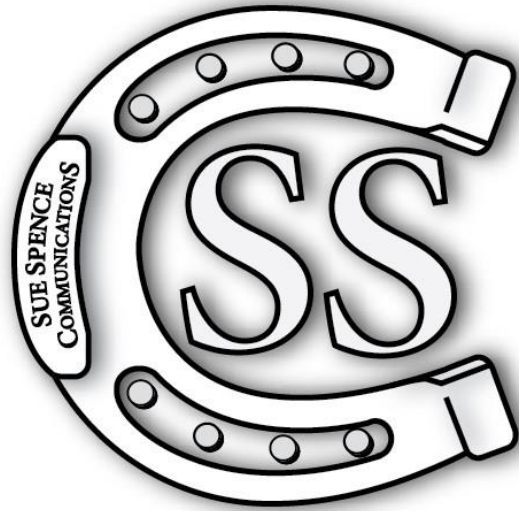


# **SUE SPENCE COMMUNICATIONS**



## **HORSES HELPING HUMANS FOUNDATIONAL FRAMEWORK (SUMMARY VERSION)**

# HORSES HELPING HUMANS

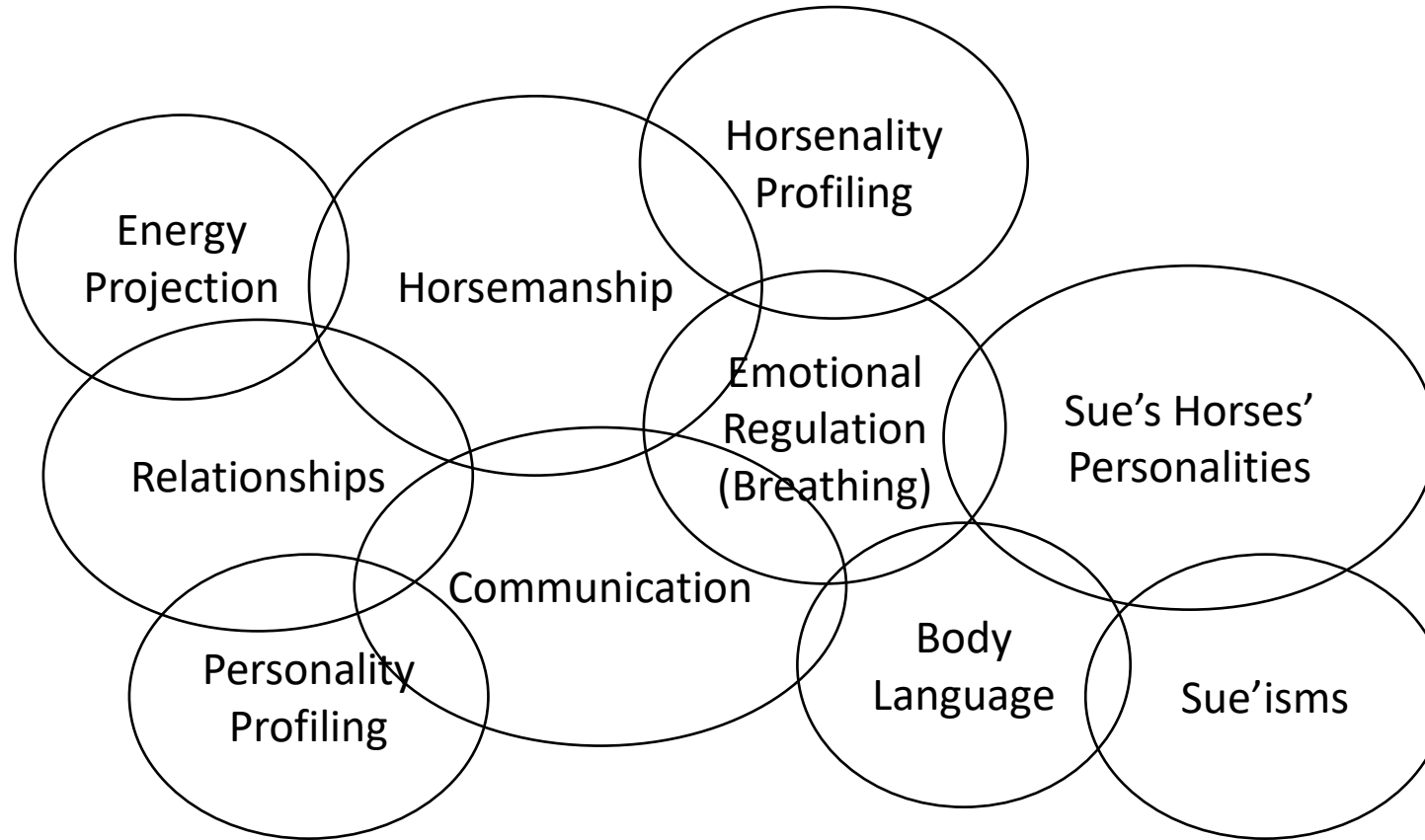
## Foundational Framework

- ***Sue's Mission Statement*** – “There should never be any intimidation or fear in communication. There should only be respect and trust”.
- We are communications coaches specialising in ***personality profiling*** and ***body language*** analysis.
- Vital skills are learnt in regards to self confidence, communication, ***emotional regulation*** and interpersonal relationships.
- After personality profiling, students are taught the basics of natural horsemanship – which is respect and trust.

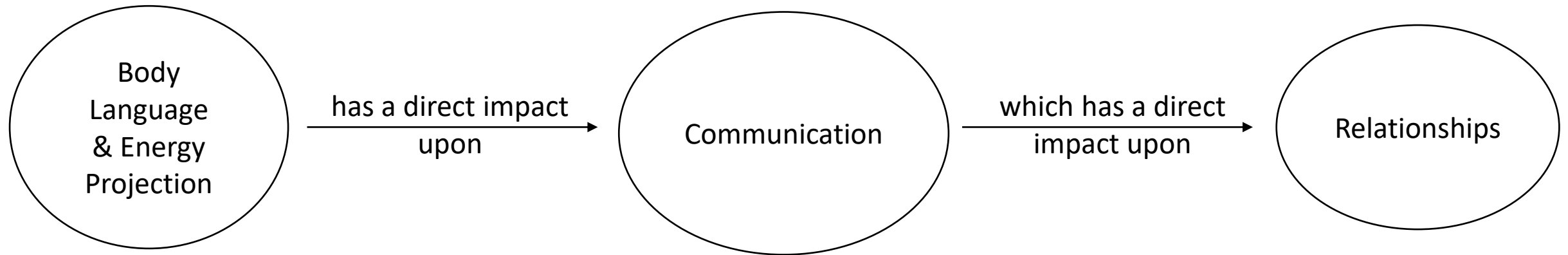
So, what does all the above mean? / What does it look like? / How do we achieve it?  
What tools are used to help achieve success? / Which tools are essential, as opposed to important, as opposed to secondary (i.e. handy-to-know, but can do without)?

