

Hypnosis Practitioner Manual



Virginia Hypnosis
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Class Basics

Location

Virginia Hypnosis, 8328-C Traford Lane, Springfield, VA 22152

Schedule

Class will run from 9:30am to 5:30pm each scheduled class day.

I genuinely thank you for taking time away from your work, personal life, and other commitments to spend this time together during this unique training event. To be respectful of your time, I make it a point to start each day promptly at 9:30am and finish at 5:30pm. Please adjust your schedules to allow for local traffic. My goal is to go above-and-beyond the expectations of most hypnosis certification courses, and for that reason it becomes a challenge to reteach material missed due to absence or tardiness.

Breaks

In this course, you will learn an “active management of hypnosis” approach to the work. Expect to be moving frequently to keep the body as active as the mind! We will break for ten minutes every 50-80 minutes. If you need a break before we call for one, please let us know so we can all learn at the same pace. There will be a ton of breakout practice, which also breaks up the momentum. Please understand these breaks are for you as much as they are for us!

Bathroom

There are two unisex restrooms in the space. Please keep me informed if anything needs to be restocked. Please leave the restroom as clean as you’ve found it.

Food and Drinks

We will break for lunch for 60-75 minutes each day around 12:30pm. There are several restaurants and grocery stores in a short walking distance.

Snacks and drinks are allowed in the training space and common areas. Please dispose of all open containers and trash at the end of the training day. Note that if spilling and messes occur, we may have to resort to just allowing water. Please don’t make me do this as Daddy needs his coffee...

Mobile Devices

This course is professional career training, so I expect the students to take responsibility for their own learning and respect the learning of others. Mobile devices should be on silent or airplane mode. During class time, if you need to take a call or text message, please take it outside.

Contact Information

Jason’s mobile phone number is (703) 360-0534. If you are reading this, your mobile number is already programmed into my phone. Please feel free to call or text.

Common Misconceptions of Hypnosis

- They will be asleep
- They will lose control
- They can be made to tell secrets
- They will be made to do things they don't want to do
- They could get stuck

The Pre-Talk

There is only one thing that can prevent someone from going into hypnosis: FEAR.

This part of the session is your opportunity to educate your client on hypnosis and alleviate any fears they may have. The classic approach is to briefly address the common misconceptions above and explain why the opposite is true and why that is a benefit to them.

In my approach, I will focus on telling the client what WILL happen as opposed to what WON'T be happening. Also, please take note that I future pace the use of testing convincers ahead of time.

The "All Positive" Pre-Talk

In this process today, your mind will be active and alert the entire time. You'll hear what I say and remember as much as you would from any normal conversation. Rather than being a loss of control, today is about helping you take control of those parts of your life that don't have to be out of control any more.

Today, you might feel a heavy feeling of relaxation. You might notice a light, floating sensation. You might just feel like you're sitting in a chair. Whatever you feel is perfectly fine. There's no ONE specific hypnotized feeling. **However, there are some rather interesting hypnotic moments that may be kind of magical for you, but they're also for me to choose the best methods to help you today.**

There also might be some moments where you're SO DEEPLY INTERESTED IN EVERY WORD I SAY, and other times your mind may just wander off to something else. That's okay. Just allow yourself to relax into the process. It's simply a matter of following some very easy instructions. If I ask you to imagine something, just imagine it. If I ask you to think about something, think about it.

Also, if you ever feel the need to move, scratch, or adjust, feel free to do so. That will just help you to relax even further.

Do you have any questions before I hypnotize you?

What is Hypnosis?

“The bypass of the critical faculty of the conscious mind and the establishment of acceptable selective thinking in the subconscious mind.”

-- Dave Elman

“Special psychological state with certain physiological attributes, resembling sleep only superficially and marked by a functioning of the individual at a level of awareness other than the ordinary conscious state. This state is characterized by a degree of increased receptiveness and responsiveness in which inner experiential perceptions are given as much significance as is generally given only to external reality.”

-- Encyclopedia Britannica

“A state of intensified attention and receptiveness, and an increased responsiveness to an idea or to a set of ideas.”

-- Milton Erickson

“Hypnosis is a natural process in which your mind is more receptive to positive suggestion, insight, and releasing negative feelings. It’s your mind’s ability to rapidly integrate new skills, strategies, and strengths. A professional hypnosis practitioner can help you to take control of your life: your habits, behaviors, and feelings.”

-- Jason Linett

“Hypnosis is the art of getting real results from imaginary or suggested events.”

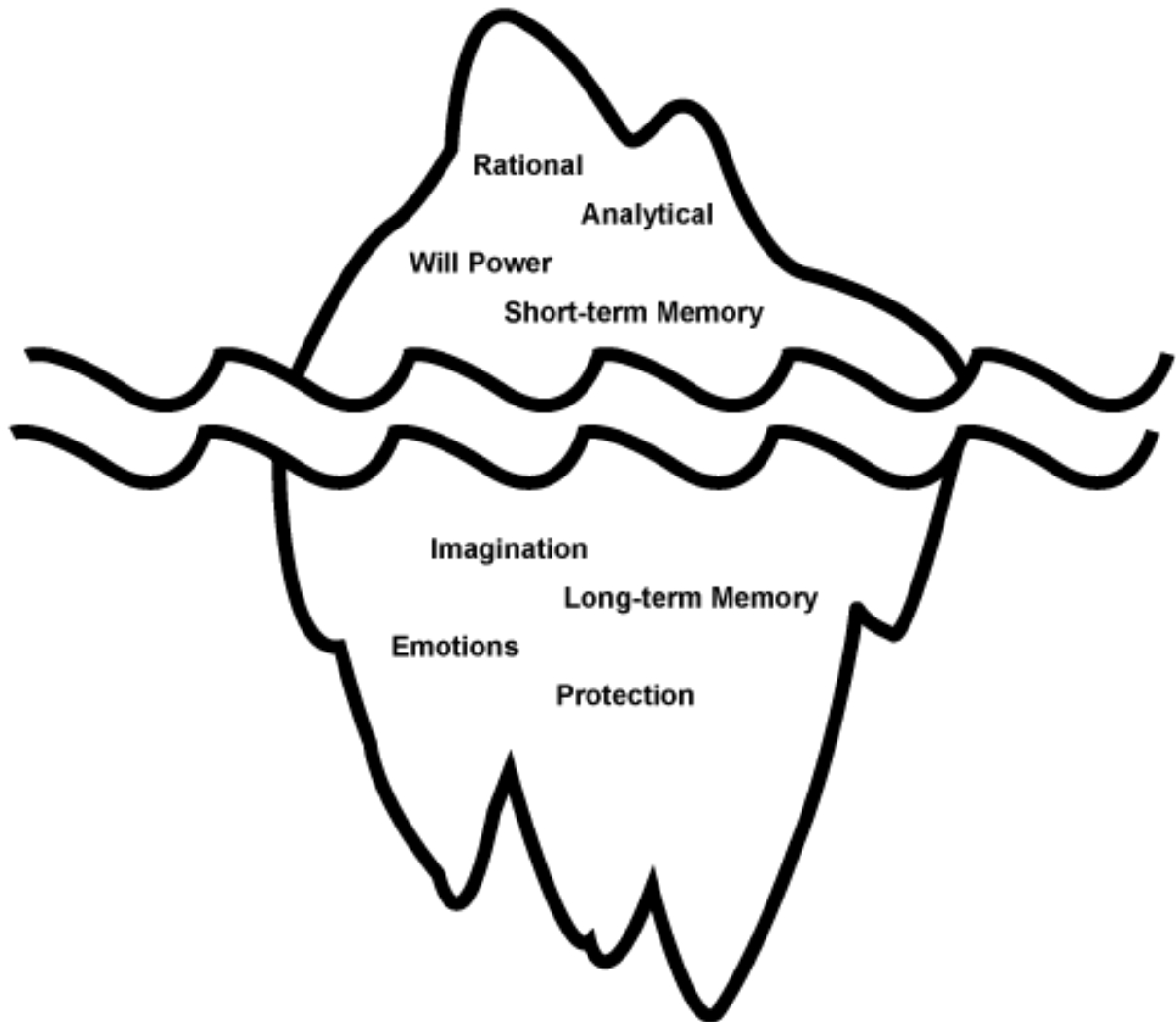
-- James Hazlerig

Signs of Hypnosis

- Muscle relaxation
- Slowed breathing
- **Rapid Eye Movement / Eye Flutter**
- Increased swallowing
- **Increased lacrimation**
- Body warmth (?)
- **Red eyes**
- **Pupil dilation**
- Hypnotic mask / relaxed facial tonus
- Hypnotic sigh
- **Slow, jerky movements**

Model of the Mind

CONSCIOUS MIND



UNCONSCIOUS MIND

For our purposes, the subconscious mind and unconscious mind are interchangeable.

The layer between the conscious and subconscious mind is the critical faculty.

Characteristics of a Great Hypnotist

FLEXIBILITY

In this course, you will become very familiar with a client-centered approach to hypnotism. The process is customized to the client, rather than fitting a client to a specific process. As you grow in this hypnotic field, you'll meet many practitioners who always do their ONE favorite technique for clients, no matter the issue. There are others who are making use of great techniques but will argue with you that their specific multiple-phase-system of processes is the ONLY way to get permanent results.

My personal rule is that the moment you hear someone talking in absolute terms, put up your filters. They may be excellent practitioners, though in my opinion, the moment it becomes absolute, you stop learning.

CREATIVITY

We can credit Scott Sandland with the great theme of "be a chef, not a cook." A cook will follow a recipe and get consistent results. The "Jack Daniel's Chicken & Shrimp" at a TGI Friday's in Florida will be eerily identical to the same item ordered in Minnesota. Will someone tell stories of it being the best meal they've ever had for their rest of their life? Likely not. However, what if you became friends with a chef who one day prepared a special meal just for your taste buds? It would more likely become an unforgettable experience.

The best way to be creative is to get the best training you can, see a bunch of clients, learn from people who disagree with each other, and always be listening and learning. You'll even begin to surprise yourself as certain things come out of your mouth as you work with clients.

CONFIDENCE

We don't think the best suggestion is "fake it until you make it," but it may not be far off. Dave Elman once said that "In hypnosis, credibility is the coin of the realm." Cal Banyan says that "Hypnosis is a confidence game. If the client doesn't have confidence in you, there is no game."

We all start somewhere. The real statement to share is that **the first person you hypnotize is yourself**. Go into each session or interaction BELIEVING, if not KNOWING you can help guide the client to create the change. If you don't have your own experiences to relate to, borrow from your profession. "Yes, there is a long history of hypnosis being very effective for releasing a fear of flying. I can help you with that."

What about the fact that you just got certified? "I've had a lifelong interest in hypnosis, and I've recently been certified in the most up-to-date techniques to create rapid change."

Emerging

Remember that we don't "wake up" from hypnosis, we "emerge" from the process. Also note that despite myths presented in movies and other works of fiction, no one has ever become "stuck" in hypnosis. Even if you left a client deeply hypnotized, they'd eventually emerge on their own. Either way, before we get into induction techniques, let's work backwards and learn how to emerge first.

As you read through these techniques, notice the common theme of positive suggestions. Just because the client opens their eyes it does not mean they're no longer hypnotized. The direction to "emerge" from hypnosis is a hypnotic suggestion just like any other suggestion you'd give in the process. As we want the client emerging from the process and feeling good, give positive suggestions as they emerge.

DAVE ELMAN EMERGING TECHNIQUE

In a moment, you'll open your eyes and feel good. Go ahead and open your eyes and notice how good you feel.

HAND DROP EMERGING

In a moment, I'm going to pick up this hand and drop it. When I drop it, let those eyes open up and notice how you feel. Here we go, (*pick up hand and drop it*), eyes open, and you do feel good, don't you?

EMERGENCE WITH COUNTING AND POSITIVE SUGGESTIONS

In a moment, I'm going to count from the number one to the number five. At the count of five, specifically at five, allow your eyes to open and notice how good you feel.

One, becoming more aware of the temperature of the air in this room.

Two, noticing your breathing returning to a nice, natural pace.

Three, energy rising, feeling the urge to move or stretch.

Four, underneath your eyelids the eyes becoming clear.

Five, eyes open, and notice how good you feel. And you do feel good, don't you?

SELF-EMERGING

...and as you allow yourself to accept all these suggestions, you'll notice that in a few moments you can easily allow your eyes to open back up. When those eyes open, you'll step into a new life in which this change is complete. Now, take as much time as you need, and when those eyes open up in the next 20 or 30 seconds, notice how good you feel.

RULES FOR EMERGING SUCCESS:

- 1.) A positive or "health giving" suggestion should be considered "mandatory" as there's rarely a reason to omit it.
- 2.) It's often a good idea to reinforce and compound suggestions while emerging.

What if the Client Falls Asleep?

Let's address this question early, as it always comes up in class. There are three thoughts I'll share on this common concern:

- 1.) Don't assume immediately they're asleep. Some clients may even snore even though they're awake! A simple check would be to give some kind of instruction such as a deep breath, an Elman arm-drop, or use an ideomotor response.
- 2.) In this course, you're learning a more "**active management of hypnosis.**" With this kind of interactive process, you'll have an exponentially smaller risk of clients falling asleep than those practitioners relying on progressive muscle relaxation.
- 3.) Hypnosis is not sleep. You must awaken them to continue the process. This can be done covertly without scolding the client. Just use any of the concepts from the thoughts above with a dash of authority.

Helpful Hypnotic Phrases

"IN A MOMENT"

This is a great phrase to keep in mind for creating expectancy. It's also very helpful when making physical contact throughout the process. Consider that it may be jarring to suddenly feel a tap on the shoulder. If the client hears that "In a moment, I'm going to tap lightly on the shoulder," they know to expect it, and it won't create unwanted distraction.

"AS IF"

Hypnosis engages the imagination. Consider the hypnotic convincer of locking a client's eyes shut. Through suggestion, one might say "they're glued, stuck tight shut." This perhaps isn't a pleasant thought. Adding "as if" as a softener allows the client to accept the suggestion through imagination. "As if they're glued, stuck tight shut."

"PICTURE, OR IMAGINE..."

There are many people that are not visually oriented in their thoughts. You tell them to picture a beautiful sunset, and they just cannot seem to connect. Adding in the phrase "or imagine" softens the approach and provides better odds for a "hit." To work this strategy further, you could say "picture, imagine, or think of..." Note that in recent years, I usually just say the word "imagine" as it gets the job done.

Hypnosis Vocabulary

ABREACTION

Noticeable emotional reaction to the process of hypnosis, revived event, or triggered response. If you wish to end the abreaction, give the suggestion, "The scene fades and you tend to your breathing." The hypnotist-induced abreaction should be allowed to play out and reframed for cathartic purposes, while the spontaneous-abreaction should often be calmly ended with the phrasing above.

AGE REGRESSION

Hypnotic phenomenon of returning to a past event through suggested positive hallucination. Full age regression is revivification, pseudo age regression is remembering.

AMNESIA

Inability to remember or recall suggestions or experiences.

ANALGESIA

Deadening or absence of pain, though feelings of touch or pressure may be experienced.

ANESTHESIA

Complete blockage or temporary removal of physical sensation.

ANCHORING

Hypnotic conditioning toward a sensory verifiable experience.

APHASIA

Loss of the ability to articulate or express a word or concept.

ANIMAL MAGNETISM

Previous name for hypnotism as coined by Franz Anton Mesmer.

AUDITORY

Related to the process of hearing.

AUTHORITATIVE

Suggestion method often referred to as "paternal" or "forceful," though these terms should be updated, such as being more directive or the use of the phrase, "you will."

CATALEPSY

Rigidity or complete relaxation of muscle groups.

CHEVREUL PENDULUM

An object suspended from a chain or string used to test for suggestibility or ideomotor responses.

CLIENT

Term we will make use of in this course to describe the hypnotic participant. For medical professionals, they may use the word “patient” and for the stage hypnotist they use the word “subject” or “volunteer.”

CLIENT-CENTERED HYPNOSIS

Fitting the technique to the client rather than trying to fit the client to your technique. The use of hypnosis to empower the client to make the changes they desire. In the event of resistance to change, it’s the exploration and release of root causes.

COMA

A hypnotic state below somnambulism characterized by catalepsy of large muscle groups, anesthesia without suggestion, and unresponsiveness to spoken commands. Also known as the “Esdaile state.”

COMPOUNDING

A technique of layering hypnotic suggestions for maximum effect.

CONSCIOUS MIND

Like the RAM of a computer, it’s the temporary memory and working waking state of mind of the client.

DIRECT DRIVE

A direct-suggestion technique in which the practitioner repeats a single hypnotic suggestion anywhere between five to twenty times.

DIRECT SUGGESTION

A hypnotic technique characterized by a process in which the hypnotist delivers patters in the form of strategies, concepts, ideas, and outcomes – often literal in the terms of the client’s experiences.

DISSOCIATION

Detachment from the immediate environment or disconnecting of emotional and physical experiences.

EMERGE

Term we use to end the hypnotic ritual. We don’t “wake up” from hypnosis, we “emerge” from the experience.

EMBEDDED COMMAND

Suggestion given indirectly within a larger statement.

FASCINATION

Concept of fixating focus of eyes on a single object held just above eye level.

FIXATION

Concentration on a location in order to fatigue the eyes and generate eye closure.

FORGIVENESS

Concept of releasing fear and anger held toward a person. It does not mean you condone the actions or like the person who hurt you; instead, forgiveness is the release of negative emotion and control previously held by the offender.

FRACTIONATION

The rising and falling of attention, sensation, or kinesthetic experience. For example, eyes opening and closing or increasing and decreasing discomfort.

HALLUCINATION, NEGATIVE

Inability to experience something that is there.

HALLUCINATION, POSITIVE

Ability to experience something that is not there.

HYPERMAGNETIZABILITY

Powerful state of suggestibility produced by deep hypnosis phenomena.

HYPNOTIC HANGOVER

Physical discomfort experienced by emerging someone from hypnosis too rapidly. To solve this, have the client close their eyes and reemerge slowly with positive suggestions for health.

HYPNOANALYSIS

The process of seeking out the cause of a client's problem.

HYPNOIDAL

Light state of hypnosis.

IDEOMOTOR

Subconscious or involuntary movement of muscle groups.

INDUCTION

Formal process or ritual of creating the hypnotic state.

INDIRECT SUGGESTION

A hypnotic technique characterized by a process in which the hypnotist delivers patters in the form of strategies, concepts, ideas, and outcomes in a non-literal format, perhaps in the form of metaphor or permissive delivery.

INITIAL SENSITIZING EVENT (I.S.E.)

In a regression, the root cause event.

KINESTHETIC

Related to the process of feeling.

MESMERISM

Techniques of creating hypnosis created by Franz Anton Mesmer.

MONOIDEAISM

Term coined by James Braid to describe hypnosis to disconnect from Mesmer and retitled hypnosis.

NEUROLINGUISTIC PROGRAMMING

The study of the structure of subjective experience. The modeling of human excellence popularized by John Grinder and Richard Bandler.

NEUROPLASTICITY

The brain's ability to reorganize itself by forming new neural connections throughout life.

PARTS THERAPY

Technique in which the client is divided into unique parts in order to resolve inner conflict. Popularized by Charles Tebbetts and evolved by Roy Hunter.

PATTER

The words we say to the client in hypnosis, whether from written script, memorized, or created from a client-centered benefits approach.

PHOBIA

Fear of a fear. Note that as non-medical practitioners, the hypnosis professional works on "fears" and not phobias.

POST-HYPNOTIC INTERVIEW

The intake process and continued suggestion after the client is emerged from the hypnotic ritual. Note that even though emergence has been suggested, the client is still suggestible immediately upon the eyes reopening.

POST-HYPNOTIC SUGGESTION

Suggestion given to the client that is meant to take place after they emerge from hypnosis.

PRE-HYPNOSIS INTERVIEW

The intake process in which the client expresses their problem and the hypnotist sets the stage for the process.

PRESUPPOSITION

Assumption of the world based on linguistics. To suppose before the fact.

PRETALK

The explanation of hypnosis prior to the formal ritual of the experience.

PYRAMIDING

Deepening technique in which multiple hypnotic induction techniques are layered on top of each other.

RAPPORT

When two or more people are in sync with each other.

RESISTANCE

Unwillingness of a client to participate in hypnosis, usually due to fear, a lack of rapport, or an incomplete pre-talk.

REVIVIFICATION

In age regression, this is the “reliving” of an experience as opposed to the “remembering” of an experience. For the hypnotized client, it’s as if the event is playing out again through their own sensory awareness, in the first-person experience.

SEAL

Rarely seen occurrence in which one practitioner blocks the client’s ability to be hypnotized by another practitioner. The Hypnotic Seal is considered unethical by all American hypnosis certification organizations and possibly by most/all similar organizations in the rest of the World as well

SOMNAMBULISM

A deep state of hypnosis, and for our understanding a “working” state of hypnosis.

SUBCONSCIOUS MIND

Like the hard drive of a computer, the location of all permanent memory. Habits, behaviors, emotions, beliefs, and feelings.

SUBSEQUENT SENSITIZING EVENT (S.S.E.)

A sequential event which reinforces the ISE.

SUGGESTIBILITY

Measurable state of a person’s ability to accept hypnotic direction.

SUGGESTION

A method of influence in the hypnotic state. Words, concepts, ideas, or outcomes may be introduced in the state.

TRANCE

An altered state of consciousness. Note that given the number of other connotations of this word, it’s one I will rarely use.

Hypnosis in the 21st Century

Hypnosis is an outstanding modality in which we're able to help our clients achieve positive changes in a rapid amount of time. Hypnosis is constantly on TV, on the radio, and in newspapers. Every month we hear stories of celebrities making use of hypnotism. Every year our field takes a major step forward. Through education and spreading awareness, we advance the field. To call hypnosis by another name such as "guided visualization" or "relaxation therapy" takes us further into the dark ages.

We define hypnosis as the bypass of the critical faculties of the conscious mind. A great way to normalize the process is by metaphor. It's like when you're driving in a car and miss your exit, when noticing a distortion of time, or being swept up in the fiction of a movie. Note that under this definition, fears, anxieties, and unwanted habits are also bypasses of the critical faculty of the mind. I tell my clients that they're already doing hypnosis, we're just going to help them do it better.

"Bad" Hypnosis Words

UNDER

The connotation of being "under hypnosis" is to be "under" someone's command or spell. In our modern application of hypnosis, we "experience" or simply "do" hypnosis.

WAKE UP

You'll find many older texts refer to "waking up" or being "wide awake" after the process. With this kind of term, a client may imply that it didn't work because they were not "asleep" during the process. As noted in our vocabulary, we "emerge" from hypnosis.

NOTE: James Hazlerig does say "Wide Awake" during his emergence patter, because being wide awake is different from waking up.

SLEEP

Hypnosis is a state of heightened awareness and receptivity, not sleep. Note, however, that as we move into instant inductions, we'll make use of the word SLEEP in a very creative way. This should be addressed in the pre-talk. We often use "SLEEP" in instant inductions for a simple reason – no other word works as well!

TRY and HOPE

The words "try" and "hope" either imply failure or set the expectation for inactivity. "Do or not do, there is no try," said Yoda. We offer potential clients the opportunity to "experience hypnosis."

