

# Identifying a “High S”

Identifying a person whose behavioral style is “High S” can be easy if you know what to look for.



## HIGH S CUES...

### Walking

Walks methodically; arms not swinging.

Allows plenty of time and space to walk around people or things.

Will drop head and eyes when approaching another person.

### Standing

Stands very much like “D” but weight is on back foot and hand on hip.

### Sitting

Favorite position is legs hooked around chair-legs, or legs crossed at ankles and stretched out or crossed under body.

Hands in lap.

Sometimes sits on their foot.

## Observable Behaviors

- ✓ Cautious pace
- ✓ Neutral but warm
- ✓ Introvert
- ✓ Thinks before talking
- ✓ Good listener
- ✓ Indirect
- ✓ Wants details
- ✓ Resists change

## Interact With Them:

- Be relaxed/lean back
- Small gestures
- Friendly eye contact
- Warm, steady, quiet tone of voice
- Speak slow and logical

## Words To Use:

- Step-by-step
- Help me out
- Guarantee (or Promise)
- Think about it