

# Enlightened Vocabulary

## OVERVIEW

It is not the size or number of words one uses that's important, it is rather how the vocabulary (words and phrases) effect the manner in which they and others think. Enlightened Vocabulary supports you to choose the best words that lead you to the greatest possible results.

## SPEAK THEIR LANGUAGE

If you want to reach people, you must speak their language in a way that engages them.



## LIKE PEOPLE

1. \_\_\_\_\_  
\_\_\_\_\_
2. \_\_\_\_\_  
\_\_\_\_\_
3. \_\_\_\_\_  
\_\_\_\_\_
4. \_\_\_\_\_  
\_\_\_\_\_
5. \_\_\_\_\_  
\_\_\_\_\_
6. \_\_\_\_\_  
\_\_\_\_\_
7. \_\_\_\_\_  
\_\_\_\_\_
8. \_\_\_\_\_  
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9. \_\_\_\_\_  
\_\_\_\_\_
10. \_\_\_\_\_  
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## COMMUNICATE WITH IMPACT

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CONTRAST	CLARITY

## BRIDGES & BARRIERS

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## ENLIGHTENED VOCABULARY

-DISEMPOWERING	+EMPOWERING
I can't	I will or How can I
I should / I need to / I have to	I choose to / I expect to / I am
You should / You need to	What do you think would work best for you
This is a problem	This is a challenge
I have a long "to do list"	I am excited about creating my accomplishment list
I hate to	I prefer to
I'm overwhelmed	I have an abundance of opportunities, I choose to prioritize
I'm tired	I create more than enough energy
I'll try	I will
I'm ticked off	I'm a little disenchanted
She is aggressive	She is gracefully assertive
We can't afford that	How can we get this, Let's plan a way to make it happen
I don't have enough money	How can I budget that to make it work
I'm not smart enough	I have all the skills I need to make that happen
Change	Adjust or enhance
I just don't have time	How can I make the time
I don't want to do this	How can I find a way to make it more fun
I should get out of my comfort zone	I choose to enlarge my comfort zone
I don't have time	I choose to prioritize
I'm so stupid	I just need more information
I'm frustrated	How can I do
I'm working as hard as I can	How do I prioritize to make things easier
This is too difficult	How can I simplify the process
I'm so stressed	I am in charge of my life
I can't get it done	All things are possible
When the kids go back to school	Now is the time to accomplish
I won't	I would rather
I'm not doing well	I am making progress
No one gets it	I will help them to understand
Why does it always happen to me	What can I do to get better results

Created by Nicki Keohohou & Grace Keohohou, Co-Founders of the DSWA



WRAP UP

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