PAIN

We deal with "discomfort" with clients looking to alleviate pain. A simple rule in hypnosis is talk about what you WANT and not about what you DON'T want.

Suggestibility Tests

For best results, never tell a client you're about to "test their suggestibility." Instead, keep it conversational. "Let's do something fun." Or perhaps "Let me give you an opportunity to discover the power of your imagination."

FINGER MAGNETS

Take your hands and squeeze them together. Interlock those fingers together. In a moment, not yet, but at the count of three I'm going to ask you to extend your two-index pointer fingers a few inches apart and stare at the space between them. When you do that, imagine that I've just placed two large magnets on the tips of your fingers. Watch what happens.

Get ready – one, two, three, extend those fingers, and **FEEL** those **magnets**.

The longer you hold them outwards, you're going to begin to feel them pull closer and closer together. As if there's a magnetic force field just really beginning to pull those fingers closer and closer together. When they touch, just let them drop into your lap.

LIGHT AND HEAVY ARMS

Great, extend your arms out in front of you. Take your left hand and rotate it so it's facing upward. Take your right hand and rotate it so it's facing downward. Now close your eyes.

Imagine that on the palm of your left hand I've just placed a large, heavy, book. It's a leather-bound book of about five hundred pages. And the longer you hold that left arm out in front of you, the heavier that arm begins to feel. Let it become heavier and heavier. That arm just weighing down. In fact, the heavier it feels, the lower it drops, and the lower it drops, the better you feel.

Now imagine that on the wrist of your right hand I've just tied the string of a giant red helium balloon. That balloon is lighter than air, and you can begin to feel that right arm lifts higher and higher up into the sky. That right arm getting effortlessly easily higher and higher. Good, that's it.

And that left arm is just getting heavier. The heavier it feels, the lighter that right arm feels.

Freeze. Keep your arms right where they are, open up your eyes and take a look!

HAND LOCK

Take your arms and please extend them out in front of you. Now interlock your fingers together and squeeze your fingers and palms tightly together. Lock your elbows straight out in front of you and begin to stare at your hands. In a moment, I'm going to count from one onward. As I count from one to five, your hands will become SO tightly locked together that the harder you try to pull them apart, the more tightly they're going to stick together.

ONE. Feel those hands squeezing together as if they're locking down, squeezing together more tightly shut.

TWO. Those hands feeling as if they were super-glued together. The fingers squeezing together more and more.

THREE. I don't know if your fingers are squeezing so tightly together, or it's your palms squeezing tightly together. Think to yourself, "My hands are locking, my hands are locking."

FOUR. As if you could imagine your hands carved from a solid block of steel, think to yourself, "My hands are locked. My hands are locked."

FIVE. So tightly locked, that even if you were to TRY to separate, they just STICK EVEN TIGHTER. TRY to pull them apart, but they STICK EVEN TIGHTER. TRY, and they just LOCK TOGETHER TIGHTER.

And now as I snap my fingers, your hands become loose and come apart easily.

THE CIRCLE TEST

Follow my instructions. Do exactly what I say. Hold your hand up with your fingers spread. Bring your fingers together. Now spread them apart. Make a circle like this. Flatten your hand again. Now make a circle again. Look at my face. And put your circle on your chin. (*Put your circle on your CHEEK*). No, your chin is down here...

THE LEMON EXPERIENCE

Take a nice deep breath in, and as you exhale close your eyes.

Imagine or pretend that you're at home in your kitchen. It's as if you can look around the room and pay attention to the experience around you, as if you can notice it all through your own eyes, ears, and body.

Listen for the whirr or hum of the refrigerator. Notice any light that's in the space. Become aware of the temperature of that room.

Now... walk over to the refrigerator, and as you do pay attention to your footsteps as you walk across the floor. Notice if they make any noise. You may, or you may not hear your steps on the floor.

And as you open the door to the refrigerator, FEEL the cool air as it spills out onto your body. Maybe you can notice that hiss as WARM air rushes into the refrigerator.

Today, whether you normally have one or not, today there's a lemon in your refrigerator.

Look at the lemon... Notice its color as you reach in and pick up that cold lemon in your hands. Notice the texture, the temperature, the size, and the shape. Now take the lemon over to a place where you would normally cut up fruits or vegetables...

Take out your favorite knife... now slice the lemon... Cut the lemon into perfect wedges, like you would put onto a drink. As you cut the lemon, you may have noticed the juice as it oozes out on the cutting area ... reach down and pick up a piece of lemon and bring it up and smell the fragrance...you may notice memories being created...

Now open your mouth and take a big bite into that lemon. Feel and taste the juices as it squirts on your teeth and on your tongue... experience the increased salivation and notice the tart and tangy feeling at the corners of your jaw. Now swallow the lemon juice.

Open your eyes. What did you notice? What did you experience? What senses were stimulated?

I gave you some simple instructions and your mind was able to experience it as if it were real. That increased salivation was a biochemical the physiological response from a thought and every thought that you have creates some type of biochemical physiological responses in some part of your body.

Alternate Introduction for the Lemon Visualization: Rather than pulling the lemon from a refrigerator, have the client search for it in an ice chest long enough for their hand to go numb, thus covertly testing their talent for glove anesthesia.

The Hypnotic Formula

Dave Elman: “As long as you understand the hypnotic formula and the laws of suggestion, there’s not a person in the world you cannot hypnotize.”

- 1.) Build Expectation
 - “In a moment...”
- 2.) Present Tense
 - “Now...”
- 3.) Transition into State
 - “As...”

Dr. Flower’s Hypnotic Induction Technique

~~PART 1 – MODEL THE EXPERIENCE~~

Look at the wall in front of you and look at it as if you’re looking through it in a vague, dreamy way.

In a moment you’ll begin to notice all the muscles in your body starting to relax. Your facial muscles will relax, your arms will relax, your legs will relax, your whole body will let go and soon you’ll notice your eyes wanting to close and go into a peaceful, hypnotic state.

In a moment, I’m going to count from one to twenty. On each count, let your eyes close and open. Sometime before I reach the count of twenty, maybe at fifteen, maybe at ten, maybe even at five, your eyes will just want to remain closed and you’ll go into that peaceful, hypnotic state.

Let’s just practice that for now.

One, let the eyes close and open.
Two, let the eyes close and open.
Three, let the eyes close and open.

That’s right. Now let’s begin.

~~TURN OVER AND CONTINUE TO PART 2~~

Dr. Flowers Continued...

~~PART 2 – RUN THE EXPERIENCE~~

Go ahead and look at the wall in front of you and look at it as if you're looking through it in a vague, dreamy way.

Begin to notice all the muscles of your body now relaxing. Notice your facial muscle relaxing. Notice your arms relaxing. Notice your legs relaxing. Your whole body is now becoming more and more relaxed. Your eyes are perhaps already wanting to close and go into a peaceful, hypnotic state.

In a moment, I'm going to count from one to twenty. On each count, let your eyes close and open. Sometime before I reach the count of twenty, maybe at fifteen, maybe at ten, maybe even at five, your eyes will just want to remain closed and you'll go into that peaceful, hypnotic state.

One, let the eyes close and open.
Two, let the eyes close and open.
Three, let the eyes close and open.
Four, you know what to do.
Five
Six
Seven
Eight

At some point, the client's eyes will just remain closed. Utilize this moment.

Good, now keep them closed and go deeper as I continue counting.

Nine, deeper relaxed.
Ten, deeper still.
Etc. to 20

Hypnotic Depth

Origins and Applications

Originally “light, medium, and deep.”

For the client, depth is the measure of the subjective experience by means of utilization through pacing & leading statements.

For the hypnotist, it's the measure of suggestibility to know:

- What techniques or interventions are possible
- When to make use of the techniques
- How to proceed within the session
- Why suggestions or advanced techniques are more likely to be accepted

Four Criteria for Judging Hypnotic Depth

- Catalepsy, Amnesia, Anesthesia, Hallucinations

Harry Arons' Scale

- 1) Stage One – Hypnoidal
 - Small muscle catalepsy, such as the eyelids, finger, etc.
- 2) Stage Two – Light Hypnosis
 - Large muscle catalepsy, such as the arm, leg, or whole body
- 3) Stage Three – Medium Hypnosis
 - Greater phenomena
 - Aphasia / Analgesia
 - Phenomenon of being “stuck” to something
- 4) Stage Four –Light Somnambulism
 - Amnesia by suggestion
 - Anesthesia
- 5) Stage Five – Full Somnambulism
 - Positive hallucinations
- 6) Stage Six – Profound Somnambulism
 - Negative hallucinations

Thoughts on Depth

For the hypnotist, we define depth as a scale of suggestibility. To “go deeper” in hypnosis is to “go deeper” into suggestibility. For the client, our definitions of depth may vary. For some, it may be deeper into relaxation. For others it may be more of a phenomenal event. I'm more likely to frame it as deeper into the awareness of their ability to overcome a challenge. It's a metaphor for personal strength.

What level of hypnosis do we need to produce change? Any.

“All levels of hypnosis are created equal... though some are more equal than others.”

--- Jason Linett

Categories of Hypnotic Inductions

PROGRESSIVE MUSCLE RELAXATION

Slow, systematic production of catalepsy within the body to dissociate the mind from the body by means of fatigue.

CONFUSION

Sensory overload by suggestion in which hypnosis is often obtained by means of escape.

NON-VERBAL INDUCTION

Technique of producing hypnosis in which words are not articulated, often more of a kinesthetic experience.

CATALYST

Systematic process of setting up a cued response in which hypnosis will occur by means of suggestion and expectation. May be confusion or rapid.

RAPID INDUCTION

Creating a state of hypnosis in under four minutes.

INSTANT INDUCTION

Creating a state of hypnosis in just a few seconds.

Benefits of Rapid and Instant Inductions

In this course, you will experience and gain confidence primarily with rapid and instant inductions. Why? They produce a verifiable state of hypnosis as opposed to achieving it by assumption. Also, the deeper states of hypnosis are more beneficial and often necessary for more advanced hypnotic interventions.

The more classical techniques such as progressive muscle relaxation (PMR) do serve a value. They're great for releasing physical resistance or providing comfort in a chronic pain relief client. We won't spend a huge amount of time on this technique as it can easily be read once eye closure is achieved, or simply use the client's body as your "script." They have shoulders, arms, hands, fingers, etc. Direct relaxation pattern as appropriate.

Opponents of instant/rapid induction techniques will make the claim that they intend to "teach" their clients mindfulness or "how to relax" as a part of the process. Remember that hypnosis is not relaxation, and relaxation is not hypnosis. The teaching metaphor still stands for the use of an instant induction; we're demonstrating that a rapid perceptual shift is possible, dissociating out of their "stuck" state of mind and associating into a more resourceful state of mind.

"A rapid induction provides its own convincer." -- Larry Elman

"We help people change their minds." -- Ormond McGill

Compliance Precedes Suggestibility

This is a unique way of thinking about hypnosis which you won't find many other places, and it's worth highlighting as it's a commonly misunderstood challenge.

To rephrase "compliance precedes suggestibility," I could simply say it as "I need you following my instructions before anything is going to happen." I may not overtly use these words, though I may express it by intention and simply taking control of the process.

Take note of the phrase I use to begin nearly any induction:

"Please take a look at my hand and follow it up with your eyes as you take a nice deep breath in and hold it ... that's right ... and as you exhale, let your eyelids close on down."

There are six specific points of compliance, or "checkpoints," prior to the process even beginning:

- 1 – Please take a look at my hand
- 2 – And follow it up with your eyes
- 3 – As you take a nice deep breath in
- 4 – And hold it
- 5 – And as you exhale
- 6 – Let your eyelids close on down.

Take note if my client is noncompliant with any of these specific steps, I politely ask them to follow my pace, and begin the process again. By establishing control of the process from the beginning, I set myself up for a more successful experience.

Positioning Your Client

Another slightly "controversial" thought. Many hypnotists will convolute the hypnotic experience by telling a client they cannot sit in certain ways, such as with the ankles crossed. They may explain that it "blocks a clean flow of energy," yet cannot explain further what this means. My approach is to apply common sense. "Are you comfortable like that? Good. And if you ever need to adjust, go right ahead, it just helps you go into hypnosis even better.

This magic phrase gets my client in the position I need to access their hand for a floppy-arm drop:

"The way you're sitting is fantastic AND it's helpful if your arms are on the sides of the chair BECAUSE sometimes, I may tap on the back of your hand or even your shoulder. Is that okay."

ADDITIONAL PRE-TALK STRATEGIES

Permission to Tap

Throughout this process, sometimes I may tap on the back of your hand, (*Tap*) or even your shoulder (*Tap*). Is that okay.

This is done friendly, and matter-of-factly. Note that the phrase is said more as if it's a sentence. This is ALL about attitude.

The Distraction Filter

“Just listen to the sound of my voice, and the sound of my voice can always help you to go deeper relaxed. You’ll hear other sounds in the distance, whether its cars outside, planes overhead ... None of these sounds will matter, in fact you’ll find that any sounds you hear will just help you to go deeper relaxed.”

Reframing Sounds Outside

Many hypnosis practitioners use music during their sessions or even perform the hypnotic process with the client wearing headphones. It’s always a personal choice.

We interact with distractions in the real world. To work within a vacuum of sound creates a false environment. Consider the nonsmoker will interact with people who still smoke, and even the person overcoming a fear of heights may find themselves in an uncomfortable environment. By integrating the everyday sounds of cars passing by or footsteps in the office above, we better prepare the clients for their change in the outside world.

Note that the above paragraph is only true in the same way that any hypnotic suggestion can be given and then becomes true when accepted. To be fair, we should strive to have our offices as quiet as possible. A “white noise” machine in the area just outside of your office door can be very helpful in eliminating most unwanted noise. At the time of this publishing, I’m a fan of the *“Marpac Dohm-DS Dual Speed Sound Conditioner”* which can be found on Amazon for under \$50.

Remember that the hypnosis practitioner is the one to set the stage for a successful process. The above paragraph is a great way to inoculate against sounds before they become a potential issue. Please note that I’m not opposed to the use of music during a session. I prefer to use it at times when it becomes part of the technique, as opposed to a stock part of the environment.

When would you use music?

The Dave Elman Induction

A Process... Not a Script.

The Dave Elman induction consists of five specific steps:

1. Catalepsy of a group of small muscles to bypass the Critical Factor of the conscious mind. Think of this as getting the foot in the door.
2. Deepening process to prepare for Fractionation.
3. Fractionation
4. Catalepsy of a large group of muscles
5. Amnesia by suggestion, which is a test for somnambulism

In this course, you will learn the classic Elman approach with some linguistic updates to increase efficacy. The classic Elman is performed as:

1. Relax your eyelids to the point where they just won't work, and test to satisfy yourself they won't work.
2. Quit testing and send that down across your body.
3. Open your eyes, close them, and go deeper. (*Repeat this process three times.*)
4. Relax the arm so when I lift it, it is completely relaxed. When I drop it, let that take you much deeper.
5. Count backwards from 100 and let the numbers fade away or disappear.

We could add a sixth phase of "continued deepening," though you will come to learn this as the next phase of ALL hypnotic induction techniques.

Dave Elman referred to this as his "three-minute routine." The process is brisk and efficient. It isn't rushed, there's just no time wasted. Elman recognized that the longer the induction, the greater chances it had to fail. It's helpful to note that Elman was training doctors to use hypnosis in their regular office and hospital procedures. Would it be practical for a doctor to use a 15-minute progressive muscle relaxation technique? No, and that's how this "workhorse" technique was perfected.

Credit goes to H. Larry Elman, Dave Elman's son, for popularizing the "process" approach behind this famous technique.

Updated Dave Elman Induction Jason Linett, BCH, CI

*Note that the Dave Elman Induction is a PROCESS and not a SCRIPT.
Specific linguistic strategies are embedded within this text, though as you grow to understand hypnotic language more, you'll learn how to be more flexible in this process.*

Please take a look at my hand and follow it up with your eyes as you take a nice deep breath in and hold it ... that's right ... and as you exhale, let your eyelids close on down.

Good ... Now ... I could tell you to **go ahead** and **relax your entire body** ... but that isn't necessary.

Just **go ahead** and **relax your eyelids**. **Relax those muscles** around your eyes **all the way down** to the point where **they just won't work**. And when YOU know you've got them so relaxed that they just won't work, test them. Test them and **satisfy yourself** that they **just won't work**. The more you try to open, they just **relax even more**. Good, now stop testing, and send that awareness **all the way down** to the tips of your toes in a comfortable wave of relaxation. *(Pause)* Good.

This is a process of following some simple instructions, your mind and body already know what to do.

In a moment, I'm going to ask you to open your eyes and close them. When you close them, notice how you can allow yourself to relax perhaps as much as **ten times deeper**. Let your eyes open. Now close them ... *(Pause)* ... and allow yourself to relax as much as 10 times deeper. *(Pause)* Good.

We'll do that a few more times. On the next one, notice how you can double the awareness of that chair supporting your body. Let your eyes open ... and close them. Good, **double that relaxation**, so you can feel **twice as relaxed**, **twice as comfortable**, and **twice as confident in your abilities**.

Let's do that one more time. On the next one, notice how you can **just let go**. Let your eyes open and close them **all the way down**. Go much deeper. **Way down**. *(Pause)* Good. You're doing great.

Just listen to the sound of my voice, and the sound of my voice can always help you to **go deeper relaxed**. You'll hear other sounds in the distance, whether its cars outside, planes overhead ... None of these sounds will matter, in fact you'll find that any sounds you hear will just help you to **go deeper relaxed**.

Bring your awareness down to this arm. In a moment, I'll reach over and pick it up by the wrist. Today, just let me do all the work. Let it be loose, limp, and relaxed. Let it **dangle there like a wet towel**. I'll then let it fall, and just let it PLOP there on the arm of that chair. Whenever we do it, let it **take you much deeper**. Just let that arm **be heavy**. (*Do arm drop*). Much deeper. In fact, each and every time we do that, let that take you (*Do arm drop*) **much deeper**.

Perfect. We now have all the physical relaxation we're going to need for now, so now you can begin to **relax yourself, mentally**. It's easy.

(Pace the rhythm at which you want the client to count.)

In a moment, we'll have you begin to count backwards, out loud, slowly, from 100. Let every number you say **double your mental relaxation** so by the time you reach 98 or sooner, you can just **relax the rest of them out of your mind**. As if there's nothing more to count. **Want that to happen**, and you can **make that happen**. And when **they are gone**, just **notice how good you feel**.

Begin counting backwards, out loud, slowly, from 100 now.

(Client says "100".) Good, now double that mental relaxation.

(Client says "99".) That's right, getting ready to let them go...

(Client says "98".) Now just **relax the rest of them out of your mind**.

(Pause.)

And as they're gone, just nod your head.

Good.

(Continue deepening.)

Thoughts on the Dave Elman Induction

As this is a PROCESS, you'll rarely see it demonstrated the EXACT same way each time. A common mistake within this PROCESS is to lean on the script of it. The best way to learn it is to trust it as an OUTLINE. That being said, the variation printed here is perhaps 99% accurate to the words I use in nearly every first session.

Take note that there's a real "sanding down" of words in this presentation. Consider it a life lesson but also a hypnosis lesson – we're a society that talks too much about what we DON'T want as opposed to what we DO want. Take note that I don't bother telling my client "don't help me" when we do the hand drop. Why give the negative suggestion when we can directly express the outcome we desire?

Note the text I've shared in the Amnesia by Suggestion "Losing the Numbers" moment. The word NUMBER is only used ONCE. We also don't ask "Are the numbers gone?" The methodology in place here is to dissociate further and further away from the numbers to expedite the amnesia suggestion.

When you're working with a client, you only move onto the next step of the process when they "pass" the test in that phase. The metaphor I like to use is that of a runner jumping over hurdles. They cannot move onto the next hurdle until each previous hurdle is passed over. With that in mind, you should not move on to the next step until they've passed the previous "hurdle."

In previous workshops, I've shared my thinking on the perhaps out-of-date model of deciphering if your client needs a permissive or authoritative style. My style is to begin permissive and then transition to authoritative and stay there as efficiently as possible. Direct the process where it needs to go.

This can be done easily. The first step is to rephrase the suggestions and repeat the process. Step two would be to repeat it more authoritarian, perhaps with the suggestion, "Now I can't do it for you... Want it to happen, and you can make it happen."

Avoid bold statements, or statements that are undeniably false. "You are now the most relaxed you've ever been." "Let that arm be dead." "Relax 10,000 times more."

If you have hesitation about the "Amnesia by Suggestion" moment, remember that it can be motivated to match the context of the change:

"Consider that up until now you've been struggling with those eating habits. You've been fighting with diets and exercise. Today, rather than struggle, rather than fight, the theme today is to just relax these challenges away. I'll show you how easy it is. In a moment, we'll have you begin to count..."

Abbreviated Dave Elman Induction Version 1

Take a nice deep breath in and hold it ... and as you exhale, just let your eyes close down.

Go ahead and relax your eyes and all the tiny muscles around your eyes, fully and completely, to the point where it's as if they just won't work. Now test them. Test them hard and satisfy yourself that they just won't work. Good, now go deeper relaxed as you send that relaxation all the way down your body.

In a moment, I'm going to ask you to open your eyes and close them and go 10 times deeper. Let your eyes open. Now close them. *(Pause)* Just relax 10 times deeper. *(Pause)* Good.

In a moment, we'll have you open your eyes and close them again. This time, just allow yourself to double that relaxation. Let your eyes open. Now close them. Good, double that relaxation. *(Pause)*

That's right. In a moment I'm going to ask you to open your eyes and close them again. This time just go much deeper. Let your eyes open, now close them. Much deeper. Way down. *(Pause)* Good. You're doing great.

Just listen to the sound of my voice, and the sound of my voice can always help you to go deeper relaxed.

In a moment, I'm going to pick up this arm by the wrist. When I pick up that arm, just let it be loose, limp, and relaxed. Whenever I drop it, just let it fall back down and help you to go much deeper. Just let that arm be heavy. *(Do arm drop)*. Much deeper.

(Repeat as necessary).

That's right. You can now begin to relax yourself mentally. You'll count backwards from the number 100 out loud slowly, and as you do that, just relax them right out of your mind. Begin slowly now, and just let them go...

100 ... etc. as before

Abbreviated Dave Elman Induction Version 2

Take a nice deep breath in and hold it ... and as you exhale, just let your eyes close down and relax your eyes to the point where it's as if they just won't work. That's right and go ahead and test them to see they just won't work and send that send that relaxation all the way down your body.

In a moment, I'm going to ask you to open your eyes and close them and go 10 times deeper. Let your eyes open. Now close them. *(Pause)* Just relax 10 times deeper. *(Pause)* Good.

That's right. In a moment I'm going to ask you to open your eyes and close them again. This time just go much deeper. Let your eyes open, now close them. Much deeper. Way down. *(Pause)* Good. You're doing great.

In a moment, I'm going to pick up this arm by the wrist. When I pick up that arm, just let it be loose, limp, and relaxed. When I drop it, the lights go out and the numbers are gone. *(Do arm drop.)* The lights go out, and the numbers are gone.

Are they gone?

Good.

