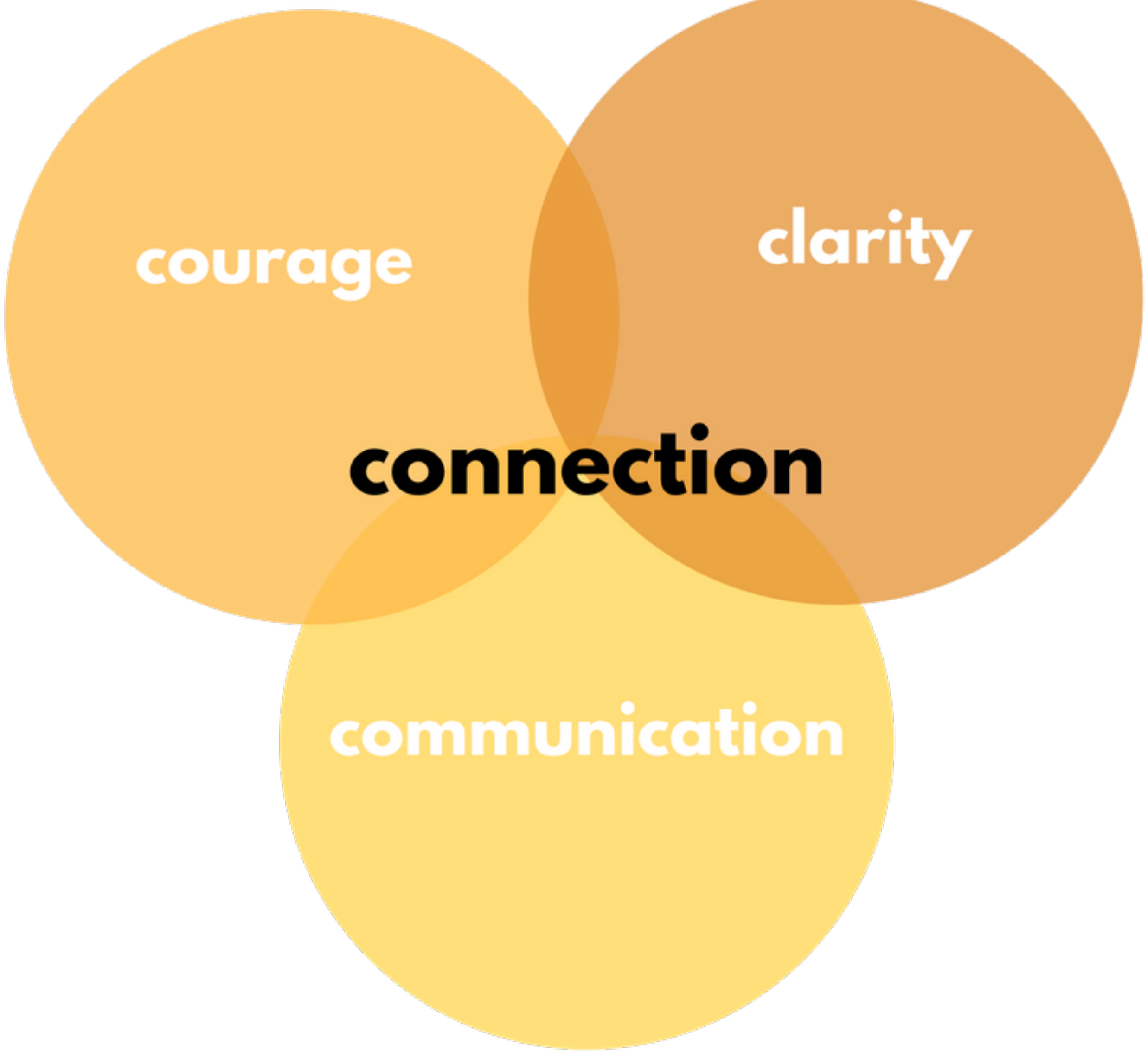
ANAIS NIN













**We are a
combination
of dots...**

connection : communication : courage





The single
biggest problem in
communication is the
illusion that it has
taken place

George Bernard Shaw



insert

courage

injection here!

connection : communication : courage



Thoughts and ideas literally come to them out
of thin air (really fast)

'Big picture' of what we want them to be
aware of, and they'll naturally want to work
the rest out for themselves.



what

When in conversation with the **purple** dot,
you will hear them saying things like:

"I **know** what you mean?"

"Come on, you **know** what I'm saying."

"I **know** all about that."