## LET'S UNPACK THE ABOVE . . .

# COMMON TERMS USED IN HORSES HELPING HUMANS CONVERSATIONS

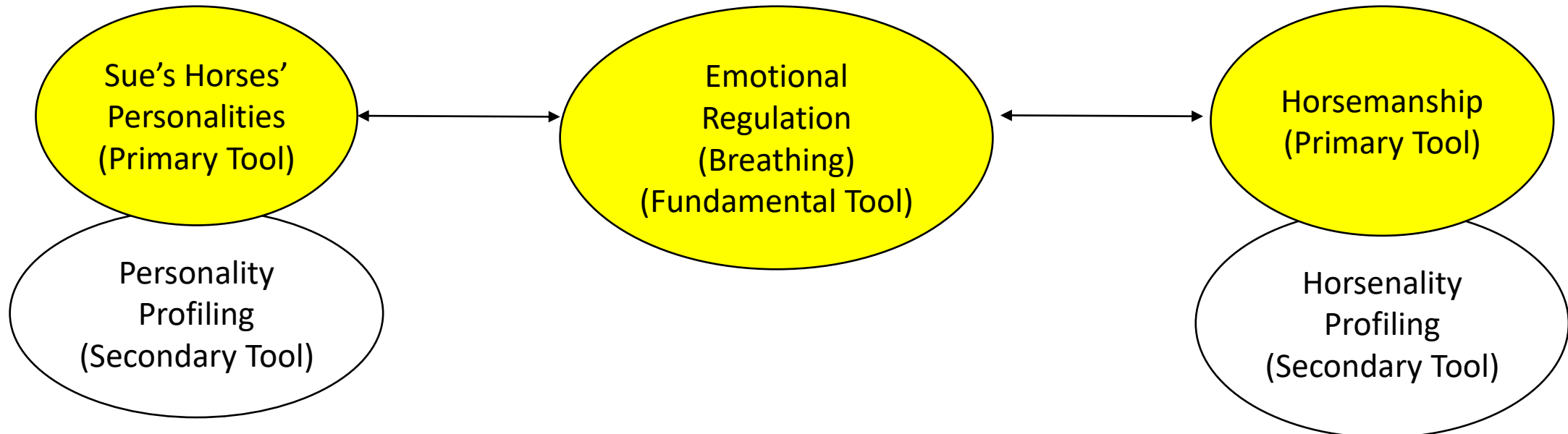


**SEPARATING THE COMMON TERMS BETWEEN**  
**THE ESSENTIAL FUNDAMENTAL TERMS (BELOW) & THE**  
**TERMS (i.e. TOOLS) USED TO ACHIEVE THE FUNDAMENTAL OBJECTIVES**



## TOOLS USED TO ACHIEVE FUNDAMENTAL OBJECTIVES - 'NEUTRAL' BODY LANGUAGE (i.e. CALM & ASSERTIVE)

- Sue's horses' personalities (which can be loosely superimposed over personality profiling) are used to help people identify with a particular (dominant) personality type / trait that they have.
- Each particular (dominant) personality type / trait will pre-dispose a person to a certain body language and energy projection, particularly when under stress.
- Horsemanship and breathing are used as tools to help modify the body language and energy projection (when under stress) accordingly.
- Horsenality profiling is a helpful tool to use in horsemanship, particularly understanding your horse's personality when training / using them for the Horses Helping Humans program. But, remember, this is still only a (non-essential) secondary tool – horsemanship skills are still the more important (primary) tool).