Abbreviated Dave Elman Induction Version 3

Take a nice deep breath in and hold it ... and as you exhale, just let your eyes close down and relax your eyes to the point where it's as if they just won't work. That's right and go ahead and test them to see they just won't work and send that send that relaxation all the way down your body.

And as I pick up your arm and drop it, the lights go out and the numbers are gone. *(Do arm drop.)* The lights go out, and the numbers are gone.

Are they gone?

Good.

Troubleshooting the Dave Elman Process

What if they open their eyes?

“Great, you just tested your eyes to see if they WOULD work. Now close them and relax them completely. Relax them all the way down as if all those tiny muscles are going to sleep. To the point that even if you were to TRY and open them, you can just decide to let them RELAX even further. So, this time, go ahead and relax your eyes...”

What if they're helping the arm drop?

If they're assisting the arm drop, pause the process and repeat the instructions. Reinforce the suggestion that you don't need them to help. Provide additional suggestions or metaphors of heaviness.

“Just let that arm be heavy like a slab of rock. Let it be so relaxed as if it's powered off like a TV or shut down like a computer.”

You can also suggest this heaviness by giving a few “test pick-ups.” Direct the client to become aware of the natural weight of their arm as you lightly lift it at the wrist where it naturally bends. There may be a dash of confusion at play here as you then lift their arms and let it plop back down at a moment they cannot anticipate.

What if they keep counting?

If they continue counting, you could stop their process, repeat the original instructions, and begin again. You can also take a more authoritarian approach. “In a moment, I'm going to count from one to three, and at the count of three let them all fade away. 1, 2, 3. Make them be gone. Are they gone?”

You could also do the floppy arm/losing the numbers as demonstrated in the abbreviated Elman outlines, or even transition directly into an instant induction.

“That's Right”

The quickest way to add difficulty to your process is to tell a client they're doing something wrong. Whenever you need to pyramid techniques, remember the classic words of Milton Erickson. Tell your client “That's right...” and move on to another strategy. Keep in mind they've never been hypnotized by you, so it's all part of the process.

Thoughts on the Dave Elman Induction

Throughout in-class demonstrations, you'll note that it is rarely demonstrated the same way each time. There is always some variation. This is because the induction is more about being a PROCESS than it is a script. The metaphor I like to use is that of a runner jumping over hurdles. They cannot move onto the next hurdle until each previous hurdle is passed over. With that in mind, you should not move on to the next step until they've passed the previous "hurdle."

The DEI is a series of tests, and they only get to move on to the next step after successfully passing the previous test.

This can be done easily. The first step is to rephrase the suggestions and repeat the process. Step two would be to repeat it more authoritarian, perhaps with the suggestion, "Now I can't do it for you... Want it to happen, and you can make it happen."

The "losing of the numbers" process is Amnesia by Suggestion, a test for somnambulism.

"SLEEP!"

As we move into advanced techniques such as instant inductions and disguised tests for somnambulism, the word "sleep" will be introduced. The word is used as a shortened version of "Relax deeply as if asleep." Even without explanation to the client, the subconscious mind will understand the word in the command form exactly as stated above. When possible, the client should be prepped for the word either in the pre-talk or in the following strategy...

Conditioning Hypnosis

(Before emerging...)

...and in the future, you'll find that whenever you'd like to do hypnosis with me and I'd like to do hypnosis with you, you'll go much deeper than you did today, and you may even surprise yourself how quickly you can enter this state. In fact, if I ever let this hand drop and I say the word, "Sleep," your inner mind will understand the word as "relax deeply as if you're asleep," your eyes will close, and your mind and body will instantly relax much more deeply.

(Condition as necessary.)

The Dave Elman Induction - Groups

The Elman Induction can easily be modified for a group. We'll assume in this example that there are 50 people seated and facing the hypnotist. The following example is not the ONLY modification, it's only A modification. Just remember the basic five steps and you can be flexible within the process.

The process proceeds as follows:

- Small muscle catalepsy – no change
- Deepening – no change
- Fractionation
 - You cannot cover the eyes of all 50 people, so we'll direct focus to a specific location, the practitioner's hand, to keep the eyes from darting around the room and engaging the conscious mind.
- Arm Drop
 - It's not practical to do the arm drop for all 50. However, you COULD do it and suggest that "I may not get to everyone," as I do in stage hypnosis programs with a committee of 20 volunteers.
 - Remember that this test is about arm catalepsy, so we can either go for complete relaxation or locking of muscles. You could consider arm lock here, but in this example, we'll just skip the step.
- Amnesia by Suggestion
 - Getting verification is most often unpractical in a group setting. In this example we'll keep the classic "100 backwards," though I'll sometimes replace this with a 10 to 1 deepener.

Updated Dave Elman Group Induction

Take a nice deep breath in and hold it. And as you exhale, just let your eyes close and relax on down.

Good ... Now ... just relax your eyes and all those tiny muscles around your eyes, fully and completely, to the point where they just won't work. And when YOU know they just won't work, test them. Test them hard and satisfy yourself that they just won't work. Good, now stop testing, and relax them again.

Take that relaxation you've created in your eyes and send it all the way down to the tips of your toes in a comfortable wave of relaxation. (*Pause*) Good.

In a moment, I'm going to ask you to open your eyes and close them. As your eyes open, look up here at me and follow my hand with your eyes. As I lower my hand, just let your eyes close and allow yourself to relax perhaps as much as 10 times deeper into relaxation. (*Raise hand*) Let your eyes open. (*Lower hand*) Now close them. Relax 10 times deeper. (*Pause*) Good.

In a moment, we'll have you open your eyes and close them again. This time, just allow yourself to double that relaxation. Let your eyes open. *(Raise hand)* Now close them. *(Lower hand)* Good, double that relaxation, so you can feel twice as relaxed, twice as comfortable, and twice as confident in your abilities.

We'll do that one more time. On the next one, just relax, let go, and go much deeper. Now, let your eyes open, *(Raise hand)* and close them all the way down *(Lower hand)*. Much deeper. Way down. *(Pause)* Good. You're doing great.

Just listen to the sound of my voice, and the sound of my voice can always help you to go deeper relaxed. You'll hear other sounds in the distance, whether its cars outside, planes overhead ... None of these sounds will matter, in fact you'll find that any sounds you hear will just help you to go deeper relaxed.

That's right. Now that we've got all the physical relaxation we're going to need, you can now begin to relax yourself, mentally.

(Pace the rhythm at which you want the client to count.)

In a moment, I'm going to begin to count backwards from the number 100. With every number I say, let your mind grow calm, relaxed, and serene, so the numbers just fade away, grow dim and distant, become quiet, and disappear completely. As you follow these instructions, you'll find that within a few numbers, your mind will be so relaxed that it will be as if the rest of them can just disappear. Want that to happen, and you can make that happen.

100... Good, now double that mental relaxation, let them start to drift away.

99... That's right, relaxing more, getting ready to let them go...

98... Just relax them out of your mind, now, notice how good you feel.

Allow the rest of them to just fade away, relax, and go deeper. Good.

Further Group Thoughts

As a stage hypnotist, the main structure of what I do for an induction is a Group Elman. The benefit is really flexibility. I can pause the sequence at any point to apply individual deepening for any single volunteer that needs it. I can direct suggestions to the group for additional deepening while doing this. This approach allows for the best flexibility, creativity, and confidence in my opinion.

THREE TRIPS WITH DAVE ELMAN

Jason Linett

Take a look at my hand and please take a nice deep breath in as you follow my hand up with your eyes and hold it...

And as you exhale now, just let those eyelids close on down.

Go ahead, relax those eyelids. Relax those eyelids all the way down to the place where you know you can make them so relaxed that they just don't want to work. As you know that you've done that, go ahead and test them and satisfy yourself you can make that happen. Give them the fry, they keep relaxing. Try to open, they just relax even further down.

Quit testing, and send that relaxation down across your body as if you can relax perhaps as much as 10 times deeper. Whatever that means to you, letting every natural breath help to guide you further down. That's right.

Again, bring your attention to your eyelids. Once again, relax those eyelids. Really relax them all the way down to that place where you can make them so relaxed that you know they just won't work. As soon as you've done that this time, test them and satisfy yourself. You can really power those things off. Give them a try, they relax even further. Try and they just relax even further down.

Quit testing and send that feeling down across your body as if you could double that relaxation so you can feel twice as comfortable. Twice as confident in your abilities. Twice as ready to make this change now.

And one last time. Relax those eyelids. Really create the skill to change your reality that you can relax those eyelids all the way down to the place where you know they're so relaxed that they just won't work. Realize that of course, as long as you hold on to that relaxation, they just won't work. Try and they just relax even further. Try to open, they just relax even further down.

Quit testing and send this feeling down across your body and just go even deeper relaxed.

That's right.

PROGRESSIVE MUSCLE RELAXTION WITH CONVINCER

Modeled after Melissa Tiers

Take a nice deep breath in and hold it... and as you exhale, just allow your eyes to close. Good. Now I could tell you to **go ahead and relax your entire body**, but that just isn't that necessary. Simply go ahead and focus on the muscles around your mouth. Imagine that you could relax the muscles around the sides of your mouth so completely that it's as if they just won't work. Some people may become curious as to why I'd have you relax the muscles of the mouth. The answer is easy. Those muscles are small. So, go ahead, and send a feeling of relaxation into all those muscles, relaxing letting go, almost as if those muscles can **go to sleep**. And imagine, what would that feel like, as you **feel that change**.

And imagine taking that feeling of relaxation and moving it up the sides of your face now. Maybe you can notice that sensation as you let it move up over your nose and eyebrows. Just allowing every muscle in your face to **begin to relax**, and **let go, now**, as you **get more comfortable**.

And imagine, what would it feel like, as you **move that relaxation** up over your forehead to the top of your head. Noticing what you can notice as that feeling moves. Letting that feeling of comfort, however you **feel that comfort**, to really **sink in, now...**

As you send that relaxation down the back of your head and into neck. That's right. Maybe you can imagine seeing those muscles relax. Maybe you **choose to imagine**, you **choose to relax**, and you **just feel it**. I know some people might hear yourself say **relax, inside...** And how good does it feel when you allow that feeling of relaxation to travel down your arms, your hands, and now, perhaps into your fingers.

Because, **it's easy**. And of course, everybody relaxes differently. Some people, when they really **begin to relax** and **let go, now**, they experience that relaxation as a kind of a tingling sensation in your fingertips. For others, that relaxation is more of a heavy kind of comfort, as if you could really **feel your muscles letting go**, feeling yourself **relax more and more** with every breath you exhale, and **feel deeply relaxed** and heavy the **more comfortable you feel**. And for others, you **feel it more** as a lightness, a floating sensation. The fact is, it really doesn't matter what kind of sensation you **choose to experience**, just that you a moment and **notice that sensation now**.

As you continue to **experience relaxation** moving down your back, all those muscles in your upper and lower back just beginning to **let go now** in whatever way it **feels good to you**. Whatever way you **want to relax**. As you **create relaxation** in your chest, your abdomen, as you can **feel that comfort** sinking in.

Today, you **discover it's easy**, to relax and **let go, now**, as you move relaxation down your legs, into your calves, and even into your feet inside of those shoes.

You can **change feelings easily**, as you learn to **alter your own state of mind**. It gives you access to **your unconscious now**, to **process inside** new ideas, new understandings, all of which you allow to **go deeper now**, into relaxation.

In this state of mind, it's easy to **begin to focus** your mind. To **make suggestions** and **have your body believe you**.

Now, of all things, **imagine those legs feeling heavier**. Maybe you can begin to **feel that heaviness sinking in**. I know that some people might imagine as if you could **see that heaviness**, as if it had a color. Other people may respond better with words, as you tell yourself "**My legs are feeling heavier and heavier**." Today, you discover how easy it is to begin to use your conscious mind to influence **your unconscious now**. So, think those words to yourself. "My legs are so heavy. My legs are soooo heavy."

And as you think that, imagine those legs like wood, like lead, maybe heavier than they've ever been. Heavier even than when you **sleep deeply**, if that's comfortable for you. As you **imagine now** that those legs are so heavy that even if you were to **TRY to lift** them, they would just feel even heavier. Even if you were to TRY to lift them, you **let them feel heavier**.

As you can imagine, what would that feel like? Almost as if your shoes were so heavy, they couldn't be lifted, weighing your body down. Or perhaps it's the weight of your feet inside, **so heavy**. Or perhaps **you can imagine** it's as if your feet are **stuck to the chair**. That's right. As you **notice how powerful your mind is**. To make a suggestion and **have your body believe you**. That is a personal power. So now, notice how heavy those legs are. Notice that even if you TRY to lift them, they just feel even heavier. They just **feel even heavier**.

That's right. And it's a rather convincing sensation, isn't it? I could say to you that the heavier they feel, the **deeper you go** into hypnosis, and yet, that **happens on its own**. And it begins to **open up expectations**. It might make you very curious about what else **you are ready** to **suggest to yourself**, now...

Elman-Esque Mindfulness Induction

Jason Linett

Please take a look at my hand as you take a nice deep breath in and follow my hand up with your eyes and hold it. And as you exhale now just let those eyelids close.

And simply bring your attention to your body occupying space. Just allow yourself to become aware of this specific moment in time right here, right now. Allow yourself to become fascinated with the quality of your breathing. Allow yourself to become present in the existence of this room. Whether it's the sound of doors closing in the office nearby, cars parking outdoors, or even the feeling of the shoes on your feet. Allow yourself, before we even get started, to become so deeply interested in this specific moment right now. Think about that simple statement, to “become aware of your body occupying space.” What that does for you is brings your full awareness into this moment right now to be mindful and present in this moment right now. And what that does for you on its own is that it begins to dissolve away old useless unresourceful feelings.

Because, consider this, that up until now whatever feelings may have been there before if it was ever stress, or frustration, or guilt, or even resentment, or anger -- these are all feelings that point backwards in time to the past. Meanwhile, feelings such as worry, apprehension, fear, or even anxiety, these are emotional states that deal with the future, things that may not even happen yet.

When you are in the present moment, as you're truly present and aware in this moment right now in the comfort of your own breathing, supported by that chair, those old useless, unnecessary feelings simply cannot exist.

And as your mind holds on to this comfort, briefly bring your attention to this left hand over here. I'm about to describe some actions, and, for right now, don't even bother doing any of them. Just simply consider them.

As you think about this left hand over here, if you really wanted to, you could take that left hand and squeeze it into a fist so tightly down that it would seem as if you could not squeeze it any further. If you really wanted to, you would have every bit of skill necessary to do that. Nod your head yes as you understand. That's right.

And for that to be true, the opposite is also true. You can relax that left hand. You could relax that left hand so thoroughly and so profoundly that it would seem as if

you could not relax it any further. If you really wanted to you would be able to do that as well. Nod your head yes as you understand. That's right. Thank you.

Now the interesting thing is what happens is we take these two statements, both of which are absolutely true, and layer them one on top of the other. What it does is it reveals an unconscious flip of a switch that most people have never thought of until this moment today, here, now. It simply is this. Let's assume that left hand was relaxed. Let's then assume you wanted to squeeze it into a fist. Well, for that to happen here's that flip of a switch. You would first have to let go of the relaxation before you could ever squeeze the hand into a fist for one simple reason:

You cannot intentionally relax and tighten the same muscles at the same time. It's either one or the other. If that hand was relaxed and you wanted to squeeze it into a fist you would first have to let go of the relaxation before you could ever tighten it up for one simple reason. You cannot intentionally tighten and relax the same muscle at the same time. Nod your head yes as you understand. Good.

So, with that in mind, now let's put this to use. Briefly take that left hand, squeeze it into a fist. That's right. In fact, take that left hand and squeeze it so tightly down that it would seem as if you could not squeeze it any further and in fact now squeeze it just that little bit more.

Now... relax that fist. Relax that hand completely. Release that hand so thoroughly and completely and go ahead and relax it all the way down to the place where it's as if it's so relaxed you cannot relax it any further. And go ahead now relax it just that little bit more and check this out for yourself. Notice now that as long as you hold onto that relaxation, even if you try to move that thing, it just lays there. Even if you try to adjust it, it just relaxes even further. As long as you choose to hold onto that relaxation, notice it just won't budge. Quit testing, relax, and go even deeper.

If we had to script this out on paper, some of these instructions might seem amusing because now bring your attention to that right hand over there. And go ahead, you can do this. Wiggle around the fingers of that right hand, move that hand around. Yeah, of course you can do that. But now relax that right hand. Relax that hand so thoroughly and so completely that it becomes as if it cannot relax any further. And go ahead relax it just that little bit more. And notice now that as long as you hold onto that relaxation you could render that right-hand motionless. Try to move it, it just lays there. Try to adjust it. It just relaxes even further. Quit testing and go even deeper.

And now the instructions get even more fun. Bring your attention to those feet, those toes. Go ahead, wiggle around those toes, move around those feet. Yeah, of course you can do that. But now relax those feet. Relax all of those muscles. In fact, expand this relaxation. Relax everything from the waist all the way down to the tips of your toes. Relax all of those muscles to the place where you know you can render them motionless and notice now even if you try to move anything it just relaxes even further. Because you're the one who chooses to hold on to that relaxation. You could render all of those muscles motionless.

In fact, now, expand this out even further from the top of your head all the way down to the tips of your toes relax everything. Let every bit of your muscles of your body fully and completely relax to the point where it's as if they cannot relax even further. And notice now that as long as you hold on to that relaxation you can render everything motionless. And it's not so much that your body is shut down and powered off, it's more as if now you're transferring all of that available energy into your mind to tap into that full unconscious potential.

Because now allow yourself to briefly remember whatever those emotions, whatever those feelings were that had everything to do with why you contacted me in the first place and wherever you used to feel that old, useless, un-resourceful feeling, go ahead and relax that area. Relax that part of your mind, your body so thoroughly and completely that even if you try to bring back that old emotional state, it just goes further and further away like a distant memory. Even if you try to recreate that old feeling that had everything to do with why you're here now it just flows further and further away. Try to recreate it. Try to recall it. You just find yourself relaxing even further down. And quit testing and just allow this feeling of comfort to hypnotically spread throughout you more and more.

With every breath you take in, with every breath you let go of, reinforcing this reality that now it's your choice how you feel. It's your choice how you react. It's your choice how you move forward from this day forward now.

Skill Building Contextual Induction Script *By Richard Nongard*

Now that you've found a comfortable place where you can learn, listen, and relax. You can let your arms simply lay next to you, if you're lying on the floor or the bed, or if you're sitting in a chair you can let your hands rest on your thighs or on the armrests of the chair, where you sit. Uncross the legs and scan the body in anywhere you're carrying the obvious tension of the day. Simply let go of that tension, and let those muscles relax. If at any time during our session, you need to adjust for comfort or swallow or even scratch an itch that's perfectly okay. Those things won't disturb you. In fact, by doing those things it will simply help you to, even become more comfortable and to enjoy this session even further.

Of course, if there's any noise from outside of this room, or even from inside of this room a car pulling up, a plane flying overhead, somebody knocking or a phone ringing. Those things won't demand your attention either. In fact, you'll experience them as they are, simply as sounds of the world around you, in this moment. Helping you to recognize that you're in exactly the right place doing exactly the right thing and learning exactly what's most important to you.

So, begin this session by bringing your attention to the far wall in the room where you are. There's a spot on that wall. Perhaps a shadow or a flick of paint or the edge of a picture, or even just a blemish on the wall and bring all of your attention to that spot. Fixate your gaze or your vision on that point on the far wall. Essentially stare at it for a moment. Now, even if something else in the room should capture your attention, continue to remain fixated on that spot. Focusing all of your attention there for a couple of more moments and this is really, learning number one. That no matter what else we're experiencing or seeing or feeling we can choose where to place our attention, in this case, a spot on the far wall.

Now, any time that you stare at a spot for a long enough period of time the eyes become a little bit tired, and you may have even heard a Hollywood hypnotist say, "Your eyelids are getting sleepy." That's not because hypnosis produces sleep but because when we fixate our attention, in any one place for a long enough period of time, the eyes simply become tired, and so by now, you may have noticed that that spot has changed a bit.

Perhaps become crisper, sharper, clearer, as everything else fades into the background or perhaps you've found it's become a little bit hazier, and fuzzier and maybe even more difficult to see, even moving in and out of your field of vision. Either way is fine. Perhaps it's simply stayed the same as when you began to focus your attention, and that's okay as well.

The one thing you certainly will notice is that if you close your eyes down now it feels really good. Just simply let those eyes shut completely. You also notice that even though the eyes are closed you can still focus your attention at that spot on the far wall. It's almost as if you have x-ray vision. It's really remarkable how we can choose where to bring our attention or our focus. In fact, you can even bring your awareness from that spot, over on the far wall, all the way into your mind's eye, that part of the mind where intuition is, where creativity lies and where learning takes place.

Shift your awareness, from that point on the far wall, as if you're moving it inside of your mind's eye and into that part of the mind that's creative and enjoys learning and experiencing new things because that's really what hypnosis is, something that we learn. Something we can experience and something that can benefit us in many different ways.

Now again, focus on the body and anywhere you're carrying any obvious tension of the day. Again, let that tension go. You can even relax the little, tiny muscles of the brow and the eyelids. You can even unclench the jaw, as you relax the muscles of the face, or let relaxation extend through the back of the head, the neck, and the shoulders and you can even let your shoulders drop a bit, as you relax. If you're sitting in a chair, you'll probably find that by letting the chin fall a bit towards the chest it helps you relax even further, extending your sensation of physical relaxation across the shoulders and upper arms.

As you continue to breathe in and breathe out, we're going to focus, for a moment, on creating a state of physical calm or of physical relaxation. In fact, we're really going to learn the difference between tension and relaxation. As the muscles of your back, and shoulders and arms, relax. Extend that relaxation into the forearms and the wrists and into your hands, and even the little, tiny muscles of the fingers as they relax on the armrests of that chair or on your lap, or to the side. Notice how good it feels to let even the little tiny muscles of the fingers relax.

Now what I'd like you to do is take your hands, both your left hand and your right hand, and while you continue to let your body relax, I want you to fold those hands into a fist.

Fold the fingers into the palm of your hand and make a fist with both of your hands and notice the feeling of tension as you do that. Now, I don't want you to hold so tightly that you feel pain, but I want you to, really notice the sensation of muscular tension in the fingers, the palms of the hands and the back of the hand, and the wrist as you hold those fists tightly. Hold that tension for just a moment. Noting what tension feels like and now relax. Just slowly, open the fingers a little bit. Relax the muscles of the fingers. Extend those fingers completely as they rest on your lap, on the chair, or to the side and notice that tingly sensation of relaxation. Noting the difference between tension and relaxation – it's pretty remarkable, isn't it.

Now, go ahead and tense those hands up again. Make a fist again, with both your hands and hold those fingers into the palm, pressing those fingers into the palm and creating a state of tension in those hands. Hold that tension, and notice what tension feels like and now relax. Relax again. Open those fingers. Open them all the way. Let them rest there on your lap or on the armrest of the chair and notice this time, as you relaxed the muscles, the feeling of relaxation doubled. The feeling of relaxation in the fingers doubled.

Noting a difference between tension and relaxation and so continue to relax by relaxing the muscles of the back and the muscles of the belly. The muscles of the buttocks and thighs, as you breathe in and breathe out.