A **purple** dot enters a shop,
knowing what they want.

When they find it, they buy it
and leave.



Of the four dots the **purple** is the
most likely to:

- buy when under pressure
- change their mind by the next
day









Who knows a purple dot?

**Who thinks they might be
a purple dot?**







Yellow dots perceive life itself by **'seeing'** life. They then communicate with themselves and others by creating complex, colourful and detailed pictures, inside their head.



when

When in conversation, with the yellow dot, you'll often hear them say things like,

"Yes, I **see** what you mean."

"I like the **look** of that".

"Can you **see** what I am saying?"

In a shop the **yellow** dot:

- looks at everything
- inspects precisely and in detail



With clothing, the **yellow** dot examines their reflection in the mirror while comparing with a mental image of what is in their wardrobe at home.



**They are willing to sacrifice
comfort for clothes that:**

- **look good &**
- **have a designer label**









Who knows a yellow dot?

**Who thinks they might be
a yellow dot?**







Red dots communicate with themselves by carrying out a mental conversation with that **'small still voice'** inside their mind.

We describe this activity as an **internal monologue.**



where

In conversation you'll often hear the **red** dot saying things like,

"Do you **understand** what I'm saying?"

"I **think** I **understand** what you mean."

"Let's **think** about what needs to be done here."

The **red** dot
- seeks quality products that are
value for money
will invest much time shopping if
necessary to get the right goods at
the right price





Who knows a **red dot?**

**Who thinks they might be
a **red** dot?**







Blue dots process by turning all incoming communication into feelings & sensations.

Intuitive & strong people.



why

You'll often hear the **blue** dot saying things like:

"How do you **feel** about this?"

"That doesn't **feel** right."

"That **feels** better."

When shopping for clothes,
the blue dot:

- feels** everything
- tries something on to
decide how it **feels**
- buys it if it **feels** okay and
is a comfortable fit