# IMPORTANCE OF BREATHING

*Adrenaline Up = Learning Down*

*Adrenaline Down = Learning Up*

## ***JELLY BELLY BREATHING***

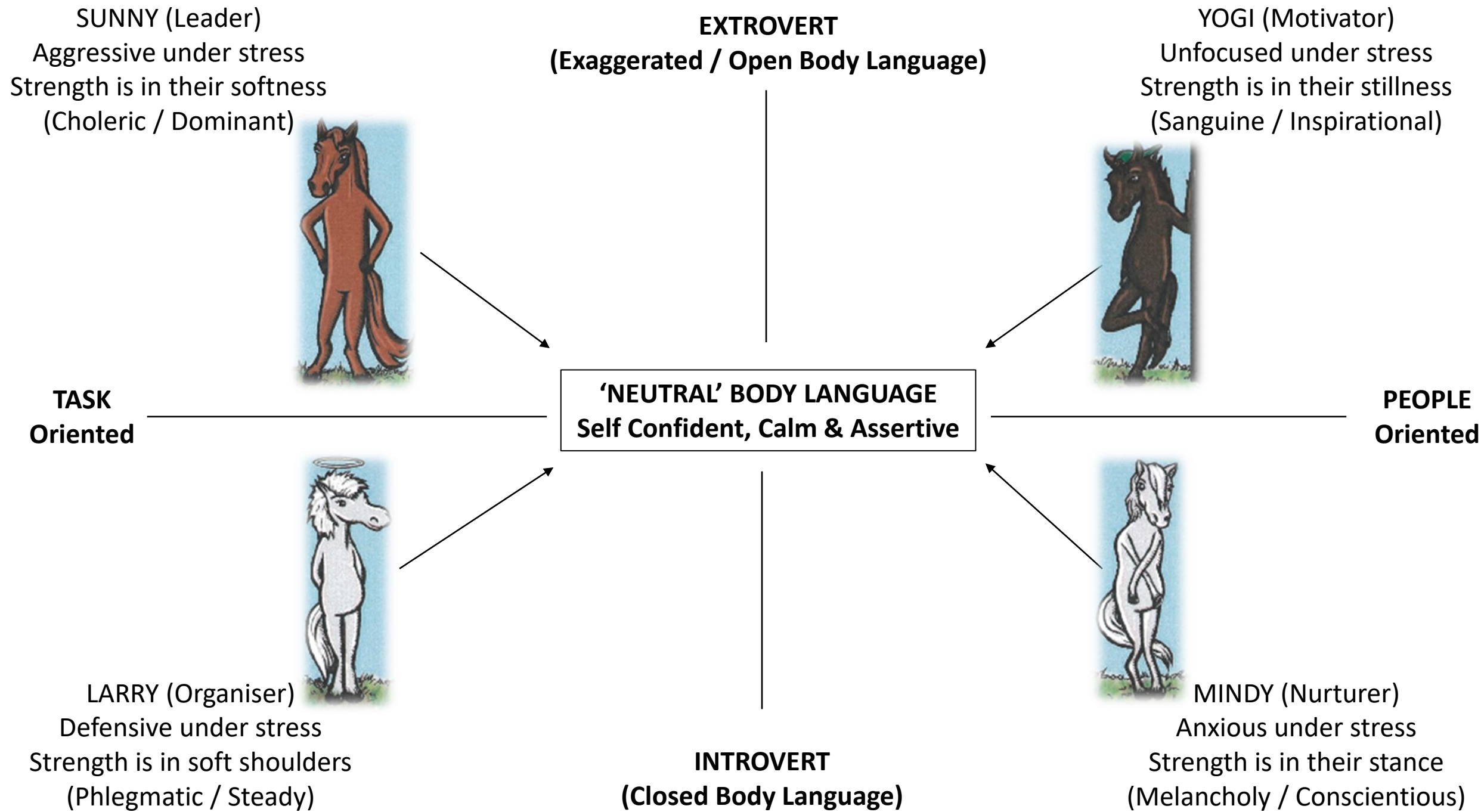
Breathe out before you enter a room

Breathe out between your sentences

This simple technique can change relationships

# **IMPORTANCE OF JELLY BELLY BREATHING**

As soon as Sunnys get frustrated, or Yogis get frenetic, or Mindys get anxious, or Larrys get defensive, the brain sends a message via the vagus nerve to the stomach to pump blood from the stomach to the muscles. When this happens Mindys & Larrys can flee and Yogis and Sunnys can fight. Jelly Belly breathing sends a message back up the vagus nerve to bring blood back to the stomach so digestion can resume and the fight or flight instinct is reduced / eliminated.





**'NEUTRAL' BODY LANGUAGE**  
**Self Confident, Calm & Assertive**

***Strong on Bottom***

(Wonderwoman / Superman with weight on heels)

***Project Confidence in Middle,***

which is where your self respect comes from  
(Shiny belt buckle / belly button piercing / tattoo)

***Soft & Relaxed on Top***

(soft jaw & shoulders, & open & relaxed arms)

## TOOLS USED TO ACHIEVE FUNDAMENTAL OBJECTIVES - 'NEUTRAL' BODY LANGUAGE (i.e. CALM & ASSERTIVE)

### Sue'isms – the other tool used to help in HHH!

- **Everyone** - “Deep jelly belly breathing with the weight on your heels turns you into a chilled out Dude / Dudette”. “Breath out and relax”. “When in doubt, breath it out”. “Breath it out to chill it out”. “Breath out until you get ‘the drop’”. “What you **think** is what you **feel** is what you **project**”.