Breathe in a state of calm and exhale relaxation. Letting the muscles of the calves and the shins relax, and extending that sense of physical relaxation, even into the little tiny muscles of the feet, you're doing perfect – letting go, absolutely. Now, in this state of relaxation, continue to pay attention to your breath. In fact, at this point you might even notice that while your body has relaxed your mind continues to wander and think and drift, and that's okay. In a moment, we'll get to a point where we relax the mind as well but right now, pay attention to this moment. Become an observer of the breath. You've been breathing since the first day of life. We'll continue to breathe until the last day of life, and we do it often, without ever focusing on the breath, and so note what it feels like to breathe the air in and follow the breath, as it enters the lungs and turns around, deep in the lungs, and becomes an exhale. The breath really is amazing, isn't it, bringing oxygen to the lungs and to every cell of the body.

As you, continue to breathe in and out. Throughout the rest of this session if you note any sensations or note any feelings or notice any thoughts – rather than following them, simply use that as an indicator or a cue that it's time to bring your attention back to the breath and to be mindful, rather than distracted, or mindless. As you continue to breathe in and breathe out, bring your attention back to your hands and as your hands rest on the armrest of the chair, or on your lap, or to the side notice the heavy sensation that relaxation creates and say to yourself, “My hands are heavy. My hands are heavy. My hands are heavy.” Let those hands be heavy and relaxed.

Now, think of the word ‘warmth’. Warmth like that which might come from the sun or warmth like that which might come from inside of the body and say to yourself, “My hands are warm. My hands are warm. My hands are warm.” Let your hands be both warm and heavy – noting a sensation of warmth in those hands. You can even say to yourself, “My hands are warm and heavy. My hands are warm and heavy.” Notice how easy it is to create from within a sense of both warmth and heaviness, recognizing that if you can create warmth and heaviness in the hands or the feet – you can really create any sensation in the body or even in the mind, or in our spirit.

As you observe the breath – notice that the breath has become smooth and rhythmic and that, without any effort the heart rate has become calm and regular, calm and regular and bring your attention to the feet. Saying to yourself, “My feet are warm and heavy. My feet are warm and heavy. My feet are warm and heavy.” Let those feet be warm and heavy, just as your hands have been warm and heavy, and allow yourself to relax even deeper, into a state of hypnosis.

Now, using the creative part of the mind imagine that you're in a wonderful place. Perhaps a wonderful place that you've been to before, or a wonderful place that you imagine going to someday, or even a mystical place of your own creation – but imagine you're outside on a perfect day in this place. Underneath a clear, blue sky and as you gaze up into the sky notice a large, single white puffy cloud as it lazily and leisurely begins to move across the horizon. With the creative part of your mind, simply follow that puffy, white cloud as it moves off into the horizon becoming smaller and smaller. You'll notice that as it becomes smaller and smaller, as it moves off into the distance, it becomes even easier to set aside any distractions from the past, regrets of our previous experiences or fears of the future and to simply, focus on this moment. Letting go absolutely and letting that single white, puffy cloud carries off any remaining stress and tension, as it eventually disappears off, into the horizon. As you breathe in and breathe out.

That point when you realize that single white, puffy cloud has disappeared off, into the horizon is that point that we call the resource state of hypnosis. You've done a great job in this lengthy induction. Learning and practicing the strategies of effective hypnosis, and so continue to enjoy this experience that you've created. Not only relaxing but also learning and recharging and allowing your higher self to experience a sense of satisfaction and confidence. Knowing that what you've practiced today can benefit you for a lifetime, as well as those who you share these techniques with. In a moment I'm going to count from 1 to 3 and when I do, and as I do, allow yourself to become energized and aware. Aware of the room surrounding you, of the chair below you, or the floor below you – be aware of my voice and of the experience that you've created and how exciting it is to not only learn something new but to experience something new as well.

And so, with the next breath – number one. Let oxygen fill your lungs and let that oxygen travel through the blood vessels to every cell of the body, bringing a sense of energy and awareness. And two – committing to a daily practice of practicing self-hypnosis each, and every day to benefit, not only the clients who you work with but yourself. Feeling energized, stretching out any muscles that need to be stretched, and ready, in a moment, when I count to three, to open the eyes feeling fantastic and ready for the rest of the day. Three – opening the eyes, feeling fantastic and ready now, for the rest of today.

Hand Drop Induction

Take this hand and push down on mine. Press on my hand, close your eyes.

(Steady your left hand on their right shoulder, their right hand is pressing your right hand.)

Push harder. That's right. Harder. *(When the client isn't expecting it...)*

(Pull your hand out from under theirs, begin to do a shoulder press on their exhalations.)

SLEEP! Melting into that chair. Deeply relaxed.

- 5 – Counting backwards
- 4 – Deeper down
- 3 – Every number taking you deeper
- 2 – Relaxing more and more
- 1 – All the way down.

That's right, you're doing great.

Instant Induction Philosophy

There are two rules for instant inductions:

- 1.) Practice common sense and respect your client's safety. While these techniques may appear forceful or violent, they're quite gentle. My preference is to "match" the tension or pressure a client is giving me. For example, even in the deepest states of hypnosis, they'll only allow a head rock at the rhythm at which they're safe. A good rule of thumb comes from Don Patterson, in which you can "check the NEWS." The word is an acronym for "neck, elbow, wrist, and shoulder." Simply ask the client if they have any injuries or discomfort in these areas before proceeding.
- 2.) **KEEP TALKING!** The instant induction technique produces a momentary surprise. Energy quickly drops on the "downswing," and you're there to "catch" them at the bottom of this valley. Just as soon as you direct the command SLEEP, immediately start deepening. Go right into a kinesthetic deepener such as a head rock or shoulder press, or always remember that you can count backwards.

Deepening the State

COUNTING

There are varying thoughts about counting up or counting down. My best suggestion is pick one and be consistent. In general, you'll notice a theme in this course of counting DOWN to deepen and counting UP to emerge.

RELAXED ARM DROP

A part of the Dave Elman induction simply gives instructions for an arm or hand to be completely relaxed and give suggestions of deepening when the hand is dropped.

SHOULDER PUSH

A great kinesthetic deepener. Pace the client's exhalation with a gentle press down of the shoulder. This can be used with verbal suggestion or non-verbally within another technique.

ROCKING

"As I rock you back and forth, it just helps to take you much deeper relaxed."

SILENCE

"As I give you this moment of silence, allow yourself to go much deeper."

BREATHING

"With every breath you exhale, allow yourself to go much deeper."

PYRAMIDING

Combining multiple inductions without emerging.

RE-INDUCTION

Emerge the client from hypnosis and re-induce with another technique.

GUIDED IMAGERY

Staircase of relaxation, going down an elevator, resting in a bed, walking on a beach, anything the imagination can create.

REALIZATION

Allowing the client to notice something is happening and using that to go deeper.

HYPNOTIC PHENOMENON

Testing, convincers, magical moments to prove hypnosis and deepen the state.

FRACTIONATION

The rising and falling of attention, opening and closing of eyes, re-inducing of hypnosis.

COMPOUNDING OF SUGGESTIONS

As suggestions are accepted, the client goes deeper.

AWARENESS

Directing and shifting attention throughout the process.

GIVING SUGGESTIONS

The act of giving suggestions as part of the hypnotic process is itself a deepener, though some of the other techniques as listed above should be layered into the process for a more reliable hypnotic state.

Jason Linett Extended 5 → 1 Deepener
(Deepening Process utilizing awareness and metaphors for change)

...and as simple as I can count from number five down to one, you can allow each and every one of these experiences to help guide you to an even deeper state of hypnotic focus and relaxation.

As **five**, noticing how every natural breath follows the one before. You never have to remind yourself to breathe. Your body already knows what to do, much like in this experience today. I simply put the right words in the right order, and your mind and body know how to make use of them.

Now, as **four**, deeper relaxed, appreciating the fact that this is a process that never involves a loss of awareness. In fact, right now it's a heightening of awareness. For example, right now, for no other reason except that I reference it, you can become profoundly aware of the feeling of those shoes on your feet, the weight, the fit, the comfort. And as that awareness fades, let that take you deeper. Notice the feeling of your hands resting on the padding of the chair, and that takes you deeper. Or even on down to the feeling of the chair itself, pressing up into your back, reminding you you're safe and secure, continuing to relax with every natural breath you exhale.

As the number **three**, deeper on down. And what's interesting is you've been in this room now for almost an hour, and perhaps what's fascinating is that this moment right now is the first time you become aware of the sound of that clock ticking on the wall off to your left, a sound, a sensation that's been there this entire time. Yet, only now because I draw your attention to it does it carry any meaning. And letting that sound, letting that sensation be a reminder that this moment right now has never existed before, and this moment right now will never exist again. In fact, already in this very moment you are an entirely different person than who you've ever been before in your life.

And I say that in the simplest of ways possible. At one point in life, you were a small baby. You had to learn how to crawl. You had to learn how to get up and walk. And today you're able to get around just fine. At one point in life, you were fully dependent upon someone else to feed you, to bathe you, to care for you, and now you can do those things entirely for yourself.

So as people, we have this wonderful ability to grow up, to grow out of old behaviors out of old needs. Just because something was one way before, there's absolutely no reason it has to be that way now.

Even down to the cellular level of your body, you are an amazing network of cells that are multiplying and dividing and replacing the ones that die off at a pace so rapidly you never have to worry about it. You are now an entirely different person than you've ever been before in your life. As the investment world would say, "Past performance need not indicate future results." Just because something was one way before is no reason it has to be that way now.

As the number **two**, deeper on down as you surround yourself with this knowledge, this comfort, this ability, realizing how everything now can easily change. That really, at its core, at one point in life we could say that you've tried quitting smoking. We could say that you've tried changing your behaviors. Though, all that matters today is that you tried being a smoker. And the fact that you and I are together here today tells us comfortably that just doesn't work for you anymore. So, time now to begin to live very differently, to let go of what it's time to let go of and simply build up what it's time to build back up.

And as I pick up this hand and drop it, the number **one**, deeper on down. Every natural breath following the one before continuing to relax more and more with each and every thought, with each and every experience as you create these wonderful changes in your life now.

The Vogt Deepener

(Read this segment as-is, and you'll have done the Vogt process twice)

In a moment, I'm going to count from the number one to fifteen.

As I count from one up to ten, allow your energy to rise up just enough that by the time I reach ten you can let your eyelids open back up.

However, as I count from ten to fifteen, let those eyelids become droopy, dreary, drowsy, closing back down, taking you much deeper.

Count from one to ten with rising inflection, hold the hand in front of their eyes as they open, count from eleven to fifteen with falling inflection.

Great, we'll do that one more time. This time notice it may take a little more work to let the eyelids open, or perhaps they might not even open at all. Here we go...

Count from one to ten with rising inflection, hold the hand in front of their eyes as they open, count from eleven to fifteen with falling inflection.

Deepening with Imagery

Anything that can be imagined can be turned into a deepener.

- Waves of the ocean coming and going
- Clouds dissipating in the sky
- A walk in the forest
- Sounds of music fading away
- Going down an elevator, staircase, or escalator

What else could be made into a deepener by suggestion?

Keep in mind that our focus will be client-centered hypnosis. Should you choose to use this as a technique, it's best to match something that the client brings to the process. It perhaps could be based on a hobby they've shared, a recent vacation, or maybe even their profession. The easiest way to get "patter" for this kind of technique is to simply ask the client "What do you do to relax?"

I'll share that the longer I've been in hypnosis, the less I've made use of this approach in the work. If anything, I'll only bring up imagery as a specific piece of future pacing or metaphor.

The best way to do deepening with imagery follows on the next page. It's entirely client-centered in its approach, and it build a physical anchor for reinforcement.

Beach Deepener

(Also, a test for suggested amnesia, somnambulism)

Allow yourself to imagine it's a perfect day and you're walking on the beach. The beach is clean, and perhaps you're there all by yourself.

Notice now, down where the water meets with the sand, your name is written in the sand in block letters clear enough for you to read.

As the water comes in, imagine it brings in more and more calm, comfort, and relaxation. As the water subsides, it takes away tension, stress, anxieties, just washing those feelings away.

Notice now, that with each and every breath you exhale, the water is bringing in calmer and comfort, and washing away stress.

Imagine the water is now beginning to cover the sand where your name used to be. With each wave, with each breath, let your name just wash away. And when it's gone, just nod your head (raise the yes finger, say "it's gone," etc.)

Graham Old's Fractionation Deepener

As modified by James Hazlerig

In a moment, I'll ask you to open your eyes, and as you do, I wonder if you can intentionally struggle and strain to open them, as though they were incredibly heavy. Once they're open, you can find that you'd like to close them down, but before you do, I'll ask you to take four deep breaths, finally closing them down on the fourth inhale, relaxing deeply as you do. Understand?

Good, now struggle and strain to open those eyes, and take four deep breaths, fighting to keep them open until the fourth exhale. [Count their breaths with them, saying "sleep" on the fourth exhale.]

Excellent. And of course, you know that you aren't asleep like you would be in your bed at home; you're just relaxing deeply.

[Repeat the process with three, two, and one breath.]

Disguised Test for Somnambulism and a Deepener

In a moment, I'm going to count from one to three. When I say the number three, and only three, let your eyelids open. Then, I'll then say the word "sleep" and gently snap my fingers, and you can let your eyelids immediately close down and go much deeper. Again, at the count of three, specifically at three, your eyelids will open. Then I'll snap and say "sleep" and your eyelids will close and you'll go much deeper.

1, 2, 3, Sleep. 1, 2, 3, Sleep. That's right. 1, 2, 3, Sleep. 1, 2 ... 3, Sleep.

(When done properly, there should be no anticipation of 3.)

Safe, Peaceful Place – Deep Breath Anchor

Adapted from ROY HUNTER

Throughout this process, your imagination is your own private rehearsal room of your mind. In your imagination, you can DO ANYTHING you want, or BE ANYWHERE you desire.

Just imagine you're in a safe, peaceful, relaxing place, and IMAGINE you are there now. Perhaps that peaceful place is a vacation spot. Perhaps it's a moment in time with a friend, a loved one. Perhaps it's as simple as your own bed. There's no right, there's no wrong. You can even make up something if you like. Whatever first pops into your mind is perfectly fine. Just simply begin to imagine yourself in a peaceful, relaxing place, and imagine it's as if you're there now.

Imagine the sights, the sounds, the feelings that are SO peaceful, SO relaxing, SO calm, and SO serene, as if you're becoming a part of that tranquility simply by imagining it.

In fact, from this point forward, whenever you CHOOSE to relax, whenever you CHOOSE to be calm, whenever you CHOOSE TO TAKE CONTROL OF HOW YOU FEEL, you'll find that you can EMPOWER yourself to be in this same, focused state of mind at any time you choose, as simple as taking one deep breath and imagining the word RELAX as you exhale.

In fact, go ahead and do that now. Take that nice deep breath in, good, that's right, and as you exhale, just THINK that word, RELAX, allowing that single cleansing breath to become a reminder to your inner mind to be CALM, CONFIDENT, FREE to think with a CLEAR MIND, using your best skills, abilities, your wisdom to BE THE BEST YOU CAN BE, to be at PEACE within, to RELAX into all your abilities.

Again, take that nice deep breath in, and as you exhale, CONNECT that word, RELAX, that's right, allowing that single cleansing breath to be a reminder to your inner mind to be CALM, CONFIDENT, FREE to think with a CLEAR MIND, using your best skills, abilities, and wisdom to BE THE BEST YOU CAN BE, to be at PEACE within, to RELAX into all your success.

What are Testing/Convincers?

Testing/convincers are a unique set of techniques consulting hypnotists may utilize to serve a number of purposes:

- Build greater conviction the client experienced hypnosis
- Enhance hyper suggestibility by connecting change work to phenomena
- Grow your business by building raving fans

When your client leaves your session KNOWING they experienced **hypnosis** as opposed to a profound state of relaxation, we better empower the client's belief structure in their capability of change.

There has become a modern trend in which the consulting hypnotist designs the process to "teach" the client how they may better relax, but remember:

Hypnosis is not relaxation.

Relaxation is not hypnosis.

Hypnosis is a state of heightened suggestibility.

Hypnosis will only feel like relaxation if those suggestions are given.

Why don't most hypnotists use these techniques?

1.) Fear of failure

- In this master class you will learn how to "supercharge" your suggestions for maximum effect, time your suggestions for the best possible results, and only test when you as the practitioner are thoroughly certain the techniques will work.

2.) Misconceptions of the process

- Some choose not to use these techniques because they're a demonstration of "power" or "control" over the client. In the applications you'll be learning, your client will be the one affecting the change, therefore greater reducing the risk of failure due to the context of success.

3.) Lack of motivation

- For many hypnotists, these techniques seem out-of-context. In the applications you will find yourself ready to integrate into your sessions, you'll know how to attach meaning to these moments for greater compounding of suggestions.

Thoughts on Tonality

**** THE APPROPRIATE VOCAL TONE FOR HYPNOSIS IS THE ****
**** TONALITY APPROPRIATE FOR THE SUGGESTIONS BEING GIVEN. ****

If you're delivering your suggestion in a long, drawn-out monotone... Stop it.

Emotions are the language of the mind. Put emphasis in your words. Excite your client's imagination with your language.

Forget everything you may have previously learned about deciding whether to classify your client as someone who needs an authoritative or permissive approach. This approach will only hypnotize you to believe the client may be more difficult with whom to work.

My style is to begin permissive and transition to authoritative. We'll be speaking among multiple wavelengths, and when the client "catches up" to our suggestions, they'll already be in a wonderful sequence of pacing and leading. Hypnosis is about suggestion, and we'll more consistently lead our clients to a better result with this approach.

Notice in the previous "script" the specific capitalization. Try to make this one thing happen and **INSTEAD THIS THING HAPPENS MORE**. Apply this one principle to your hypnosis sessions, and your results will improve overnight.

- Try to bring back the urge for a cigarette and **YOU JUST FEEL MORE COMFORTABLE**.
- Try to bring back that fear and **INSTEAD YOU JUST FEEL MORE AND MORE CONFIDENT**.
- Try to find that discomfort and **NOW YOU JUST FEEL MORE AT PEACE**.

The "Supercharge Your Conviction" Formula

- 1.) Compliance precedes suggestibility.
- 2.) As I count forward, this thing happens more and more.
- 3.) You're the one making it happen, so there's no loss of control.
- 4.) Begin permissive and transition to authoritative.
- 5.) The permissive / authoritative transition can be bold OR subtle.
- 6.) The deeper into the phenomenon, the more dissociative your language.
- 7.) The more hands-off you are, the better.
- 8.) Testing/convincers are not testing/convincers unless you test and convince.
- 9.) Harness the phenomenon into hyper suggestibility.
- 10.) Tonality and pacing is everything.

Testing/Convincers – Arons 1 – Eye Catalepsy

This is a process about making suggestions and having your body believe you.

So, in a moment, I'm going to give you an opportunity to discover the power of your own imagination, your subconscious mind.

In a moment, I'm going to count forward starting with the number ONE. With every number that I say, begin to NOTICE, begin to IMAGINE, begin to ALLOW your eyelids to begin to TWITCH, TIGHTEN, and SQUEEZE down just a little bit more tightly shut with each and every number that I say.

As ONE, those eyelids beginning to TWITCH, TIGHTEN, and SQUINT a little bit more with each number that I say.

As TWO, that's right, the eyelids beginning to SQUEEZE down more and more tightly shut.

And THREE, squeezing on down, as if like a clamp, like a vice, as if once they squeeze, they STAY THAT WAY.

FOUR, that's right, locking on down as if they've become GLUED, STUCK, TIGHT, and SHUT.

And FIVE, so TIGHTLY DOWN, that even if you were to TRY and open the eyelids, they just SQUEEZE DOWN tighter. TRY, and they simply SQUEEZE. TRY, and they just squeeze. Keep trying...

*(Release about 2-3 seconds after you see struggle. **Get the result and MOVE ON.**)*

Aaannndd QUIT TESTING, relax your eyelids, and send that feeling DOWN across your body, going much deeper.

Testing/Convincers – Arons 2 – Arm Catalepsy

You're exercising that power of choice, that muscle in the mind, and each and every time you use it, it just gets stronger and stronger.

In fact, let's play with that strength.

Please squeeze this hand into a nice, tight fist. That's right. Let that arm lift on up – shoulder, elbow, arm, that's it, and even as I let go, just let it hang out in place right about there. That's right.

With each number I say, begin to NOTICE, begin to IMAGINE, begin to ALLOW that right arm to grow STRONGER and STRONGER.

As ONE, (*tap shoulder*), that shoulder, that joint, locking in place, that arm getting stronger and stronger with each number I say.

As TWO, (*tap elbow*), the elbow locking down, straightening, stiffening, the entire arm growing STIFF and RIGID like a STEEL BAR.

THREE, (*tap wrist*), the wrist locking in place, the arm getting stronger and stronger, STIFF and RIGID like a STEEL BAR. So strong, that even I was to press down, it will just (*press lightly down on back of wrist*) SPRING right back into position.

And FOUR ... good, you're already doing it. The right-hand SQUEEZING DOWN tighter and tighter sending that energy (*light pressure on fist, pushing their arm into their shoulder*) ALL THE WAY up your arm.

And FIVE, SO TIGHTLY LOCKED (*repeat push on their fist*) that even if you were to TRY and bend the arm, it just gets even stronger. STIFF and RIGID like a STEEL BAR. TRY, and it just gets stronger. TRY, and it just gets stronger. STIFF and RIGID like a STEEL BAR. TRY, and it ... some people smile at that, it's a funny sensation...

(*OPTIONAL, if they smile:*) In fact, hypnosis is not just about the eyelids. Here's something you'll likely be talking about later. The rest of your body can keep relaxing, because as you open your eyes and look at that arm, it gets stronger and stronger. Try to bend, and it gets stronger and stronger. Kinda weird, right? You're doing great.

Good, now close your eyes, and as I tap on that arm, just let it arm relax right on back down. Good, that's right. Just going much deeper relaxed.

... and you can begin to appreciate the simplicity. That part of your mind that allowed your eyes to lock down as if they wouldn't open, and the part of your mind that allowed that right arm to grow so stiff and rigid as if it wouldn't even bend, is the SAME part of your mind now that allows you to create these changes.

More on Testing and Convincing

There are many in the hypnosis profession who do not test for hypnosis. In my opinion, it comes down to one of two possible reasons:

- 1.) Fear of failure. They don't want the process to go wrong. Note that given the nuances I've shared with the eye catalepsy and arm catalepsy strategies, I don't see failure. We've taken an effective strategy and made it more effective through hypnotic language patterns and emphasis.
- 2.) Laziness or lack of professional training. As you network with other practitioners, you may be surprised how many of them don't know to test for hypnosis.

Why test? In the words of Rev. William Mitchell, "Your clients want the WOW, the MAGIC, the Hypnotic Phenomenon!" Without these techniques, you could have had the most effective session ruined by a client thinking "Well I was relaxed, but I don't know if I was hypnotized."

LOSE THE NUMBER THREE

In a moment, I'm going to ask you to count from the number one up to ten. Imagine that today it's as if something interesting has happened. It's as if the number that used to live between two and four has disappeared. We'll bring it back later, you won't miss it at all. It's as if there's no room anymore between the numbers two and four. When I ask you to count to ten, you can just count from **one to four**, then on up to ten, noticing that thing just disappears even further.