Who knows a **blue dot?**

**Who thinks they might be
a **blue** dot?**





**We are a
combination
of dots...**

connection : communication : courage





Purple

What



Yellow

When



Red

Where



Blue

Why



Purple

What

i know



Yellow

When

i see



Red

Where

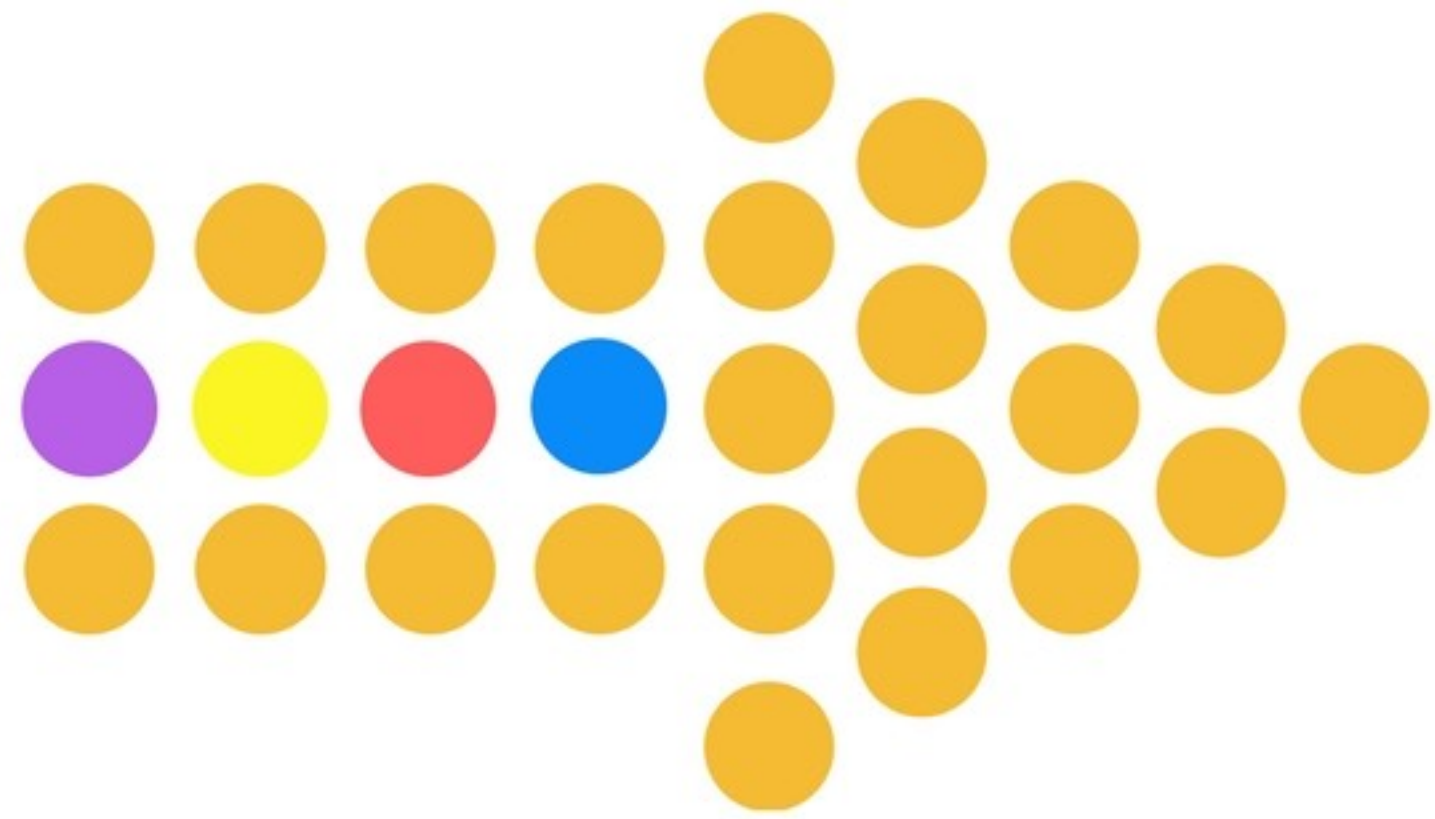
i think



Blue

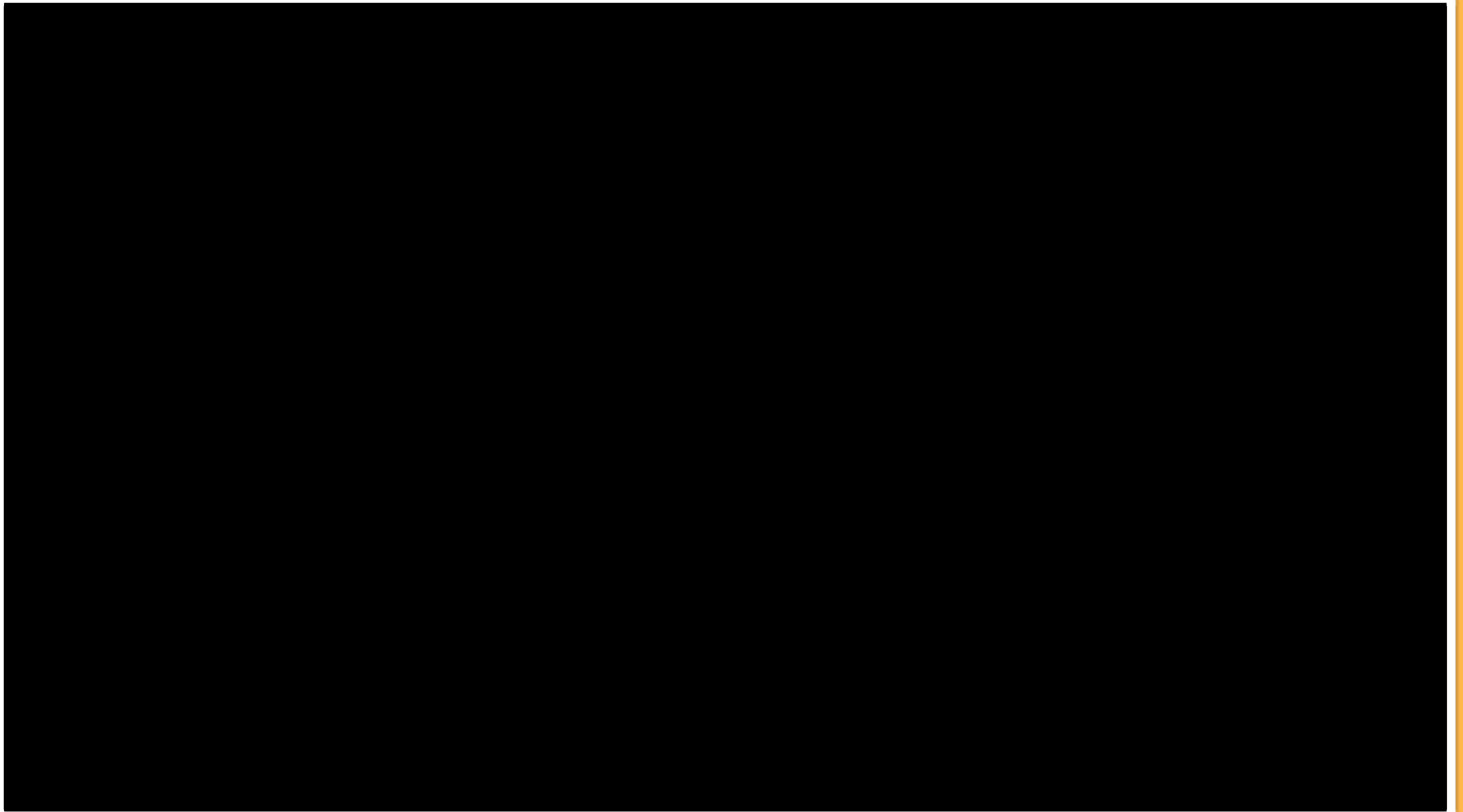
Why

i feel

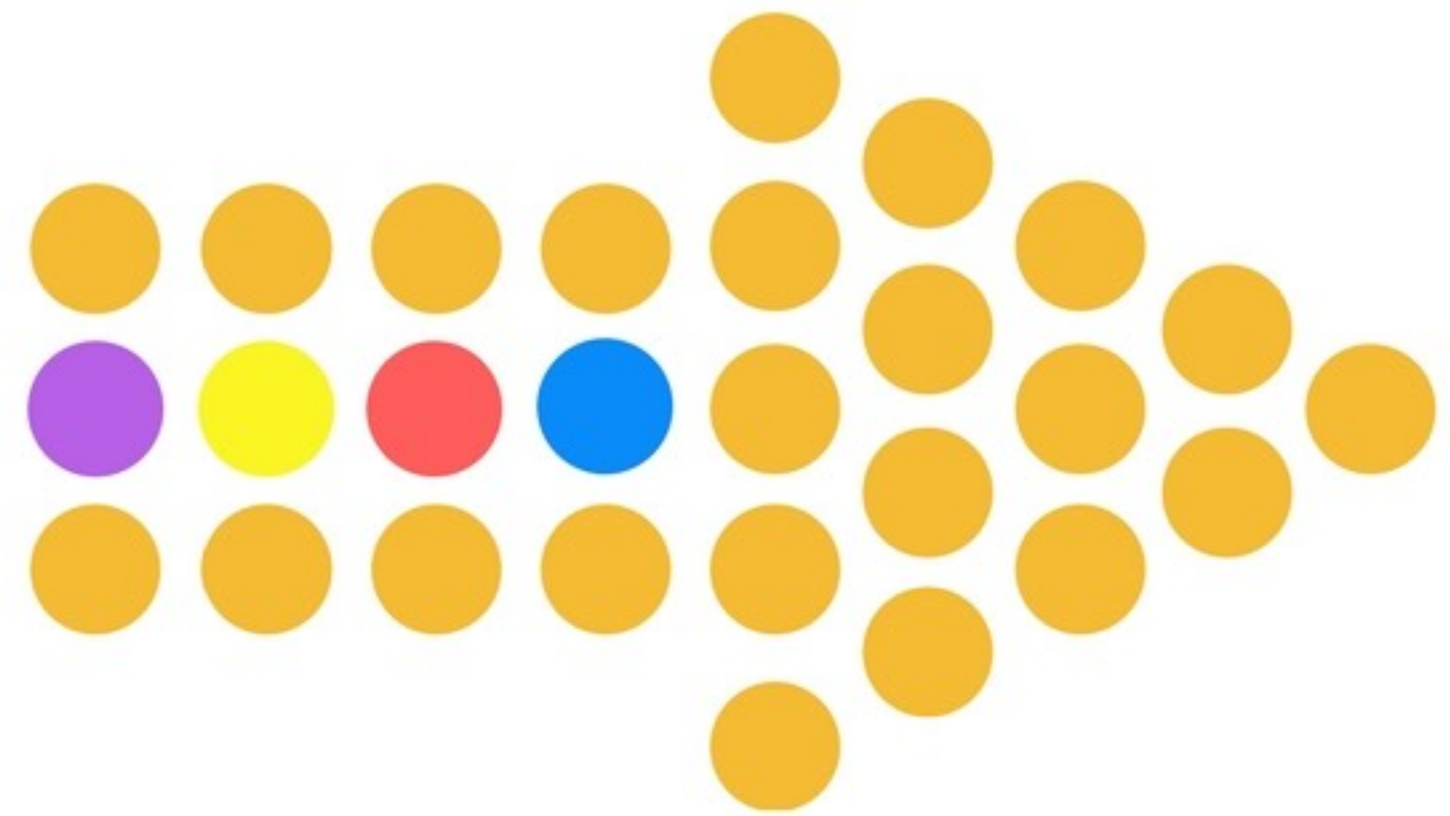


**it's not
about the
nail...**