- “MAKE SURE YOUR WEIGHT IS NOT ON THE BALLS OF YOUR FEET (as this produces the flight or fight hormone). DROP YOUR WEIGHT BACK ON YOUR HEELS (as this reduces the flight or fight hormone)”.
- “Use your ‘Da da’ energy”. If you have apathetic energy, the expression in your eyes will be like flat lemonade. To bring motivation & engagement into your eyes, think of something you really enjoy doing.

**Mindys** - “Strength is in your stance.”

**Larrys & Mindys** - “Whatever” / “Stuff It”. “Flash your tat”. “Pop your piercing”. “Cheeky Monkey”. “Sell your shoes”. “Change your “What If’s” to “W – H – A – T – E – V – E – R”.

**Larry & Mindy Guys** - “Make my day” (so men can channel Clint Eastwood).

**Larrys** - “Let it go. Let it flow”.

**Sunnys** - “No Chip Chop energy, instead be a Thai Chee master / mistress”. Agenda on / agenda off. “Enter the room with no agenda”. “Strength is in your Softness”.

**Yogis** - “Focus with your Laser Beams”. “Strength is in your stillness”. “Strength is in your focus”.

# ‘Cutting to the Chase’ questions to help you identify clients’ dominant personalities

Dealing with **CONFRONTATION**:

- “I may have said too much” (Sunnys).
- “I wish I had been able to speak up?” (Mindys and unconfident Larrys).
- Unconfident Larrys and Mindys will find it hard to say “No”, Sunnys will not.
- If someone finds it hard to even work out if they find it easy to say “No” – you have your answer – Yes! They DO find it hard to say No!
- Sunnys will push back, Yogis will avoid the issue, Mindys will shut down and withdraw, as will Larrys or else Larrys will get defensive.
- “What is the most difficult personality for you to deal with, and why?”