(Have the client count to ten, then backwards, then give the number back to complete.)

HAND STUCK TO THE CHAIR

As I count from one to five, it's as if that hand sticks tighter to the chair.

1 – Feel the material under your hand as if it's all carved from one block of wood.

2 – Your hand sticking to the chair as if it's glued stuck tight shut.

3 – Think to yourself, "my hand is glued stuck tight shut"

4 – As if your hand and the chair have fused into one

5 – So that even if you TRY to move your hand, it just sticks even tighter. Try, and it just sticks even tighter. Try to move it, but you cannot.

Hypnosis is a state of the mind, not the eyes. Open your eyes, go much deeper, and your hand sticks even tighter. Try, and it and sticks tighter. Some people smile about this. That's right, close your eyes, go much deeper.

With all these testing/convincer techniques, emphasize the result you want and deemphasize the response you don't want. "Try to move your hands and IT STICKS EVEN TIGHTER."

Glove Anesthesia

(While most often a demonstration and technique for pain relief, at its core, this is a process of inducing a kinesthetic positive hallucination, and through that filter, this method has countless uses BEYOND painwork.)

“As I lightly graze the back of your hand over here, imagine instead of my finger it's a block of ice. And as I lightly graze that hand, as if you allow a cold, cool, numbing sensation to start to establish in that hand. Maybe the experience of digging your hand into a cooler filled with icy cold drinks and the more you search, the more that numbing sensation that cold cool sensation will come in.

Or perhaps you slept on your arms in a funny position and you wake up with things all pins and needles. Or perhaps you can think of the experience of going to the dentist and leaving the anesthesia still kind of there and the tongue it gets kind of numb for a couple of hours. Or even that experience of picking up something up while wearing thick rubber gloves.

As you allow that numbing sensation to establish in that hand, just raise that yes finger to show me how well you're doing. Relax that down. Go much deeper.”

At this point, you have several options:

- Pinch the client's hand to prove the anesthesia. Have the client describe what they felt, give the direction to open the eyes and go deeper, and have them look at the pinch mark on their hand.
- Transfer the numb sensation around the body through physical movement, and let it grow stronger each time it moves.
- Direct the client to allow the numb sensation to migrate inside the body to other parts of the body, and let it grow stronger each time it moves.
- Direct the client to send it down to their right big toe, suggest that they can now move it into an area that used to feel discomfort, and have the client's subconscious mind inform you when the old feeling is neutralized.
- Suggest that the hand can now act like a pump. Give instructions to either squeeze the hand or two fingers together which allows the hand to send the numb sensation throughout the body wherever it's needed.
- Suggest that perhaps a cold, cool, numbing sensation may not be the one they need. Perhaps something warm or pulsating may be better. Allow them to make that change and make use of the feeling as necessary.

Time-Distortion Setup

(Only make use of if you've noted the session start time before or during the process.)

Even though today we've only had these few moments of hypnosis together, these thoughts, suggestions, and experiences become a part of you simply because you choose them. Over the next few days you begin to find yourself thinking more clearly, concentrating more easily, seeing things as they are, taking action, taking control, even from just these few minutes of hypnosis we've spent together.

RED Trigger Setup

And ... this is interesting. Over the next few days, longer if you like, you'll start to notice the color RED. Of all things, the color RED. Red, RED, RED, RED. That color, RED, is going to begin to stick out, stand out, and shine out just a little brighter as a reinforcement, as a reminder of all the things you will accomplish from this point forward.

Whether that color RED is as small as fingernail polish, as common as a stop sign, a stop light, the tail lights of a car in front of you, or as big as a building or billboard, that color RED will seem just a bit more vibrant as a reminder of everything you accomplish this point forward.

It's not a reminder to have to do anything when you see the color RED, in fact you might not even notice it any differently, yet deep within your subconscious mind, that color RED will be at work reinforcing and reminding you of everything you accomplish from this point forward.

Post-Hypnotic Interview

...eyes open, notice how good you feel. Great, you stay relaxed back for a few minutes. You look like you needed that! First impression, how many minutes would you say that felt like? 15? Great, we started at 3:00, and it's now 3:45. That 15 minutes really was 45 minutes. We get a great distortion in hypnosis. Little things like that we layer into the process just to confirm where you are. The moment where your eyes were squeezing down, and the moment where your arm became stiff and rigid... Yeah, you seemed to get a kick out of that one! To use the most professional terminology I know... Dude, high five, you did great!

HARNESS HYPERSUGGESTIBILITY AND GIVE TWO-to-THREE FUTURE PACED HYPNOTIC SUGGESTIONS OF THINGS THEY'LL NOTICE IN THE WEEK AHEAD.

First Session Framework

Note that the following outline is not an “absolute” model. In client-centered hypnosis, we fit the process to the client, rather than the client to the process. That being said, it's often a fun exercise to try and come up with a reporting issue for which this framework would NOT be a possible option.

The items listed in italics are optional depending on the reporting issue.

- Intake/Interview
- Pre-Talk
- Permission to Tap
- Elman Induction
- 5 → 1 Deepener
- Eye Lock Testing Convincer
- Safe Place / Deep Breath Anchor
 - *Direct Drive*
- Straight-Line Transformation
- Arm Lock Testing Convincer
- Ego Strengthening
 - *Metaphor Work*
 - *Water Trick*
- Time Distortion Setup
- Red Reinforcer
- Emerge
- Post-Hypnotic Interview
 - *Confirm Next Session*
 - *Payment*

Subsequent sessions should begin with the phrase, **“We try to work chronologically from one session to the next, so give me a report of what you recall most from the last session and walk me through the time since then. What kind of changes have you noticed?”**

STRATEGIES FOR CHANGE

In this book, you will not find many hypnosis “scripts.” My approach is to share contextual strategies for change, rather than limit you by believing X method is only a fit for Y issue. **Change is change.** The remaining pages of this text will include several excerpts of scripts, metaphors, and techniques which are all modular and can be applied for countless issues which your clients may bring to your session.

DIRECT DRIVE TECHNIQUE

In a moment, I’m going to begin to repeat a phrase out loud. That phrase is “I am now a non-smoker, and I’m going to be a non-smoker for the rest of my life.” Now, I’m going to say it out loud maybe 5, 10, perhaps even 15 times. I’m going to say it a lot. Now, your mind, let the words become your own. As I repeat the words out loud, I want you to hear them inside as your own. As I repeat the words out loud, I want you to hear yourself in your own words repeating them in your own mind, getting stronger and more confident with each and every time the phrase repeats.

“I am now a non-smoker, and I’ll be a non-smoker for the rest of my life.”

“I am now a non-smoker, and I’ll be a non-smoker for the rest of my life.”

“I am now a non-smoker, and I’ll be a non-smoker for the rest of my life.”

That’s right, getting stronger and stronger.

“I am now a non-smoker, and I’ll be a non-smoker for the rest of my life.”

“I am now a non-smoker, and I’ll be a non-smoker for the rest of my life.”

“I am now a non-smoker, and I’ll be a non-smoker for the rest of my life.”

“I am now a non-smoker, and I’ll be a non-smoker for the rest of my life.”

“I am now a non-smoker, and I’ll be a non-smoker for the rest of my life.”

“I am now a non-smoker, and I’ll be a non-smoker for the rest of my life.”

Feel that confidence rising more and more.

“I am now a non-smoker, and I’ll be a non-smoker for the rest of my life.”

“I am now a non-smoker, and I’ll be a non-smoker for the rest of my life.”

“I am now a non-smoker, and I’ll be a non-smoker for the rest of my life.”

“I am now a non-smoker, and I’ll be a non-smoker for the rest of my life.”

“I am now a non-smoker, and I’ll be a non-smoker for the rest of my life.”

“I am now a non-smoker, and I’ll be a non-smoker for the rest of my life.”

And from this moment on, you ARE a non-smoker, not because I say so, but because you say so.

"Ego-Strengthening" Script
Dr. John Hartland

"You have now become SO deeply relaxed ... SO deeply relaxed that your mind has become SO sensitive ... SO receptive to what I say ... that EVERYTHING that I put into your mind ... will sink SO deeply into the unconscious part of your mind ... and will make SO deep and lasting an impression there ... that NOTHING will erase it. In this condition, your subconscious mind is NOW at the forefront; it is NOW readily accessible to my suggestions to you.

"Consequently ... these things that I put into your unconscious mind... WILL begin to exercise a greater and greater influence over the way you THINK... over the way you FEEL over the way you BEHAVE.

"And... because these things WILL remain ... firmly imbedded in the unconscious part of your mind ... after you have left here ... when you are no longer with me... they will continue to exercise that same great influence ... over your THOUGHTS... your FEELINGS ... and your ACTIONS ... JUST as strongly ... JUST as surely, JUST as powerfully ... when you are back home ... or at work ... as when you are actually with me in this room.

"You are now so VERY DEEPLY RELAXED ... that EVERYTHING that I tell you ... that is going to happen to you ... FOR YOUR OWN GOOD ... WILL happen ... EXACTLY as I tell you. And EVERY FEELING... that I tell you that you will experience ... you WILL experience ... EXACTLY as I tell you. And these same things WILL CONTINUE TO HAPPEN TO YOU... EVERY DAY ... and you WILL CONTINUE TO EXPERIENCE these same feelings ... EVERYDAY ... JUST as strongly ... JUST as surely ... JUST as powerfully... when you are back home ... or at work ... as when you are with me in this room.

"As a result of this deep hypnotic rest ... YOU are going to feel physically STRONGER and FITTER in every way. You will feel MORE alert ... Wider awake ... MORE energetic. You will become MUCH less easily tired ... MUCH less easily fatigued ... MUCH less easily discouraged ... MUCH less easily depressed. EVERY DAY ... you will become SO DEEPLY INTERESTED in whatever you are doing ... that your mind will become COMPLETELY DISTRACTED AWAY FROM YOURSELF ... you will no longer THINK NEARLY AS MUCH ABOUT YOURSELF... you will no longer DWELL NEARLY AS MUCH UPON YOURSELF AND YOUR DIFFICULTIES... and you will become MUCH LESS CONSCIOUS OF YOURSELF ... MUCH LESS PRE-OCCUPIED WITH YOURSELF ...AND WITH YOUR OWN FEELINGS ... EVERY DAY your nerves will become STRONGER AND STEAD-IER ... your mind CALMER AND CLEARER ... MORE COMPOSED ... MORE PLACID ... MORE TRANQUIL. You will become MUCH LESS EASILY WORRIED ... MUCH LESS EASILY AGITATED ... MUCH LESS FEARFUL AND APPREHENSIVE ... MUCH LESS EASILY UPSET"

"You will be able to THINK MORE CLEARLY ... you will be able to CONCENTRATE MORE EASILY. You will be able to GIVE YOUR WHOLE, UNDIVIDED ATTENTION TO WHATEVER YOU ARE DOING ... TO THE COMPLETE EXCLUSION OF EVERYTHING ELSE. Consequently ... YOUR MEMORY WILL RAPIDLY IMPROVE ... and you will be able to SEE THINGS IN THEIR TRUE PERSPECTIVE ... WITHOUT MAGNIFYING THEM ... WITHOUT EVER ALLOWING THEM TO GET OUT OF PROPORTION ... EVERY DAY ... you will become EMOTIONALLY MUCH CALMER ... MUCH MORE SETTLED ... MUCH LESS EASILY DISTURBED. EVERY DAY ... YOU will become... and YOU will remain ... MORE AND MORE COMPLETELY RELAXED ... AND LESS TENSE each day ... both MENTALLY AND PHYSICALLY ... even when you are no longer with me. And AS you become ... and AS you remain ... MORE RELAXED ... AND LESS TENSE each day... SO ... you will develop MUCH MORE CONFIDENCE IN YOUR-SELF... more confidence in your ability to DO ... not only what you HAVE to do each day ... but more confidence in your ability to do whatever you OUGHT to be able to do... WITHOUT FEAR OF FAILURE... WITHOUT FEAR OF CONSEQUENCES ... WITHOUT UNNECESSARY ANXIETY ... WITHOUT UNEASINESS. Because of this ... EVERY DAY... you will feel ... MORE AND MORE INDEPENDENT ... MORE ABLE TO STICK UP FOR YOURSELF ... TO STAND UPON YOUR OWN FEET ... TO HOLD YOUR OWN ... no matter how difficult or trying things may be.

Insert Suggestions Here:

"EVERY DAY ... you will feel a GREATER FEELING OF PERSONAL WELL-BEING ... A GREATER FEELING OF PERSONAL SAFETY ... AND SECURITY ... than you have felt for a long, long time. And because all these things WILL begin to happen ... EXACTLY as I tell you they will happen ... more and more RAPIDLY ... POWERFULLY ... and COMPLETELY ... you will feel MUCH HAPPIER ... MUCH MORE CONTENTED ... MUCH MORE OPTIMISTIC in every way. You will consequently become much more able to ... RELY UPON and DEPEND UPON ... YOURSELF... YOUR OWN EFFORTS ... YOUR OWN JUDGMENT... YOUR OWN OPINIONS... You will feel ... MUCH LESS NEED ... to have to RELY UPON ... or to DEPEND UPON ... OTHER PEOPLE."

JASON'S ALL-POSITIVE EGO STRENGTHENING

- As you walk out that door today, you begin to find yourself feeling physically stronger and fitter. MORE alert, MORE wide-awake, and MORE energetic.
- You begin to find yourself feeling SO deeply interested in whatever you are doing, that your mind is MUCH LESS preoccupied with the challenges of yesterday, and MUCH MORE aware of your abilities today.
- Every day your nerves become stronger and steadier. Your mind is calmer and clearer, more composed, more peaceful and at ease.
- You begin to think MORE clearly, concentrate MORE easily, and your memory improves as you see things in their true perspective, without allowing them to get out of proportion.
- Every day you find yourself becoming emotionally much calmer, MUCH MORE peaceful and at ease.
- You feel a greater feeling of personal well-being, a greater feeling of personal safety and security, MORE than you have felt in a long, long time.
- You begin to discover much more confidence in yourself, MUCH MORE confidence in your ability to do, not only what you have to do each day, but MUCH MORE confidence in your ability to do whatever you ought to be able to do, and to do it easily, optimistically, and happily.
- Because of this, every day you feel more and more independent, more able to stick up for yourself, especially when it's to yourself, to hold your own, no matter how difficult or trying things may be.
- And, because all these things will begin to happen, not because I say so, not because of some wonderful words I know how to say, but simply because it's the nature of who you are. You begin to feel much happier, much more contented. Much more cheerful, much more optimistic, and it really is true, every day in every way you will do better and better.

This is an all-positive handling of Hartland's Ego Strengthening technique modeled after an idea from Ron Eslinger. This information can be used in ANY advanced hypnotic intervention, whether it be future pacing, age regression, parts therapy, forgiveness, etc.

EVOLUTION REFRAME

So, in this moment now, I want you to realize that you are now an entirely different person than who you were before. Today, you're a different person than you were in your past.

Now... I say that in the simplest of meanings possible. At one point in your life you were a small child that had to learn to crawl before you could get up and walk, today, you seem to get around just fine. In the past, you were a baby that needed someone else to feed and bathe you, and today, you seem to be getting along just fine.

So just as you grew out of those old needs in the past, today, you allow yourself to grow up and grow out the challenges of yesterday.

STATUE OF DAVID METAPHOR

It reminds me of a story of the Statue of David, carved by the great artist Michelangelo. The legend goes that the artist found an imperfect piece of marble, and just as soon as he saw it, his eyes pierced through the solid stone and he saw the statue inside waiting to be found. You know, to carve a statue, one doesn't start with a blank canvas like a painter and add materials to create the image. For a statue, the sculptor must chip away everything that doesn't need to be there in order to create the image.

So, while people could say that Michelangelo created the statue, the truth is that, for him, that statue was inside waiting to be found. It was never a process of creation, it was always a process of discovery, as he began to chip away, sand away, and polish away all the layers that just didn't need to be there anymore.

So just as today you could travel to Italy and see that statue standing some 500 years later with your own eyes, it was as if that great artist discovered it as well. Chipping away, sanding away, polishing away all the layers that just didn't need to be there anymore.

And perhaps your conscious mind has already put together exactly why I told you this story today, though your subconscious mind is already at work, chipping away, sanding away, and polishing away all those layers of you that just don't need to be there anymore.

THE WATER TRICK

(Build the hypnotic contract... "Do you feel you drink enough water?")

And in a moment, with every number I count, begin to notice, begin to imagine, begin to allow a dry sensation to settle in around the mouth, the tongue, and lips. That urge to try to salivate, to try to swallow, growing stronger and stronger with each and every number I say.

ONE, that mouth just starting to feel dryer and dryer.

TWO, that's right, that urge to salivate, to swallow, growing more and more.

THREE, that dry, sticky feeling as if you've been outdoors all day

FOUR, that dryness growing more and more, and...

FIVE, that dry feeling is your body's natural thirst for plain, pure, natural water.

And the only thing that will satisfy that thirst, now, is plain, pure, natural water. In fact, from this point forward, whenever you feel the urge to place something in your mouth when you know you're not even hungry, you'll recognize now as your body's natural thirst for plain, pure, natural water. Satisfying that thirst freely and frequently throughout the day with energizing, refreshing, and cleaning servings of that plain, pure, natural water.

Now, the water is exactly what your body needs. The water is exactly what your body craves. The water helps to wash away the broken down fatty particles and toxins from your body, and the temperature of the water at the back of your throat helps to calm your mind.

So now, today, tomorrow, and for as long as you find it beneficial, anytime you feel the urge to place something in your mouth when you know you're not even hungry you'll recognize now as your body's natural thirst for plain, pure, natural water.

Use this method to:

- *Curb cravings*
- *Increase water intake (duh...)*
- *Reduce/eliminate alcohol*
- *Increase speed of physical healing for stop smoking clients*

Programming an Ideomotor Signal
(Credit to Ines Simpson for the style of this method.)

Now, no matter how deep you go in this process today, this right hand will always be responsive to my suggestions. In fact, you can allow your subconscious mind to communicate directly through this right hand. Go ahead now and select a finger on this right hand to indicate a YES response, and raise that finger now. Good, now lower that finger and go much deeper.

Now, let's condition that to become automatic. Whenever I say the word YES, let that YES finger pop up and down just as quickly as I've said the word.

Here we go... YES... YES... YES YES... YES YES... YES YES YES YES... YES.

Good, now go much deeper.

We can also allow another finger or thumb on that hand to indicate a no response. Go ahead and raise that finger or thumb now. Good, now lower that finger and go much deeper.

Now, let's condition that to become automatic. Whenever I say the word NO, let that NO finger pops up and down just as quickly as I've said the word.

Here we go... NO... NO... NO NO NO... NO NO NO NO NO NO... NO NO...

Good, now let's make the whole thing automatic.

YES YES NO NO NO NO NO YES YES NO YES NO YES NO YES YES YES NO...

Perfect, that's right, you're doing great, and just let every breath you exhale help you to go much deeper.

Now... yes or no, is the subconscious mind ready to work with us as team today and help remove this challenge?

(YES)

Great...

LISTING PATTERN

In the pre-talk, future pace their result to falling under three possible subjective outcomes.

Smoker:

- They won't think about cigarettes
- They think of it but know they don't have to smoke
- They have a momentary mind-battle, but they take control and they're fine

Public Speaking:

- They realize after the talk just how well they did
- They think about the fears, but know they're going to be fine
- They feel some mild anxieties, and they use a technique you shared

Sample Listing Pattern in Your Hypnosis Pretalk:

(Credit to Don Mottin for the inspiration of the original concept.)

First of all, there are three basic categories you may find yourself falling into just from this process today.

Group number 1: Out of sight, out of mind. You could not care less. It's done. It's over. You don't care about them. A good third of people, very good quantity.

Group number 2, I call the habit of having the habit rather than the habit itself. The best example was this woman. She's driving to visit her sister. And she hits that one really, really, really long stoplight. And by habit, her hand goes towards her purse. At which point, she laughs at herself because she threw the cigarettes out like two or three weeks ago. She hadn't smoked at all since then. But that stop light, really, really long, she's reaching. "Oh yeah, I threw them out."

I had the laser eye correction done like two years ago. And if it's 3:00 in the morning and my kids are screaming, I'm scrambling for my glasses, and then realizing, "Oh, wait. I can see now." So again, take it for the novelty of it.

Group number 3, the last group of people, they may have that brief mind battle; that "Yes, no, yes, no." In the past, that may have been that moment of truth. Now it becomes an opportunity. You make use of one of the strategies that comes out of the process today. You refocus on your goals. You let the moment pass and it passes faster than it ever came on before and you're fine. But take note, *all three of these groups are successful*. I don't know which one of those three you'd find yourself falling into. But basically follow some simple instructions, you'll do great today.

CONTROL ROOM

Use descriptive language to bring your client into a control room of their mind and make changes. The possibilities within this ingredient are endless.

- The walls of the room are lined with knobs, switches, and gauges. In the middle of the room, there's a book – the owner's manual for their perfect health. Describe the client memorizing the settings of the book, and then feeling drawn automatically toward the wall and begin to make adjustments to the settings. Note that some dials may need continual or incremental adjustments, so they can return to this space in their mind or body whenever they need to.
- In the control room, they find the computer that contains all the functions, programs, strategies, and feelings that make up who they are. Allow them to run a system defrag or antivirus software and clean up the issue themselves.
- Give them a remote control with all the necessary buttons.
- Have them discover that mechanism that controls a habit, and in a moment of silence, allow them to come with their own solution to destroy/replace it.

For a smoker who has only cut back, I like to describe that they've found that part of them that used to require cigarettes, and it's time to put it out of its misery like an almost-dead animal on the side of the road.

- Imagine the walls are covered with pieces of paper of one color that are negative thoughts and positive thoughts that are a different color. Describe the client ripping down the negative pieces and putting up more positive ones until the negative color cannot be found anymore.

IPOD VOLUME

Perhaps you can remember years ago back when we used to carry around personal cassette or audio CD players. The device would live in a backpack or some kind of bag, and then at some point you'd choose to listen to it. However, perhaps it rubbed up against something in there because soon the music would begin to play and it would be deafeningly loud.

Of all things, the "geniuses" over at the Apple computer company came up with a fascinating piece of technology many years ago. Several years ago, in the one of the new models of an iPod music device, they introduced the ability to go in and lock the highest volume at which you'd be comfortable. For example, if you know you'd never want it above 80% of the maximum volume, you could go into the settings and lock it there. This way, no matter what happens, you've locked that volume so it cannot ever go higher than you'd like it.

So, in your mind now, as you've noticed that feeling of _____ only about 20% of what it was before, take a nice deep breath, and as you do, lock that feeling as if that's as high as it could ever go again. This way, in case you ever encounter _____ again, the most it can ever be is 20%.

THE SUBCONSCIOUS ROUTINE

As you continue to go deeper, with each and every breath you exhale, I want you to notice how wonderfully powerful and wise your subconscious mind is.

Think of it, without any need for direction, your heart has continued to beat perfectly. You never need to remind it, it just knows what to do.