connection : communication : courage



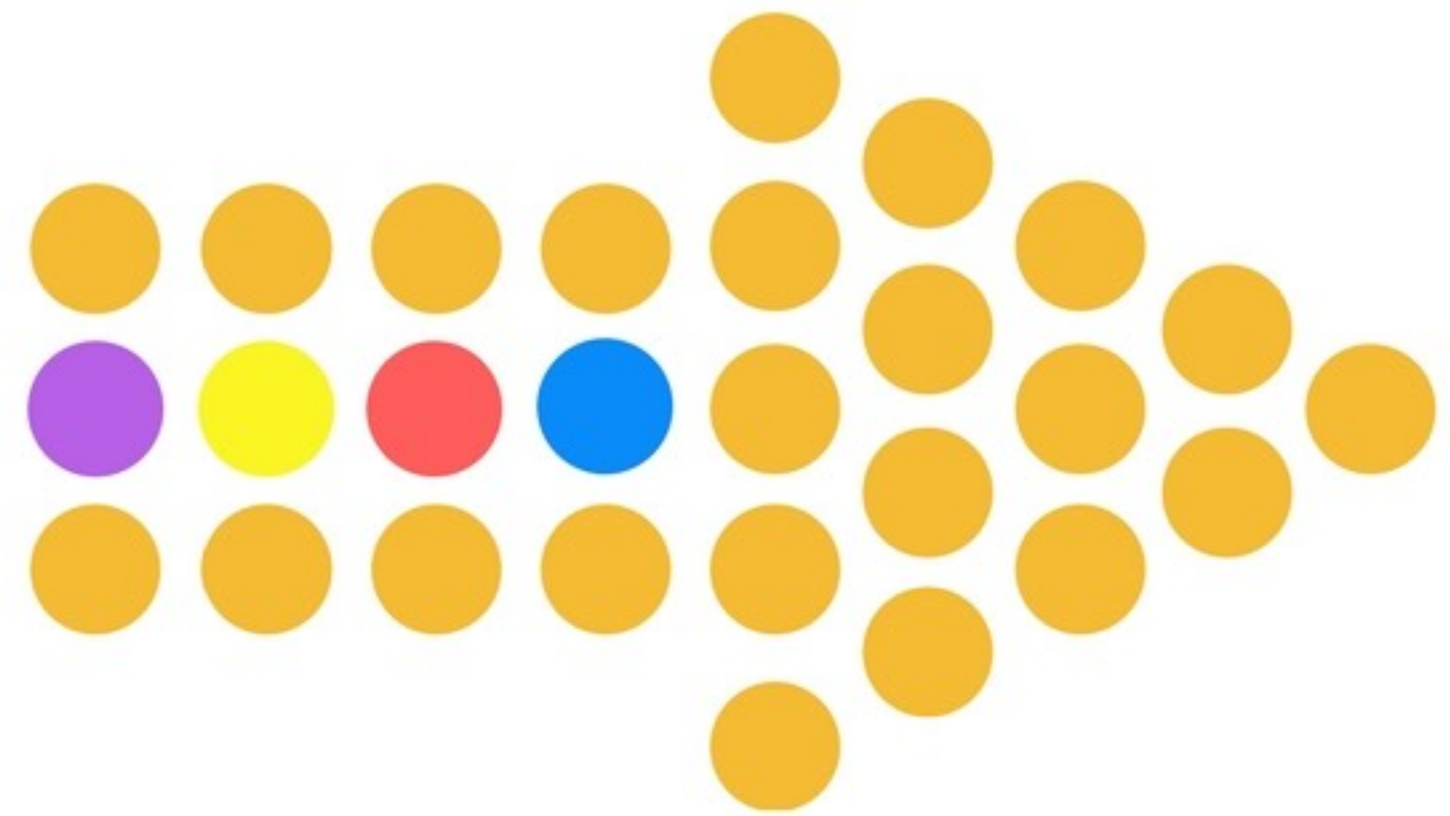
Thank You For Your Time Today



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connection : communication : courage

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