What was their **BEHAVIOUR** like at High School? :

- In trouble regularly, particularly for talking all the time. (Yogi tendencies).
- Sports captain? (Yes – Confident Larrys and Sunnys). (Confident Larrys are highly likely to be prefects also).
- Competitive or shy? (Unconfident Larrys and Mindys are likely to be shy & a bit withdrawn).

If cheeky and talkative at school, **when did their Yogi go away?** Was it when they started a career or a certain relationship? Quite often Yogis will feel like they need to conform and, in doing so, will lose their Yogi – they need to get it back, as that is their authentic self and you cannot pretend to be someone you are not, without negative health consequences.

## Other Helpful Tips

- Breathing Exercise – Tilt from balls of feet to rear of heels first and breath out as you sit down.
- Go from green light to red light to green light. Do **not** have amber light – this creates inconsistency and indecisiveness.
- Apathy (in energy **not** character) – Flat lemonade – Need more ‘da da’ energy. When apathetic, get motivated by looking forward to what you are going to do after your presentation!
- ‘Dick’ story – Mindy’s horrible boss’ name was Dick. The very thought of his name made her tense so whenever she thought of him she had to pronounce it D – I – C – K which opened up her upper body and took away the tension.
- Mindys are predisposed to anxiety & Larrys to depression. Very angry Sunny’s are probably depressed. A Yogi who has withdrawn is probably depressed. Sunnys & Yogis are guarded to open up because Sunnys will be scared that other people will perceive them as weak and Yogis will be scared that other people will think that they are not happy go lucky funny people anymore.
- ‘Bungie’ story – Mindy is petrified of bungie jumping. Both Sunny and Yogi will end up ‘pushing’ her off the ledge, but from completely different angles – Yogi from a motivational ‘it will be fun’ point of view & Sunny from an impatient, “we haven’t got time for you to be scared” point of view.
- When calling out corporate clients for individual sessions, alternate the introverts (i.e. Mindys & Larrys) with the extroverts (i.e. Sunnys and Yogis). That way each personality type does not miss out on what they need to hear most.
- Mindys & Larrys – keep open body language by holding something like a pen in hand for next 8 weeks.
- Yogis & Sunnys – Slow everything down when you are stressed.
- Yogis are motivated through encouragement.
- Natural horsemanship is used in the HHH program so the horses can ‘mirror’ (i.e. reflect) where the client ‘is at’ with regards to their body language and communication techniques – horses don’t lie or judge!
- It is quite common & acceptable to turn up to work saying “I’ve woken up with a headache this morning”. Until we can feel equally comfortable coming to work saying “I’ve woken up feeling anxious / depressed / etc. this morning”, we still have work to do.

SUNNY (Leader)  
Aggressive under stress  
Strength is in their softness  
(Choleric / Dominant)



**EXTROVERT**  
(Exaggerated Body Language)

YOGI (Motivator)  
Unfocused under stress  
Strength is in their stillness  
(Sanguine / Inspirational)



**TASK**  
**Oriented**



LARRY (Organiser)  
Defensive under stress  
Strength is in soft shoulders  
(Phlegmatic / Steady)

**'NEUTRAL' BODY LANGUAGE**  
Self Confident, Calm & Assertive

***Strong on Bottom***  
(Wonderwoman / Superman with weight on heels)

***Project Confidence in Middle,***  
which is where your self respect comes from  
(Shiny belt buckle / belly button piercing / tattoo)

***Soft & Relaxed on Top***  
(soft jaw & shoulders, & open & relaxed arms)

**INTROVERT**  
(Closed Body Language)

**PEOPLE**  
**Oriented**



MINDY (Nurturer)  
Anxious under stress  
Strength is in their stance  
(Melancholy / Conscientious)

***Use Sue's Quick Tips Reference Cards in conjunction with this Foundational Framework Summary – they are an absolutely fabulous & essential resource!***

### **Fiona's Final Tip!**

Angry / depressed people live in the past, anxious people live in the future, people at peace live in the present. Whenever possible, live in the present as there is no time like the present and no better present than time!