Also, realize that, assuming you've had something to eat today, your body has been at work digesting that food for you. Again, you don't have to think about it. Your body just knows what to do. You've never had to remind yourself to digest food, it's just a wonderful automatic function.

And there's one part of you that's the most perfect subconscious behavior of all. It works perfectly on its own. In fact, in a moment, I'm going to be silent, and in this moment of silence now, I want you to notice how natural and normal your breathing is now...

...and you may have already noticed that the moment that I told you to stop and think about your breathing, it was no longer natural and normal. Before it was slow and rhythmic with just a brief pause at the bottom of each breath, but when I told you to stop and think about it, you changed it. The breathing was no longer slow and natural. You first sped, up, then you paused for a while, and then even now it's not back to what it was before.

And isn't that interesting? When you take a part of you that's perfectly subconscious in nature and bring it into the conscious mind, you interrupt just how perfect it was before.

So now, today, tomorrow, and for as long as you find it beneficial, you're going to be surprised just how well you can trust in your subconscious mind when it comes to

CHANGING SUBMODALITIES

This isn't so much a "script" as it is a concept borrowed from the NLP model. Submodalities are building blocks of experience. Imagine interviewing a dozen people who say they feel "stress" or even a "craving." These words are nominalizations, yet by asking "how do you feel that in your body" can produce much more descriptive experiences. Even better, it may invite your client to describe their experience in the form of a metaphor, such as "it feels like there's someone standing on my chest" or "I'm locked in a block of ice."

The moment your clients gives you such a description, they've given you a gift of hypnotic suggestion. The next time your client uses a feeling word, seek more description. "How do you feel that in your body? Where is it the strongest? If it had a color, what would it be? Is it still or moving?"

POLE VAULTER

You know, the most inspiring person who ever sat in that chair, of all people, was a fourteen-year-old girl. She was tall and she could run fast, so as she moved from middle school to high school, she got tapped on the shoulder and was told by a Track & Field coach that she was going to be a pole vaulter. And with a fear of heights, she found herself in that chair.

Well, she overcome her fears easily, and she said something interesting that I want to share with you today. She had tried for weeks to try and get over that bar, but she would always second guess herself, become fearful, and just not successfully make the jump. However, she said me, "I refuse to look at each time I tried to get over that bar and I didn't as a failure. If I called myself a failure, that's all I'd ever amount to. Instead, each time I tried to make it over but I didn't make it was just preparation. I've been in training just to get it right."

So it's true: you've tried before. If anything that proves something empowering. It never was a question of IF you'd _____, it was always a matter of WHEN. The fact that you tried proves you always known that one day you would _____. So today, in this moment now, all those attempts are no longer tries. Instead, they've been preparation. Preparation for this one moment now as you walk out that door, you _____, and you have it for the rest of your life.

ELEPHANT STORY

Of all things, it reminds me of a story of baby elephants. You see, the way they train baby elephants is that they attach a large metal collar to the animal. Now, that may sound cruel, but remember that even as an infant that elephant is a strong animal. They then attach a large metal chain to the collar which is then driven into a stake in the ground. This way, if the elephant tries to get away, it feels a familiar tug and it learns to stop trying.

And I'm sure you know the phrase "an elephant never forgets." Because as the elephant grows into adulthood, they no longer need a large metal collar. They replace it with a leather harness like we'd use for a dog, just bigger. Instead of the metal chain, they use a rope, similar to what you or I would use to tie something to the back of a car. So even if the elephant were to try and get away, it would feel that familiar tug from the past and know to stop trying.

But then one day, everything changes. Perhaps it's a threat like smoke or fire. Perhaps it's something else. But the elephant takes a step and the rope snaps like a piece of string. And in that one step the elephant is free. It can never go back to the old way.

With each step it takes, it grows stronger and stronger. In fact, in that one single step, it unlearns everything from its past. Perhaps you've seen movies in which elephants have to be returned to the wild. These are the often the elephants they speak of. And today, as you take that first step forward...

TALE OF TWO CITIES PATTERN

(Credit to Richard Nongard for the idea... and of course Charles Dickens...)

...and of all things, it reminds me of beginning of a classic novel, a book that I'm not sure if you've read. If you haven't read it, I'm sure you've heard of the opening sequence of words. A classic book, which begins with the familiar words

“...It was the best of times, it was the worst of times, it was the age of wisdom, it was the age of foolishness, it was the epoch of belief, it was the epoch of incredulity, it was the season of Light, it was the season of Darkness, it was the spring of hope, it was the winter of despair, we had everything before us, we had nothing before us...”

These classic words that I'm sure you've heard before, yet perhaps now you can begin to allow yourself to remember and recall them at all levels of the mind, and perhaps begin to understand how these words carry meaning for you. To take that experience now and realize that in one simple passage of words within just a few sentences referencing times that were the best and the worst. Ages which were full of wisdom and foolishness. Times of light and darkness. Times of hope and despair. Yet, of course, what's interesting about all of this is it's all referring to one specific moment in time. It's all referring to one specific experience.

Perhaps the old familiar phrase about people who would see the glass as being half full or the glass being half empty is really it all comes down to your own perception. As you can take this moment now and become aware of your own strength, perhaps even become aware, which forgive the phrase, in which you may have been hypnotizing yourself to believe these issues, these challenges were too big to be overcome. To take this experience now and realize that for every reason this has been a challenge for you up until this moment.

From this day forward instead now it can become every reason you find greater and greater success. To connect with your best of times. To connect with your wisdom. To connect with your belief, your light, your hope, and all of your abilities now.

TABLE OF AVERSION

(I rarely use aversion in my process, but if I do, here's my preferred method. Note that it involves special anchoring, as in moving around the room. I satisfy any "surprise" factor of this in advance by sharing the statement, "You will hear me stand up for a moment and stand on the other side."

And so in your mind now, I'd like you to simply begin to imagine a room. A room that can only exist within your imagination. And in this room, there's a table. And on this table is the perfect, most beautiful display of all those foods that at one point you may have identified as being part of the problem. And they're there. It's perfectly well-lit. It's as if it's all been arranged for a photography shoot. All the amazing colors, all the amazing textures and maybe you can become aware of the smells of just these incredible things that, up until recently, perhaps have been a part of the problem. These things that you've already told me that today you'd like to eliminate.

So in a moment, I'm going to count backwards from five to one. As I count from five to one, notice how those foods now begin to change. As five, their texture's now beginning to lose shape and form. What used to be clear and defined, now kind of oozing down onto the table. Four, maybe some of the color's beginning to lose their focus. What used to be a dark, rich brown, what used to have perhaps some other colors as well is kind of turning into a dull, white, kind of milky, yellowish, industrial grey. As three, all definition of these items just oozing down onto that table and just into a blob of gunk. As two, noticing now how some of that stuff just begins to drip down the leg of the table and just plop onto the floor. As very clearly, one, you've now noticed that food transform into the very fat it becomes on your body. Just notice that mess. Notice that sludge. Notice that sensation of all that stuff you're just ready to let go of. And let the eyes open. Let the eyes close. And be there back at that experience again. There's that table. There's all those foods. They're still the same, but notice how your perception of them has already begun to change. There they are, perfectly displayed, like as if it was a commercial trying to sell this stuff. Yet, notice how already perhaps your interest in it has begun to shift.

And, once again, five, notice it all just oozing already down onto that table. Four, the colors. That yellowish, milky, industrial kind of a medical grey and gunk. As three, already oozing and dripping down the legs of the table, plopping onto the floor. Two, I don't know if this time you might be able to become aware of some smells that might be connected with that as one. As if one, just at the sight of that stuff now, you can become aware of that excess fat that's still there on your body that you're ready to let go of.

So now, as you walk out that door today, the moment you see that food, the moment you see those things that before may have seemed so enticing, now you can see it for what it actually is and feel that urge. Just to be done with that stuff, shedding that excess weight. Let the eyes open. Let the eyes close. And you're going to hear me stand back over here. And let's go back to the beginning of the scene, but change it up. You're in that room. There's that table. The table now is filled with something different. The table now is filled with all those incredible, healthy, nutritious things that you know in your heart and mind you should be enjoying more of. That table is like a wonderful display of all these good, healthy things that give your body the fuel it needs to shed that excess weight, to feel that excess energy. To be able to do all these things that now you get to do with your ideal shape and size.

In a moment, I'm going to count from one onward. As I count from one onward, feel that energy rising on up. As one, imagine there you are, moving throughout your day, filling your entire day with these good, healthy, nutritious foods at the appropriate amount that gives your body what it needs to survive and thrive. Two, energy increasing. Feel that awareness rising within you. That's right, that energy just being drawn to this stuff, as it gives you the fuel you need to feel the way you want. As three and four, that's right, letting that energy just rise on up, feeling better and better. As five, as you walk out that door today, finding yourself now being drawn more and more to these good, healthy choices at the appropriate amount. Giving your body energy throughout the day. You can hold onto that sensation for as long as you choose...

Detoxing Emotional Triggers (Collapsing Anchors)

Modeled after Michael Ellner

Video transcript for existing clients:

Hi there. I'm Jason Linett. This is a technique that many of my clients have found to be extremely helpful to help them to detox emotional triggers, and I'm excited to share it with you. Please go ahead and do this. Go ahead and close your eyelids on down. This'll be experiential, then I'll teach you how it works. As you close those eyelids down, I want you to imagine for a moment as if you could lift yourself up in time and place yourself back in a specific experience over the last week or so, a moment where you felt stressed about something. And let it be specific, not every time this thing happens, no, that one time last week, Thursday at 2:00 PM that it happened. Whatever that is for you.

And as you place yourself back in that stressful moment, go ahead and just simply take your left hand, squeeze your left hand down into a nice tight fist. And this may seem counterintuitive, but as you think about that stressful moment, as you squeeze that left hand into a fist, ramp up that negative emotion. Let it bother you a little bit more. Let it stress you out a little bit further. And now, relax the hand, release that fist. Briefly let your eyes open back up, and let them close right back on down. Good.

Now I want you to think about an incredible, positive sensation. That almost life-changing, miraculous feeling when you're having a good hair day. Anything that makes you laugh, anything that makes you smile, something you laughed at that was inappropriate, and the fact that it was inappropriate made you laugh a little bit more. Allow yourself to reconnect with anything good, positive, beneficial, pleasurable you'd like in your life. Stack these things on top of each other, and as you do that, take your right hand, squeeze your right hand into a fist and ramp up all these good, positive emotions. Ramp up all these good, positive feelings.

This is nothing new. This is who you are. Relax that fist, release those fingers. Let your eyes open back up. Good. Let your eyes close right back down, and in a moment I'm going to count from one to three. At the count of three, specifically at three, we'll have you squeeze both hands down at the exact same time. Right at three. Get ready. Here we go. And one, two, two and a half, almost got you there, three. Squeeze both those hands down separately, and in your mind project yourself into your own positive outcome. Be there as if you are interacting with an experience similar to that old problem, but this time, be there living out that experience with

better resources, better strengths, discovering greater solutions, greater options than perhaps you gave yourself credit for before.

As you squeeze those hands down, project yourself into your own empowered future outcome. This is nothing new, this is who you are. Relax those hands, release those fists. Take a nice deep breath in and let those lungs fill up with air. Breathe it on out, let those eyelids open back up. And notice this, as you think back to the old problem state, notice what's different now. So here is the strategy. The technique is hypnotic in nature, though it doesn't require a deep state of hypnosis. Here's how it works. First of all, there's something a little different about the application of the strategy. This is not something that I teach you and I can tell you to go off and do this a dozen times every single day, because at its core, this is a reactionary experience that even if you feel some of that old unresourceful feeling, this is what you can do in response to it, as we said before, to detox that emotional trigger.

So, the technique is very straightforward. The easy way to remember it is bad, good, pace it forward. You're going to connect with that negative emotion, you're then going to connect with the positive emotion, and then you're going to fire both of these what we call triggers off, both of these anchors off, at the same time. And then on top of that, let your imagination take you into the desired outcome and replay that future scene with better resources, better strategies. What this is essentially doing is it's short-circuiting that negative pathway in the mind and redirecting towards that more positive one. So the sequencing is very simple. Bad, good, pace it forward. And quite honestly, you can use whatever sequence of hands that you want, I've really found it doesn't matter, though many people find it easier to remember left as in leave it behind, left behind to put the negative in the left, whatever works for you. It's really not that specific. It's the principle that applies this what we call collapsing anchors strategy.

So the way that you'd put this into application would be that if you experience that negative emotional state, whether it's a stressful feeling, anger, craving, whatever it would be, we've honestly used this on basically everything that's come into the office here. Before that feeling can take control of you, you take back control of it. As the feeling ramps up, you harness it, squeeze into it. And briefly, if appropriate, close the eyes and ramp up that negative emotion. Really. That sounds counterintuitive, but for that brief moment take that negative feeling and make it worse, like a dimmer switch. If you can turn it up, you can turn it down as well. So in that brief moment, you're the one harnessing that bucking Bronco of that negative emotional state, proving that control you have.

Then from there, connect to something positive. Everybody I work with hears me use the phrase, "You're having a bad hair day," especially the guy who's lost a little bit around the temples and then decides to shave everything off as if that's what he really wanted to do. I joke, I might be a couple of years away from that. Anything positive, anything silly, resourceful. There's something beautiful about suggesting inappropriate laughter, we all connect to something on that one. Anything good and positive, connect to that.

The principle in the next phase will be that neurons that fire together wire together. The next phase is you fire off both of those anchors at the same time, and while you're doing that, this is that pace it forward moment. Project your imagination to be living through that future event with much better resources, much better strategies. The great thing about this technique is that you can do it practically any time, anywhere, and no one really knows you're doing something. I train it to you with your eyelids closed, though in application I've had people with that sort of performance anxiety, stress anxiety, public speaking fear cycle, that they're sitting there at the table waiting for their presentation and beneath the table, "Squeeze the left, squeeze the right. Yeah, I've got this. This is going to be easy." And the easy joke here is that it's fantastic for road rage, because your hands are right there in front of you, hopefully on the wheel. So this is a technique that works, and I'd share with you my favorite metaphor. You can't go and buy a hammer and say, "This hammer doesn't work, could I swap it out for a new one?" Put this technique to use. We've had a lot of great feedback from thousands of clients over the years. I look forward to hearing of your success with it.

Age Regression

In somnambulism, a client can experience revivification. This is reliving of past events as opposed to remembering past events. Questions asked in the process will arrive immediately and automatically as opposed to with thought as they would be with conscious intervention.

Regression is done to uncover the cause of a client's issue or it can be done recreationally for entertainment or enlightenment purposes.

The role of a good hypnotist in this process is to "never lead the witness." Questions should be open ended in order to encourage the client to continue speaking, as opposed to making assumptions. For example, you'd ask "What happens next" as opposed to "What does he do to you?" There is a potential for the controversy of planting false memories, but by asking these open-ended questions, you'll only ever be collecting information like a good detective.

The process produces an empowering catharsis of emotion, building up what it's time to build up and releasing what it's time to release.

Note that we've previously discussed how to alleviate an abreaction. "The scene fades and you tend to your breathing." In this approach, the abreaction is sought out with purpose. **When we create it, we can control it.**

The process behind all age regression work is to:

- Find the cause
- Provide insight
- Run the scene again with better strategies in place
- Clean up any subsequent events
- Future pace to check your work

We'll discuss several regression techniques, though the focus will be affect bridge regression followed by informed child technique. This builds a gestalt or chair therapy process in which the client hallucinates talking to themselves at an earlier age. Regression works because you suggest it will happen. Achieve somnambulism and then set the framework that they can remember past events, whether they're holding onto it consciously or not.

Like many other practitioners, I don't tell the client we're about to do age regression. This invites conscious intervention. "Maybe it was this event..." Instead, I speak through metaphor. "Today's process is kind of like a slingshot. We're going to pull back through time only with the intention of letting go, and when we let go, that momentum is going to propel you in the direct you want things to be going now."

AFFECT BRIDGE

And now, your attention goes to a feeling inside yourself that you don't like. A feeling that has everything to do with why you came here today. That feeling you've tried ignoring, tried distracting, but today you are going to dissolve it away.

As I count from 1 onward, let that feeling come up as real and as powerful as it has ever been.

- 1... that feeling is beginning to rise within you
- 2... coming up more and more
- 3... coming up strongly now
- 4... becoming strong and as powerful as it has ever been
- 5... there it is, and it is a bridge to the past

Focus on that feeling, it is connected to every time in your life that you felt that way. It's like a bridge to every time you felt that way before. As a count from 5 to 1, notice how you can follow that feeling to an earlier time, and earlier situation in which you felt that feeling now.

- 5... following that feeling back
- 4... perhaps becoming younger, smaller
- 3... an earlier time, and earlier situation
- 2... connect with your eyes, ears, or body
- 1... be there now, as if it's happening all over again

ASSOCIATE INTO THE EXPERIENCE

First impression:

- Is it daytime or nighttime?
- Inside or outside?
- Alone or with someone?
- Describe the scene, what's going on?

GATHER INFORMATION

The most important thing here is to NEVER lead. Only ask open-ended questions:

What happens next?

Who is there with you? What's happening?

What do you think is going to happen? What happens next?

First impression, How old are you?

What's that feeling inside of you?

How do you feel that feeling inside of you?

Where is that feeling the strongest?

REMEMBERING vs. REVIVIFYING

If the client is speaking in past tense terms, they're not associated into the experience. Age regression is a stronger change process with more association, though depending on the practitioner's preferences, you may choose to shift to remembering regression rather than revivifying for traumatic events. I err on the side of "going through it to get out of it." The following tactics can help you shift to revivification.

- As I pick up this hand and drop it, step into your body now.
- See it through your own eyes, ears, and body.
- Rewind the scene, and this time, be there as if it's happening around you.

CONFIRM THE I.S.E.

As you focus on that feeling, is it familiar, or is it new? Familiar, as in "here we go again," or new, as in "What's going on?" Familiar or new?"

Familiar: Good, as I count from 5 to 1, follow that feeling to an earlier time, an earlier situation in which you felt that way.

New: In a moment, I'm going to tap on your hand three times. At the third tap, you'll be there at the very first time you felt that way. Tap, tap, tap. Be there. First impression, etc.

HYPNOANALYSIS vs. HYPNOTHERAPY

In earlier models of regression, the doctor-hypnotist would have often emerged the client and provide insight as to why the problem was there in the first place. This was hypnoanalysis. In our modern applications of hypnotherapy, we only associate into the event to change the PERCEPTION of the event, reframe, rebuild, and move forward.

INFORMED CHILD

Now let me talk to the grow-up you. Wow, it would be nice to know then what you know now, isn't that true?

Good, because in a moment, I'm going to count to three. And when I do that, it's going to be as if there's three of us there. You at five years old BEFORE you felt that scared feeling. You all grown. And me.

Because you told me if you knew then what you know now, you wouldn't have needed to have ever felt that scared feeling in the first place. So today, as we take that information back to you then, it becomes as if FIVE never had to feel that way, and something wonderful will happen. It will suddenly become as if you never felt that scared feeling in the first place. Would you like that?

Great, here we go. One, two, three. Be there.

You're grown up, she's five years old. We've arrived before anything has happened. Describe the scene. Has anything happened yet? Good. And you can go up to her. And she instantly knows who you are. You're the grown up her. The only person in the world who she could ever listen to and instantly trust. It's herself.

And there are some things I'm sure she's heard throughout her life, but today, she's going to hear them from you, and they're going to make an amazing difference. Today, the words you speak aloud she absorbs, she hears.

Because inside you, and only you are the words that need to be said so she doesn't have to feel that fear. And the best part is, I can't do it for you. But I know you've got it in you. You've been waiting for years to have the last word on this issue, and this is your time to do so. Today, inside of you, and only you, are the words that need to be said so that she can go through that event now feeling fine.

In a moment I'm going to become quiet, and you begin speaking to FIVE, and you just keep talking until that change is complete.

.....

Good, this means a lot to a five year old. Tell her, "You get to grow up."

.....

And what happens as she grows up?

.....

LET THE CHILD EXPERIENCE THE ISE WITH BETTER RESOURCES

In a moment, I'm going to count from one to three. When I get to three, FIVE is going to go through the event where YOU decided to feel scared, but SHE is going to go through it deciding not to feel that way. Is that okay with you? **And most important of all, you're going to be proud of her.**

Great, here we go. One, two, three. Be grown-up. You're watching, you're reporting, what's happening now?

Good, are you proud of her?

PACE THE WORK FORWARD AND INTEGRATE

As I pick up this hand and drop, there's that five-year-old you, one day older, one day stronger. And it's as if you get to watch her now go through all those experiences where YOU felt scared, but notice as she goes them now just how confidence she feels.

Let the client reframe any significant SSE's during this sequence.

Going through all the events of your life, so many you couldn't possibly remember them all consciously, yet deep inside now relearning, reassessing, reevaluating, shifting them into the positive.

As if the two of you can exist in the same place there in your mind. You as you are today, and there you are as the person you're ready to become. As if the two of you can move toward each other, the two of you merge into one, as you can FEEL that change taking place inside.

Layer in some ego-strengthening suggestions.

EMPOWERMENT PROGRESSION FROM THE NEW FEELING

And as you focus on that new feeling of _____, where do you feel that the strongest?

(In the majority of cases, the new feeling will exist in the same part of the body the old feeling used to exist. In which case, I'll comment "Isn't that interesting? That new feeling always moves into the area that old feeling used to live.")

And as you focus on that new feeling...

- 1... that feeling is beginning to rise within you
- 2... coming up more and more
- 3... coming up strongly now
- 4... becoming strong and as powerful as it has ever been
- 5... there it is, and it is a bridge to your future

As I count from 5 to 1, follow that feeling to a place as if it's ONE YEAR from now.

- 5... following that feeling forward
- 4... into your future now
- 3... allowing your mind to step into the possibilities
- 2... connect with your eyes, ears, or body
- 1... be there now

Inside or outside?

Alone or with someone?

Daytime or nighttime?

Describe the scene, what's going on?

What's new, what's different?

Repeat this sequence with the future-self five years from now.

INFORMED ADULT WITH A DOUBLE-BIND

And in a moment I'm going to become quiet, and this time, so will you. In the privacy of your own mind, allow yourself to receive every bit in insight, knowledge, and permission from yourself five-years-from-now to guarantee that's where you're going. Think of it like a birthday wish. As you keep it yourself, that's when it becomes real. So in a moment, we'll both become silent as you allow yourself to receive everything you need to guarantee that's where you're going. **And when this change is complete, just say the words "it's done," as you can begin now.**

(Just wait for them to say "it's done." To date, I've never had a client not accept this direction.)

COMPOUND THE CHANGE WITH OPTIONAL TESTING

What's that feeling inside of you now?

And as you focus on that feeling of _____, let it grow stronger and stronger. Let it spread throughout your entire body. Feel it flowing to all parts of you now.

Notice as you hold onto that feeling of _____, that old feeling of fear doesn't work. TRY and bring back the fear, it just goes further and further away. TRY and recreate it, it just doesn't work. Can you bring it back at all? No? Come on, TRY harder.

Notice now, the more you TRY and reconnect with that fear the more confident you become. Can't bring back the fear, can you?

(Let this delivery become playful.)

Notice the more you TRY to feel that feeling that brought you here in the first place, the more that smile gets bigger and bigger. That's right, that laughter rising.

