

MINDSONAR ME

International MindSonar Community Newsletter



WORDS FROM JAAP

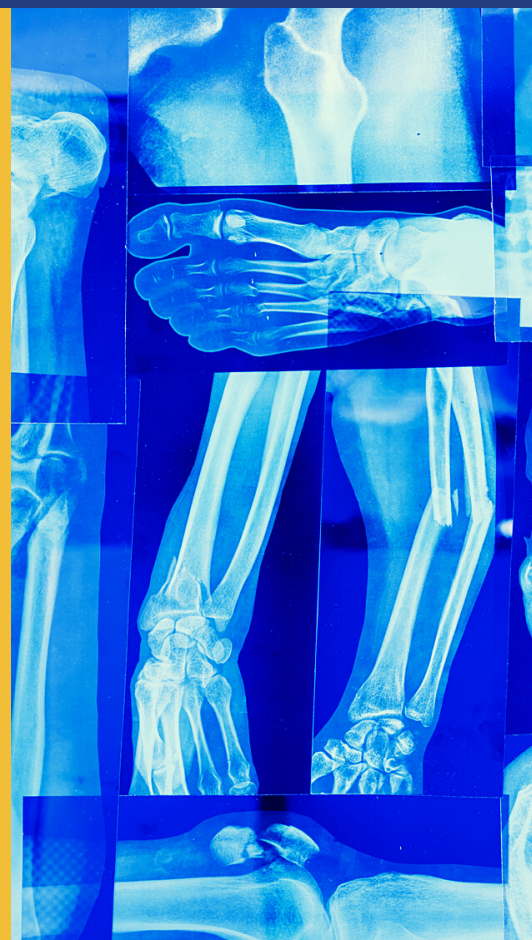
Hi Everybody!

Don't you find it reassuring, like I do, to see a good size kinesthetic bar in a profile? At least the respondent is in touch with their feelings... Why is that reassuring? Because you understand that people need feelings to navigate through life. Without them we're ships without compasses.

And at the same time, feelings can be misleading. Especially with the crises we're facing today. People tend to take their feelings for proof. I feel it in my bones, therefore it is true! Eh... how much intelligence resides in your bones? In your brain and your heart and, okay, in even in your gut. But in your bones?

Because you are so much more...

Jaap Hollander - MindSonar Founder



MINDSONAR NEWS HIGHLIGHTS

Calling all MindSonar Professionals:

Look out on social media for posts on MindSonar and let's get our presence felt across the globe. Each week there are four posts on LinkedIn and Facebook. These posts are themed: 1) what is it? 2) how does it work? 3) with whom we are looking to work? and 4) client testimonials. Please like, comment and share within your network.

Also, please comment on and use the artwork at the end of this newsletter.

MindSonar UK has now run our 4th MasterMind group looking at decoding language, reviewing profiles and setting actions to achieve our business growth with MindSonar. If you would like to join, please contact [Ian](#)

Poland goes from strength to strength as they move towards their 25th MindSonar certification, well done [Tomasz](#)!



MS APPLICATIONS: OPENING A PRESENTATION

Last month we looked at how to answer questions with motivation patterns. You can use the questions to open or design a presentation and motivate/connect with an audience. Look up Bernice McCarthy's 4Mat system which this is based on.

Try starting your presentation with the following - why? what? how? and where else?

Why (concept): rationale, essence, reasons for the learning

What (structure): resources, relationships, framework

How (use): application, action, steps

Where/what else (options, internal): other options and applications of choice, so others can own the learning.

MINDSONAR PROFESSIONALS GLOBALLY



Meet Miranda Huiberts The Netherlands

Miranda Huiberts-Dictus, entrepreneur, coach, driving instructor+, has two missions: 1st "Ensuring safe and aware drivers in traffic", 2nd "Sharing and increasing knowledge and experiences with fellow driving instructors".

She has a whole list of Dutch certifications and licenses as a driving instructor, teacher and coach. In 2011 she started MH Driving Advice "More than an ordinary driving school". She has an NLP Practitioner certificate specialising in traffic anxiety. And she is a MindSonar professional who can often be found at the Yearly MindSonar NL Conference.

Fear of driving can be caused by an accident, uncertainty about too little experience in traffic or psychological problems. People with a fear of driving often miss overview in traffic and have a feeling of losing control. Miranda uses MindSonar in her coaching of people with traffic anxiety.

To learn more, click [here](#) (Website in Dutch)



RECOGNIZING MINDSET

An entrepreneur who does not see the need to build deep relationships

1. **Graves Drive - High Orange:** Results matter, I identify whom I need to get in order to get what I want. **Blue:** Everyone needs to do their job for the organisation.
2. **Activity and information:** Focused on the information and the job at hand, no time for people.
3. **Visual and auditory:** No or very little kinesthetic.
4. **Internal reference:** I am right. No need to tell you how good you are, you should know.
5. **High Proximity and Solo:** Expecting that others complete their function while I work on my own.



Article

HOW DO CRITERIA, VALUES, META PROGRAMS AND GRAVES DRIVES RELATE TO EACH OTHER?

By Jaap Hollander

Let's start with criterion. This is actually the broadest concept of the four. Criteria are standards with which we evaluate things. When you meet someone new, you may be using 'happy' as a criterion for evaluating the other person.

Values are criteria too, but they are very important criteria. 'Honesty' might be a value when you meet someone new. If they don't seem very happy, you might not worry about that too much. But if they strike you as dishonest, you might think twice about meeting them again. It all depends on your criteria, of course. There is a sliding scale between 'Criterion' on the one end and 'Value' on the other. As a criterion becomes more and more important, at some point we call it a value. So when we ask 'What do you find most important in this situation?' we are asking about values. Read more here

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PREDESIGNED SOCIAL MEDIA POSTS

New set every month - Left click to download - Translation? Talk to your Distributor - Let [Ian](#) know how you like them.