Future pace challenge events based on their issue, such as:

- *Turbulence on an airplane*
- *A friend insisting they smoke, drink, eat, etc.*
- *People watching them in a public speaking environment*

END WITH DIRECT SUGGESTION

Other Regression Techniques

TIME/DATE

You can regress to a specific event.

- Their fifth birthday
- The first time they flew on an airplane
- The first cigarette they ever smoked

ELMAN PINPOINT METHOD

Dave Elman would often regress to specific time to see if the reporting issue was present. For example, many people who stutter would report that they've had the issue their entire life. Dave would regress to the first day of school and ask questions to uncover if the issue existed yet or not. If it was already there, he'd regress to an event around three years old and scan for details.

Larry Elman calls this the "Half-Remembered Happy Place."

DIRECT TO THE FIRST TIME

Many practitioners will regress immediately to the first time they felt that way. This can work, though it's often unreliable in results. The process of Affect Bridge and then Checking for the I.S.E. is more likely to find the initial event.

HALL OF REGRESSION

Suggest a room lined with doors numbered with all the ages they've lived. As the client moves forward along the numbered doors, have their finger raise at the door where they first felt the feeling.

EMPOWERMENT REGRESSION

Age regression isn't always a "drag them through the mud experience." You can regress to a resource state, such as a confident moment, and comfortable moment, anchor it, and then have them relive a challenging moment with that strength more firmly implanted. For example, a recent public speaking client built a resource out of the time he won a championship basketball game and made use of that feeling in future speaking engagements.

FINAL THOUGHTS ON REGRESSION

Critics of this approach will say that there's no value in going backwards through time and repairing the pothole to repair the damaged alignment of a car. This is an incorrect metaphor. Like the bird of Phoenix, the intention here is the rebuilding, more so than the discovery of the cause. We cannot change the event, but we can change the feeling today.

Regression to a Positive Experience with Anchoring

Before the session...

What is something you would like to do better?

How would you like to feel as you do that?

Do a hypnotic induction of your own choosing, deepen appropriately.

And now, bring your attention to that feeling you wish to experience more of. That feeling of <NAME THE FEELING>. As you know you want to experience that sensation, that feeling is already in the vocabulary of your mind and body.

As I count from 1 onward, let that positive feeling come up more and more within you...

- 1... that feeling is beginning to rise within you
- 2... coming up more and more
- 3... coming up strongly now
- 4... becoming strong and as powerful as it has ever been
- 5... there it is, and it is a bridge to the past

As you focus on that feeling, it is connected to every time in your life that you felt that way. As I count from 5 to 1, follow that feeling to a time where you felt <NAME THE FEELING>.

- 5... following that feeling back to a specific experience now
- 4... perhaps becoming younger, smaller
- 3... an earlier time, and earlier situation
- 2... connect through your eyes, ears, or body
- 1... be there now, as if it's happening all over again

Be there in that experience now.

Is it daytime or nighttime?

Inside or outside?

Alone or with someone?

Go into that experience now, and let that feeling of <NAME THE FEELING> increase within you more and more. Allow your mind and body to remember to remember that sensation. In fact, take a finger and thumb and squeeze them together now as you let that feeling increase throughout you. Project yourself into that experience of <NEW BEHAVIOR> and feel that success flow throughout you.

Compound appropriately with direct suggestion and emerge.

Success Trigger Method

You can bring your mind to the optimal place that it needs to be today to address that goal, whatever it is.

There is no way for you to do this process incorrectly. And I'll explain to you exactly what I mean by that. If there's ever a moment where you're feeling confused, it means you're adding something to it that doesn't need to be there. There's strength in the simplicity of what you and I are going to do together now.

I'll give you the best demonstration of that. With either your left hand or your right hand, either hand that you choose, take a finger and thumb and squeeze them together NOW. Good. And just kind of hold that position for a few moments. Because the interesting thing is this: I said "with either your left hand or your right hand, take a finger and thumb and squeeze them together." To be fair, you had eight different possibilities you could have chosen, yet all parts of your conscious and unconscious mind worked together to decide that your xxx thumb and xxx finger is the appropriate choice for you. It's your mind's way of saying, this is what's going to work best for me.

So as you just kind of squeeze and pulsate that thumb and finger, just squeeze and pulsate like a pump, realizing that that's the best formula for your success today. Relax that hand.

Take a nice deep breath in, let those lungs fill with air, as you exhale, just relax. In this process of hypnosis today, we can move through time and space. We can connect with all sorts of different experiences that you've had before to help you today to recall and remember successes and triumphs, perhaps amazing moments of your life that even you haven't thought of for quite some time.

There's no wrong way to go about this. I'm going to describe some experiences in rather non-specific ways. The interesting thing is that your conscious and YOUR unconscious mind will work together to land on a specific moment that only you would know about.

So in a moment, to illustrate, I'm going to count backwards from 5 to 1. And as I count backwards from 5 to 1, notice how you can reconnect with a time from your past, a moment of academic accomplishment. And what do we mean by that? A moment when perhaps you learned something so well, maybe a time of graduation, maybe a time of passing an exam or a quiz, or it might even be learning a new skill. It may even be something as simple as learning how to beat a video game. A moment of academic accomplishment, or perhaps a moment when you understood something so well that you could teach it to someone else.

As I count backwards from 5 to 1, notice how your mind can zero in on one specific moment EASILY as

5, connecting backwards through time

4, perhaps becoming younger or smaller

3, to another time, another experience

2, as if you can step back into that experience and see it with your own eyes, hear the sounds around you with your own ears and

1, just be there in that moment now, be there in that experience

First impression:

Is it daytime or nighttime? Inside or outside? Alone or with someone?

Good, be there in that experience now, and let those feelings of success, those feelings of accomplishment begin to rise to the surface more and more. That's right, as you feel that sensation begin to flow through all parts of you, mind, body, spirit, all parts of you, in fact even now we can accentuate that feeling even stronger.

Take that thumb and finger as you did before, squeeze them together, and it's like connecting an electric circuit, as you squeeze, as you pump, as you pulsate, let the body fill up more and more with that positive sensation. This is nothing new. This is who you are. As you squeeze, as you pump, fill the body up more and more, double that speed, more and more with that sensation. The more you build that feeling up, the stronger it gets. That feeling of success, that feeling of accomplishment, that feeling of ability AND relax that hand.

Relax those fingers. Take a nice deep breath, and as you exhale just relax. That single, cleansing breath always serving to be a reinforcement, a reminder of everything you know you can accomplish from this day forward.

To another moment of success, another moment of accomplishment, perhaps this time a moment of athletic ability. Now of course, that can mean any one of a number of things. It could be a time at an athletic event, a sporting event, making a goal, or at least kicking the ball once in a soccer game. Though it could also be all sorts of other things... a time where you physically overcame a challenge, a goal you set for yourself and you made it happen. I perhaps simply a thing you didn't physically think you could do, but then, you did. Any moment of success involving your physical ability.

As I count backwards from 5 to 1, notice how easy it is to connect with a specific moment as

5 and 4, through time, through experiences, another time, another place in your own body, as
3 and 2, into such a specific experience now, and the number
1, just be there in that moment

First impressions:

Is it daytime or nighttime? Inside or outside? Alone or with someone?

Good. Be there in that experience and let whatever feelings come to mind rise to the surface. Let that feeling of physical ability flow through you all the way from the top of your head to the bottom of your feet, letting that physical sensation just begin to rise more and more. In fact, take that finger and thumb, squeeze them down, pump them, pulsate them. And the more you do that, the more that sensation rises inside of you. Letting that feeling of success, that feeling of accomplishment grow up more and more. That's right, let it build, let it grow stronger than even you knew it could possibly come up and relax that hand. Release those fingers.

Take a nice deep breath in, let those lungs fill up with air, and as you exhale, just relax into your own abilities. This is nothing new; this is already who you are. Simply today, drawing on your own best resources, your own strengths, and pulling them into one specific moment, now, as you bring your attention to a moment in your past of creative success. Now again, that could mean all sorts of things. It could be paint on canvas becoming a masterpiece, but it doesn't have to be. It could even just be a time you were thinking creatively, a time you were thinking outside of the box, a time when you creatively found another way to solve an issue.

But it very well could be a sculpture, fine art, but it doesn't have to be. A time when your own creativity helped you to solve a challenge.

As I count backwards from

5 to 4, connecting to another experience now

3 and 2, as if moving back into that younger body

1 be there now

First impression:

Is it daytime or nighttime? Inside or outside? Alone or with someone?

Good. Be there in that experience. Let those feelings now rise to the surface. That feeling of artistic ability, that creative energy flowing through you now.

With every breath you take in, with every breath you let go, both ways it's building up that sensation more and more. And take that finger and thumb, squeeze them together, pump them, pulsate them. Fill the body up more and more with that sensation as you allow yourself to feel that creative energy flowing through you. You've got the solutions already in place; you probably already know what needs to happen. Squeeze into that. Realize exactly what is possible. Relax that hand.

Release those fingers. Take a nice deep breath in, and as you exhale just relax. Now, in a moment, I'm going to count from 1 to 3. This time, at the count of 3, two things will happen at the same time, and understand, you're the one to make this happen. At the count of 3, two things will occur at the same time. First of all, we'll have you connect that finger-thumb anchor once more. At the count of 3, specifically at 3 and not before, we'll have you squeeze that finger and thumb down just as you've been doing. AND at the count of 3, I want you to allow all these feelings that we've attached to that gesture to rise to the surface and blend together into a powerful resource state that you can use anytime, anywhere. A gesture so small, no one even needs to know you're doing something.

So at the count of 3, specifically at 3, we'll have you squeeze that finger and thumb down, AND blend all three of those sensations together.

As 1, energy increasing, expectations rising
2, getting ready, becoming aware of those feelings just beginning to come on up, and
3, take that finger and thumb, squeeze them down

And let these now rise to the surface, let them all blend together, creating a resource state, an empowered state that you can call on anytime, anywhere, and no one knows you're doing something. To get into that right mental landscape anytime, anywhere you choose. So when you find yourself in that environment where you'd like to use this process, just to have the ability to call on that sensation whenever you choose. As you squeeze, as you pump, as you pulsate, let those feelings come up even more as they blend together creating a new sensation. Relax that hand.

Take a nice deep breath in, and just relax, let go. We'll do that one more time, and this time notice what's different. Because this time, three things will happen at once. Again, we'll have you squeeze that finger and thumb down. Again, we'll have you blend those feelings together. But THIS time, project your mind, project your imagination to a place in your future where you'll easily find that sensation will now be there, giving you the motivation, the energy, the desire – everything you could possibly need – and realize just how easy you can make that happen now.

As 1, your mind beginning to zero in on the most specific experience you can become aware of in your future to remember just how well you will have done today
2, already realizing how you can put that feeling into use, being able to call on it intentionally, as opposed to just discovering it by accident, as here we go
3, squeeze that finger and thumb down

Blend those feelings together and project your mind, your imagination to that place in your future. Where there you are, feeling, living, breathing, thinking, exactly how you want it to be. Realizing just how easy it becomes. And today we didn't have to create this from scratch. This is nothing new. This is already who you are. As you squeeze, as you pump, as you pulsate, fill the body up more and more with that sensation, let the details become even more vivid within your mind, your imagination. Relax that hand.

Breathe and relax. And just as at one point you had to learn how to crawl before you could get up and walk, just as how at one point you were fully dependent on someone else to feed you, and bathe you, and care for you, and you can do those things for yourself now. Of course you also have that ability to choose how you feel, to choose how you react.

And the interesting thing is this: realizing, for lack of a better term, there's maybe a small dash of theatrics to this time together we've already spent. Of course, when I bring my energy up to a certain level, it's easy to let that energy become a little infectious and follow along as well. Of course, you already know that.

Yet here's the interesting thing. I'm going to keep my voice right where it is now. I'm going to do my best not to change my energy at all. I'll just keep voice very simple, very plain. But as I count from 1 to 3, realize on your own how easily you can bring that feeling up yourself. So

1, without any suggestions
2, all by yourself
3, squeeze that finger and thumb down

Realize you can bring that feeling up stronger than it was before on your own. It's up to you, you can squeeze, and pump and pulsate if you want. Yet simply like an electric circuit, the action of connecting those fingers, a gesture so small no one even needs to know you're doing it something. As easy as that. And you can choose to hold on to that if you want or you can just let it fade away.

In fact, now just release those fingers, breathe and relax, every natural breath guiding you deeper down. And without the energy of my voice, whatever happens in this next moment, keep your hand perfectly still.

1, expectations rising on their own

2, no matter what I say, do NOT connect those fingers, keep that hand perfectly still

3, bring up the feeling all by your own devices

Bring up that sensation just by deciding you deserve to feel that way. And let that feeling now ride you to other events, other possible experiences where that feeling is now going to be beneficial. Even without the gesture, even without the energy of my voice, you can do this for yourself now. And it reinforces itself. The more you do it, the better it's going to work for you.

Letting the mind perhaps begin to dance around to other experiences, other moments in your future where that will be beneficial. Other moments where you can choose your own mental state rather than accidentally finding yourself in that zone again. This is nothing new, this is who you are.

And hold onto that feeling, but notice as I pick up this hand and drop it, become aware of a moment perhaps as soon as today that will be a real test as you put that feeling to use. That you can call on now, anytime, anywhere, with the gesture, without the gesture. It's up to you, if it helps, use it, but realizing at this moment now it's completely organic; it was already there inside of you. This is nothing new; this is who you are.

So I'm going to give you a moment of silence, and in your mind, in your imagination, let all parts of your mind, conscious and unconscious, work together to integrate this as a skill, an ability that you can call on anytime, anywhere. Simply because it was already there. In the silence that begins now.

Give about 20 seconds.

That's right. I knew you could do that for yourself.

Playing with Feelings – Glove Anesthesia for Emotional Change

And you can let a finger on that hand indicate a yes response. You can go ahead and lower that finger down. We're going to condition that to become automatic. I'm going to tap on the hand; I'm going to say the word yes, just let the finger pop up and down. Kind of like popcorn. Just let the finger just respond on its own, here we go.

Yes. There we go. Yes. Yes. Yes. Yes, yes, yes. Yes, yes, yes. Yes, yes, yes, yes, yes, yes, yes. Just relaxing all the way down as you smile and laugh, it just takes you even deeper.

And you can let a different finger on that hand indicate a no response. A different finger or thumb. Go ahead and raise that up, good. Lower that down. That just takes you much deeper. We'll condition that to become automatic as well.

No. There you go. You're doing it consciously. The more we loop it over and over it just becomes automatic. No. No. There you go. No. No. No. Perfect. Now the whole thing just becomes automatic. Check this out. Yes. Yes. Yes. Yes. Yes. No. No. No. Yes. No. Yes. No. Yes. Yes. Yes. I bet you can't even keep up with the hands doing it. Yes, yes, yes, yes, no, no, no, yes, no, yes, no.

Just relax and go much deeper down. Just letting every breath you exhale, just help it take you deeper on down. Thoughts and cares becoming a thousand miles away. This is a time for you to relax. To let go, just to go just deeper down.

As I lightly graze the back of your hand over here, imagine instead of my finger it's a block of ice. And as I lightly graze that hand, as if you allow a cold, cool, numbing sensation to start to establish in that hand. Maybe the experience of digging your hand into a cooler filled with icy cold drinks and the more you search, the more that numbing sensation that cold cool sensation will come in. Or perhaps you slept on your arms in a funny position and you wake up with things all pins and needles. Or perhaps you can think of the experience of going to the dentist and leaving the anesthesia still kind of there and the tongue it gets kind of numb for a couple of hours. Or even that experience of picking up something up while wearing thick rubber gloves.

As you allow that numbing sensation to establish in that hand, just raise that yes finger to show me how well you're doing. Relax that down. Go much deeper. And as I let go, let that feeling now begin to travel its way up throughout your arm.

Feel it as it migrates up throughout your arm into your left shoulder. Feeling now as it travels across your body as you let it move from your left shoulder across your body to your right shoulder. Let it become like a snowball going downhill. Gathering size and strength and momentum. As it travels down your right arm over there, let it establish in the back of your right hand over there even stronger than it was over here. And once you've done that again let that finger raise to show me how well you're doing. Good.

Relax it down. Go much deeper. Again let that feeling travel up your right arm. Let it travel into your right shoulder. Back along the same path perhaps. Like a snowball going downhill gathering size and momentum. Back over here to this shoulder. Send it down your left arm and when it's back over here where it started and stronger. Again let that yes finger raise to show me. Good, relax and go much deeper. Maybe now just for fun, send it down to your left big toe. Take as much time as you need. Once you've done that let that finger raise.

That's right. Good, relax and go much deeper. Now the reason we do this, it takes on a couple of different purposes.

First of all, we're creating a feeling that isn't really there and responding to it as if it is. So to use some technical language here, that's a positive hallucination. That's one of the deepest levels of hypnosis you can go into and still be responsive to my voice. So with that in mind, you can congratulate yourself on your ability to be hypnotized this easily.

Second of all, more importantly, it's an illustration of feelings. Because that feeling that was there before, that was enough of an issue that you volunteered for this demonstration. There're two statements we can make about that feeling. The first is it's absolutely real. It's every reason you're up here in this chair right now. And it's every reason we should be talking about it right now. However, we can never call in a team of doctors, a team of surgeons, and ask them to cut that thing out of you and throw it into a bucket. No matter where they look, they would never find anything.

So, on one side of things, it's real. But on the other, it just doesn't exist, now does it? Both of these statements are true. And because they're both true, it gives us every license now to play with it. This may sound like an odd statement, but I want you to do this now. Bring up some of that uncomfortable feeling. Let it come up just enough that you can recognize and notice how you feel and your body, whether it's in your mind or your body. Whatever it might be. Bring up just enough of it to bother you.

Register that feeling. Notice how that feels in your body. Now, take that numbing sensation you know how to create. Let it travel its way up throughout your leg. Let it migrate up into your body. You can be the one now to send that to the places you wanted to go to just neutralize whatever's left of that old feeling.

And to be fair, I don't even know if a cold cool numbing sensation is even the right feeling. But just as easily as you created that one you can change it just the same. Make it warm, make it tingle, make it vibrate; make it be whatever you want it to be. To just go into that feeling and neutralize whatever's left of it.

Maybe like a bucket of ice or a pot of boiling hotter, boiling hot water. Instantaneously achieving room temperature. Just neutralize that old sensation down to the point it just doesn't work as it did before. Take as much time as you need. Once you've done that, again, let that yes finger raise to show me how well you've done. Good, relax and go much deeper.

As I give you this moment of silence, allow your mind to integrate that change now. Good. And realize exactly what you've done for yourself in this moment. You've taken back control over something that seemed beyond your control before. And even though we've only done this once together now, anytime, anywhere, no matter where you are, with the eyes open or with the eyes close, this becomes a skill that you now own. If there's ever a feeling you find you don't like, create a new one. Play with it. Move it around the body. Take that old feeling, turn it up, turn it down. You've got much more control over how you feel than you've ever thought possible.

PARTS THERAPY VARIATION WITH ARM LEVITATION, KINESTHETIC SQUASH, and ARM LOCK CONVINCER

So become aware of that part of you that has every reason to do with why you know you can create this change. Easily. You have all the skills, all the abilities, all the resources to make that happen now.

You may hear my voice moving around the space as I touch the other hand over there as if you can become aware of that other part of you. That other part of you that up until recently has been producing challenge, or producing conflict. That other part of you that's been producing that feeling that's been as if it's there holding you back. We're not here to punish or put down any part of you. Because any feeling you'd ever experience is kind of like the lights and gauges and dash part of a car. They're there to help and guide us. If you're driving your car and the check oil light turns on, there's nothing wrong with the light.

But the light is indicating that something else needs fixing, and today as you leave this session you'll have the strategies in place to fix this even better. So we find ourselves at this conflict. Part of you wanting change, part of you holding onto difficulty. Einstein would say that energy is neither created nor destroyed. It just becomes something else. Take some flour; take some sugar, salt, water, yeast. Mix them in a bowl, stick it in the oven. 350 Degrees, 45 minutes later you have bread. But you can never take the bread and break it back down to the individual ingredients. It can never go back to the form it was before. Nod your head if you understand.

We're not here to punish or praise either part of you. As if up until now there's been this part over here, ready to create these changes. Motivated to take action. But this part as well, that part of you holding back. And the comfort of your own mind, even with those eyes closed.

Notice your hands. Feel this. [Claps].

I don't know if it's the left or the right, but it's as if you can begin to feel a lightness forming in both of those hands. A light, kind of weightless sensation. Maybe it's that feeling of one of the fingers moving first that begins to let the entire thing take action. And whether it's your left hand or your right hand that begins to float up off the chair first, I don't know. But with every breath you take in, every breath you let go of, there it goes.

The hands just beginning to feel light and lighter as it begins to float effortlessly. Once one goes, the other follows as well. As they begin to easily lift up, becoming weightless. And as if there's some sort of magnetic force that's going to start to pull the two of them together. Energy is never created nor destroyed. It just becomes something else.

As you can notice now with every breath, the hands starting to move and travel on their own and migrate towards each other as if there's a comfortable force that's drawing the two together, traveling towards each other. Eventually with that expectation that they're going to intertwine. The palms are going to press together, whatever pace is appropriate for you. Feel them on their own.

Maybe even elbows lifting I don't know. As they begin to travel toward each other and meet somewhere in the center of the body. That's right, letting those fingers intertwine and mix and mingle and squeeze together, and the palms pressing together as well. The entire thing just intertwining. Energy is never created or destroyed, it just becomes something else.

As I count forward, beginning with the number one. Notice what happens as one, the fingers starting to squeeze, tighter and tighter, down. Two, the palms pressing together, more and more. As three, you can feel the temperature changing between the palms of your hands, as if there's some sort of chemical reaction taking place inside. As four, even with those eyes closed you can notice as if the knuckles turning white like glue as if they're fusing and bonding and just sticking together. As five, notice now, the more you try to separate those hands, the more impossible it becomes. Try to disconnect them. They just squeeze even tighter. Try to pull them apart; they just squeeze even tighter as you can feel the change taking place inside. These two parts of you that used to be working in opposition, now working together in harmony.

So as you walk out that door today, rather than two parts working in different goals, one part of you aligned working in your own best interest.

As you walk out that door today, these parts of you now merging together as one. Motivating your actions, choosing what to feel, choosing your best strategies, as you can feel that change taking place inside. And as that change becomes complete, notice how easy it is for those hands to disengage.

Notice how easy it is for those fingers to relax and separate and whether they go back to the arms of the chairs, just drop in your lap whatever's appropriate. Just relaxing all the way down. That's right. Just take a nice deep breath then as you feel those lungs up with air. Just relax. That single cleaning breath of course serving from this point to be that reinforcement, that reminder to your unconscious.

Allowing these changes to occur from within. Allowing all parts of you now to work in harmony towards your own best interest and even surprising yourself just how easy it all becomes.

New Behavior Programmer

In this moment of silence, allow both your conscious and your unconscious mind to work together and come up with three new behaviors. Three new strategies you'd like to find doing, perhaps between now and the next time we're here together in two weeks.

It doesn't have to be the absolute three best ones. Whatever the first three appropriate ones that come to mind are perfectly fine. So take this moment of silence, allow your conscious mind and unconscious mind to work together and generate three new strategies. Three new behaviors. Three things you'd rather be doing in the weeks ahead. Take as much time as you need. When you've done that let that finger raise.

Good and just relax and go even deeper. And because I don't even have to know what they are, we can just refer to them as behaviors one, two, three. So as I pick up this hand and drop it, bring yourself back to one of those experiences from your past where it would have been every reason you were feeling that same old way. Every reason things would have not been going the way you want it to be. But again, now rewind the scene and plug in that first new behavior.

Imagine, picture, think of yourself. There you are. Easily, effectively, effortlessly folding in that first new behavior. And let that scene play out as if like a movie you're in. It's going so naturally, so normally, as if it's not even a thing worth noticing. As if there's not even a dash of novelty that now you're doing things differently. Let that scene play out so naturally, so normally as if that's what you've always done. Let that scene loop over a few times in your mind. We can condition new behaviors, new outcomes rapidly in this process in your mind. Practice doesn't make perfect. In here we can make permanent just through engaging the mind. So spend some time in that space now plugging in that first new behavior. And once you've successfully programmed that in, just again raise that yes finger.

Relax and go much deeper. From this point forward, every day and every way you find it even easier now to find yourself choosing that path. And another time, another moment where in the past there you would have been, engaging in the old behaviors, the old feelings but now rewind the scene and change it. Plug in that second new behavior. And as if like you're the movie director also starring in that film, run the scene now with there you are plugging in that second new behavior.

That second new strategy. Maybe even surprising yourself just how easy it all becomes. Surprising yourself how effortless it becomes to just change things up and make the results happen you want. Loop it through, program that in and once you've done that let that yes finger raise.

Good, relax and go much deeper. Every day and every way you find it much easier to choose that path. And now one last one. Another time, another moment from the past where it would have been every reason, same old story as it was before. You're through with that, change it. Plug in that third new behavior. There you are, plugging in that new behavior, so naturally, so normally. As if there's not even a dash of novelty to it. As if that's how it's always been. As if there wasn't even another option before. Programming that third new behavior, so naturally, so normally. Once you've done that let that let that yes finger raise.

Relax and go much deeper. Every day and every way you find it even easier now to choose that path. And perhaps there's one of these three that's the most appropriate to find yourself doing this evening. Maybe there is, maybe there's not. But that definitive proof as you find yourself engaging in one of those new behaviors, even as early as between now when you go to sleep tonight. If there's one of those that's the most appropriate just let that yes finger raise. Good. As I pick up that hand and drop it, be there in your mind, look into your future and remember just as well you will have done as there you are, doing things differently now. Changing it up. Surprising yourself just how easy it becomes. You already had all the skills, techniques and knowledge inside of you. This is nothing you. This is who you are. Just spend some time and enjoy that now.

As you just let all these suggestions just sink deeper and deeper down. All these experiences, just to take all deeper, think of the mind, body and spirit, all parts of you. So as you walk out that door today, surprising yourself exactly what is possible, achieving what it is you know you want, and letting it all just happen so easily, so effortlessly as if that's how it's always been. All parts of you working together in harmony rather than opposing parts. All parts of you working together towards one common goal. And take as much time as you need, but when you are ready to step into that outcome, when you're ready to enjoy all the benefits of creating these changes and surprising yourself just how easy it all was, notice how easy it is to let those eyes reopen, feeling refreshed, feeling alert, feeling good whenever you are ready.

And you are ready, aren't you?

Memory Patter with Extended Metaphor

(Consider this a lesson in how you may incorporate your own experiences or perhaps the client's personal interests into an extended metaphor for change.)

So, as we're here today addressing your memory, addressing your ability to speak confidently, addressing your ability to put the words into use that you already know so well. Of all things I can share with you a little bit of interesting history, perhaps in the way of a riddle. As I might have referenced before, for several years I worked in management in the arts. And most often that involved working in theatrical productions on the technical side. So it wasn't my job to design, direct, or even act. It was my job to make all those creative people get along.

And I share with you an interesting riddle, an interesting phrase or quote that maybe even you have thought of before. The question would be, the riddle would be, "What is the best way to offend an actor?" which is an odd question to ask. But I'd tell you quite easily, the best way to offend an actor is to wait for that moment that they walk off the stage. They've been up on that stage now for perhaps an hour or two giving an amazing, amazing, incredible performance, pouring their soul out on that stage eight times a week for a live audience. And simply look at the actor and ask them, "Wow. How do you learn all those lines?"

It turns out that's one of the best ways to offend an actor. Not that you needed that knowledge, but now you know. Although it's a rather interesting discovery to find out exactly how it is those actors learn their lines. You see, the way that a professional production begins is that all of the actors are seated at tables for a part of the process they easily refer to as table work. And what they do in this professional production is line by line, word by word, page by page, review and study the script. In addition to the actors, of course the director is there. Perhaps the designers are there.

Yet there's one more role that is seated at the table, a person who serves the role as historian.

The term in this, in that profession would be the dramaturg. But for our purposes, we can understand their role as a historian, that perhaps they're working on some sort of play by William Shakespeare. And the historian at the table would be there to interject and share some of the history behind the script.

So perhaps in this scene and this specific play, Shakespeare was hoping the character would get across this specific message, this specific point of view in the context of the play. And yet, meanwhile, the historian might be able to share that from an historical perspective.

The play was actually a satire of the English monarchy at the time. And it may be helpful, perhaps, for the actor to have that split reality of . . . to keep the play's story moving along. And also, perhaps, the bigger perspective as to why the play was written in the first place, and perhaps even so how it may be applicable for the modern era. So the way it all works out is after a while the actors have studied the play well enough that eventually they're up on their feet and they're rehearsing, and the books are out of their hands. But of course, the actor is allowed to call for line.

If they get to a place where they don't know a specific piece of text, they can call for a prompter to share the line and continue the rehearsal process. Now, what's interesting though, and this was an experience I had many, many times in that world, very often in the final rehearsals, you would have one actor who would always forget the same line.

Every single rehearsal, every single moment, they would forget that one specific line. And it would lead to a moment which would easily define the difference between a professional director and an amateur director. The amateur director would get angry. He would ask the actor, "Why can't you memorize that line? What's wrong with you?"

Meanwhile, the professional would ask a very different question. What is your character trying to say there? What are you trying to express in that moment? What's your goal of saying that line? And sure enough, as if it was some sort of mind reading stunt, the actor would not know. The actor had not yet memorized the words because they were still struggling to find the meaning.

So perhaps, the process would take a small diversion into discussion as the fellow actors and the director would discuss what the line may mean. If they couldn't find the meaning, perhaps they'd call back up the historian. And the historian would share some insights as to what the line might mean.

Though, it's interesting and the reason I share this story with you as if it were, again, some sort of magic trick. The moment, the instant the actor understood the sub-text of that specific line they previously forgot, they immediately had the line memorized.

So again, back to that question from before. How do you learn all those lines? Well, it turns out the way that the actor learns their lines, learns the words of the play, is that they attach meaning. So as you find yourself now in these situations where you wish to improve that memory, whether it's names, whether it's a speech, whether it's things that you need to do, no matter the situation, the interesting thing you begin to find now is that you attach even more meaning to life around you.

You begin to attach even more meaning to what you're doing, when you're doing, and why you're doing it. And as you do that now you begin to find yourself more and more easily becoming more productive, the mind and body working with you as a team, those things you wish to remember and recall becoming a part of you more and more now.

The Esdaile State

Dr James Esdaile was a Scottish surgeon who performed many incredible surgeries in India using purely mesmerism as a form of anesthesia. The technique of getting someone into what's now referred to as the Esdaile State is something that Dave Elman was the first to truly crack the code, in terms of how to guide the client consistently into this profoundly deep hypnotic state.

Characteristic of the Esdaile State may include that the client no longer follows the instructions of the operator, as if they've gone so profoundly deep that it's more euphoric just to hang out there on their own. Other characteristics include anesthesia without suggestion, a lack of flinching due to loud sound stimulus.

Critics of the process may say that the process is not necessarily hypnosis, because in this extreme hypnotic depth, the client sometimes ignores the practitioner. However, I work from the mindset that, if you are the one creating the process, you still maintain control over it.

Dave Elman first introduced the concept to the doctors he was teaching because there was a common fear of “what do you do if the client becomes so deeply hypnotized they become unresponsive?” While I embrace this as an overblown concept, Elman would teach his students:

The Coma Threat

“I can see you're enjoying it there in this deep state of hypnosis, and I need you to emerge from this process the next time I ask you to do so. If you don't, unfortunately, I'll have to make it so you can never return to this profoundly comfortable state of mind and body again...”

Being the “All-Positive” guy, I share with you:

The Coma Benefit

“I can see you're enjoying it there in this deep state of hypnosis, and I need you to emerge from this process the next time I ask you to do so. As you follow my instructions this time, I'll show you how you can do something like this on your own.”

The doctors then asked Elman how to create the state, as there was benefit to the profound relaxation for their medical patients. Elman would do group demonstration to play the odds of getting at least one person into this profoundly deep level, and then one day, by accident, everyone went into the state.

Dave Elman's wife, Pauline, cracked the code. The formula was then later simplified by anecdote from Scott Sanland, who described it as simply creating a metaphor of absolute depth, and then violating the metaphor and going further in a deepening process. What follows below is a transcription of one demonstration of getting multiple volunteers into the Esdaile State.

“So the way you're sitting is fantastic. It helps with the hand on your laps so they aren't touching. Just simply take a nice deep breathe in. Let those lungs fill it there, hold it for a moment, and as you exhale just let those eyelids close on down. And just go ahead and relax those eyelids to that place where you know you can make them just not work. Power off like a TV, shut down like a computer, and notice now that as long as you try to open them, they just relax even further down. Test them, satisfy yourself. You can do that, try, they just relax. Quit testing. Send that comfort all the way down across your body, down to your arms.

I'll reach over, I'll pick up your arms. Just let them dangle there like a loose limp towel. Just let them be loose, limp, and lazy like a rag doll. Every breath you exhale helps to guide you deeper down. Anytime I pick up those hands and drop it, it just helps to relax you further and further down. In a moment I'll ask you to let the eyelids open and close. When they close down this first time, you'll notice my hand will be stretched out in front of you. Allow your eyes to focus on the palm of my hand when I ask you to let them open.

When they close back down, notice you can relax yourself as much as 10 times deeper. Let the eyes open, look at the palm of my hand, follow it all the way up, and as you exhale, just let those eyelids close on down, relaxing as much as 10 times deeper, every breath you exhale. We'll do that one more time. As they close this time just go much, much deeper down. Let them open, look at my hand, and just relax all the way down.

That's right, good. Muscles just becoming loose, limp, and lazy throughout this entire experience day. No matter how deeply hypnotized you become, your bodies will safely remain in those chairs. Those chairs are always there to support you completely. We've now got all the physical relaxation we are gonna need for now. Now you can begin to help yourself to relax mentally, it's quite easy. In the privacy of your own thoughts, we'll have you count backwards slowly from 100.

With every number, you think to yourself, notice you can let them fade and fall away, relaxing down more and more. So by the time you reach 98, maybe even sooner, you can just relax the rest of them away when they are gone. Just notice how good you feel. In fact, as they are gone, you can just simply nod your head and let me know they are gone. As you can begin slowly backwards from 100 in the privacy of your thoughts now, letting them fade and fall away.

And as they are already gone just go much deeper down. Sounds around you mattering less and less, just bodies becoming loose, limp, and lazy. That's it, good. The interesting thing today is that no matter how deeply hypnotized you become, your right hand will always be responsive to my suggestions. The rest of your body can go profoundly deep into this experience. However, no matter how deep you go this right hand will always be responsive to my suggestions. As you understand that, just let a finger raised on that hand now. Good. Relax and go much deeper.

Because the interesting thing is from this place that we are in right now that's quite familiar to us, it's as if you can imagine there are three more levels to explore beneath where we are now. As if you can imagine perhaps like levels of the house, and whether it matters or not from the top down, we can label those levels as levels A, B, and C. And level C is that absolute basement of relaxation, the absolute deepest you can go into this experience and still be responsive to my voice.

And the interesting thing is to get from where you are now down to level A. All it requires is that you double that physical and mental relaxation. And perhaps you've just got that feeling and you'll know that you've done that or perhaps the letter A will just kinda pop into your mind, however it arrives. But first of all, again, no matter how deep you go that right hand will always be responsive to my suggestions. So I don't know if you had imagined a staircase, an elevator, an escalator, whatever you would find to be comfortable.

In a moment I will tap on the back of your right hand, and it's as if you can now begin to comfortably descend down into level A. You'll know when you're there because either you'll just acknowledge that you've doubled that physical and mental relaxation or the letter A will just kinda pop into your mind. Those who descend down and arrive at level A, you'll find you can easily express that letter out loud. As you arrive at that level after I tap on the hand take as much time as you need. Express that letter out loud. Begin that descent now.

That's right. As much time as you need, you got it. That's right. And allow yourself to validate from the conscious mind what's different about this level here. Allow yourself to validate and confirm for the mind. This is a deeper level than we've been so far and yet two more levels to explore. Because, again, to get down to level B, once again, the instructions are the same. You'll find that all it requires is that once more you double that physical and mental relaxation, you'll either get a feeling or a hunch that you've arrived there or the letter B will just kinda pop into your mind.

As I tap on that hand once again begin that descent down. The interesting thing is this, you'll find that the deeper you go perhaps the more of a bit of work it becomes to express that letter B out loud. You can try to say it, some of it will come up just enough so you'll be able to let me know that you are there. Do the best you can. Enough of it will come that I'll be able to hear it. Begin that descent down to B. Let me know when you're there now.

That's right. Good. And to get from where you are now down to level C, all it requires is once more you double that physical and mental relaxation. Again, either you'll just feel and calibrate that it's happened or the letter C will pop into your mind, that absolute basement of relaxation. You will likely find though that the more you try to express it out loud it just won't come at all. Do your best to try, though, to let me know you've arrived there. Simply again let that finger raise as we did before that will signal me that we are there. Get ready, all the way down to that basement of relaxation, begin that descent now.

That's right. You got it. Just one or two more breaths and you'll find yourself there. As you arrive, just let that finger raise. Good. It's deeper, down, that's right. Deeper, down, every breathe deeper, down, that's right. Down, down, deeper, every breath, down, that's right.

<SILENT TESTING>

And at your own comfortable pace, allowing yourself to travel up through those levels once more up throughout C. At your own comfortable pace, up throughout B, into A, back to that working level we are already so familiar with. At your own comfortable pace, gradually allowing the full environment to become aware to you, feeling good, feeling refreshed, all awareness returning to your body, all comfort increasing. And whenever you're ready, take your own time, letting those eyes reopen, feeling refreshed, feeling alert, feeling good. Welcome back.

Sample Stage Hypnosis Show

Pre-Talk
Finger Magnets
Light & Heavy Arms
Call for Volunteers
Group Elman
5 to 1 Deepener
Disguised Test for Somnambulism and a Deepener (1, 2, 3, Sleep)
Routines (Examples follow)
Emerge with Positive Suggestions
Post-Hypnotics

Alien

You are an alien from another planet, but you have learned English.

Ants

We are now all at a picnic having a wonderful time. You are eating, drinking and laughing. On the count of three the picnic is being invaded by ants. 1, 2, 3. There are dozens of ants all over your food and on you.

Arm: Floating

Your right arm is now floating in the air. As you push the right arm down the left arm floats up.

Audience Naked

Tell the subjects that they will look out into the audience and notice that everyone is naked.

Auto Race

Tell all of the subjects that they are professional race car drivers and will now be driving in a race.

Baby Burp

You are holding a cute little baby. The baby is starting to cry. You need to burp the baby. As you burp the baby something is coming out of both ends of the baby.

Bad Odor

Tell all of the subjects that they will begin to notice a bad odor coming from the person sitting next to them.

Baseball Coach

You are a major league baseball coach giving signals to a runner on first.

Become a Celebrity

Tell the group that they are all well-known celebrities. You may then have them introduce themselves or conduct an interview with a select few.

Bragger

You are the world's biggest bragger.

Can't Tear Paper

Hand a piece of paper to several subjects and tell them that they will be unable to tear the paper.

Cartoon

Tell the subjects that they are all becoming a cartoon star. You may now interview several of them.

Cold Room

Tell the subjects that they are feeling very cold.

Cruise Ship

On the count of three you will be on a cruise ship, the ship is rocking back and forth. Be careful walking.

Dancer

You are a great dancer, you will now begin to dance.

Deep Snow

You are now walking in deep, deep snow.

Drill Instructor

Select one of the subjects to be a Marine Corps drill instructor, and allow them to either inspect the other subjects or the audience as new recruits.

Elbow Inspector

You are a world famous elbow inspector. You will walk around and inspect people's elbows. Make sure they bend correctly.

Fashion Designer

You are a well-known fashion designer and will help some of the people in the audience.

Favorite Part Growing

Advise the subjects that their favorite part is now becoming larger, and larger. Be sure to return it to normal size.

Favorite Part Shrinking

Inform all of the subjects that their favorite part of their body is shrinking. Smaller, and smaller.

Flight to the Moon

Tell the subjects that they are on a rocketship ride to the moon. Have them look outside the window and describe what they see.

Forget: Alphabet

You can no longer recall the alphabet. Each time you start to say the alphabet you will say E I E I O.

Forget: Joke

On the count of three you will think of a funny joke that you would like to tell me. When I allow you to tell the joke you will totally forget the punchline.

Forget: Name

On the count of three you will not remember what your name is.

Forget: Work

You can no longer remember where you work.

Fortune Teller

You are a great fortune teller and have the ability to tell what people are thinking.

Hands: Revolving

Start turning your hands around in a circle. Turn them faster and faster. They will not stop turning. When I snap my fingers the hands will begin to turn in the opposite direction.

High Wire Walker

You are now a high wire walker. The kind we see at a circus.

Hot Chair

Tell one of the subjects that the chair they are sitting on is becoming very hot.

Hot Room

Tell the subjects that they are beginning to feel very hot.

Hypnotist

You are now becoming the hypnotist. On the count of three you will hypnotize the group.

James Bond

You are James Bond, a secret agent.

Laugh at a funny movie

Tell the subjects that they will see a funny movie that will cause them to laugh out loud.

Lost Belly Button

On the count of three you will notice that someone has stolen your belly button. 1, 2, 3. Put your hand over the opening as that the air does not leak out.

Lost Voice

On the count of three you will want to sing but nothing will come out of your mouth.

Lottery

Tell all of the subjects that the next time they hear the number 34, they will know that they have just won 10 million dollars in the lottery.

Marching Band

State that everyone on stage is in a marching band. You may even have the entire group march around the stage/theatre.

Mental Induction

On the count of three you will be wide awake and open your eyes. I will then attempt to hypnotize you by my thoughts. I will go to the corner of the stage and think the word sleep. Each of you will pick up on my thought and go into an even deeper state.

Music In A Shoe

Tell all of the subjects that they will begin to hear their favorite music. Once the subjects begin to respond to the music, advise them that the music is coming from their shoes.

Nasty Teacher

Tell all the subjects that they are in the second grade and that you are their second-grade teacher. When you turn you back, they will make silly faces at you. When you are looking at them, they will be perfect angels.

Perfect Liar

Advise one or two of the subjects that they are the world's best liars, and that no matter what you ask, they will lie about it.

Playing an Instrument

Advise all of the subjects that they are musicians and they will begin to play an instrument.

Pregnant Man

You are the first man to become pregnant. You will explain how this happened.

Raining Money

Tell the subjects that it is beginning to rain money, and that they may keep any of the money that they pick up.

Smartest Person

You are the smartest person in the world. You can answer any questions.

Speeding Ticket

You have just been stopped by the police for driving 95 in a 55. Get ready to give a good excuse.

Stolen Butt

On the count of three you will discover that your butt has disappeared. Be careful not to slide out of your chair. When you try to sit, you slide right out of your chair.

Stuck Foot

You will try to leave the stage but find that your foot is stuck.

Stuck to the Chair

Tell one of the subjects that you are going to send them back to their seat in the audience, but no matter how hard they try to get up, they will be stuck to the chair.

Superman

You are superman. You will keep trying to fly, but will have trouble getting off the ground.

Talent Show

We are now going to have a talent show and see who will win a big surprise. On the count of three you will be ready to sing, dance, recite a poem, or tell a joke.

Talk Moon Talk

Tell the subjects that they have landed on the moon and will now begin to speak in moon talk.

Tax Excuse

You will begin to give excuses to the IRS agent about your tax return.

Weightlessness

Tell the subjects that they are in space and are becoming weightless.

X-Ray Glasses

Hand a pair of sun glasses without the lenses to a subject while telling them that these are X-ray glasses. Allow the subject to look over the audience.

NETWORKING 101

I'm starting here because this is the one thing that built my hypnosis practice the fastest.

When you start a new business, which asset do you have more of? Time or money?

For most people, it's time.

Network Marketing is not "Multi-Level Marketing."

- Chamber of Commerce
- Cocktail party
- Business Networking International
- Groups on MeetUp.com
- Trade meetings
- Fundraising events

Anywhere that people gather to talk about business, you can be there, too.

Banker, realtor, banker, realtor, banker, realtor, **hypnotist...**

We have the most interesting job of anyone in the room.

The key is not to just focus on the people in the room. The key phrase is "who do you know?," though some people in the room may become clients.

I was previously active in the local Chamber of Commerce. I found it successful, but I found other things MORE successful.

Where I really built my business was at a local BNI chapter.

- Chapter regularly passed more than \$2 million of closed business a year.
- Best year, I could track about \$40,000 from that group.

Let's talk about these groups in better detail...

CHAMBER OF COMMERCE

This is going to be a formal, yet informal meeting.

Loose structure, round-table

Cocktail party format

Usually a breakfast, lunch, or after-hours event

MEETUP.COM

- Very informal
- Very much anti-sales, so provide value more than an offer
- Groups can be very private depending on their goals and subject matter.
- Sponsor a group, or provide food to get the foot in the door
- Offer a talk

BUSINESS NETWORKING INTERNATIONAL

Very formal group

Rules:

- Members are expected to be present at all WEEKLY meetings
- Allowed only a certain number of absences a year
- Should arrange a substitute for your seat for most of these absences
- Members are expected to pass referrals and track passed business
- Initial investment as a member may be around \$500.

Benefits:

- Only one member per seat. Roles are defined very strongly.
- ACCOUNTABILITY
- Smaller, more focused group
- Faster rapport building

Networking Mindset

BNI did a great job of training you in the rules of networking.

- The networking model may be a match for every business, but it's not a match for every person.
- VCP = Visibility, Credibility, Profitability
- Wind sprints metaphor
 - Attend weekly meetings
 - Schedule 1-to-1's
 - Pass referrals
 - Report thank-you dollars

The elevator talk:

- NGH talk is "Working with normal everyday people with normal everyday problems."

My formula...

NAME

BUSINESS / TITLE

LOCATION

WHO DO YOU KNOW THAT _____?

STORY OR RESEARCH

IF YOU KNOW SOMEONE THAT _____, PLEASE SEND THEM MY WAY.

NAME

BUSINESS

TAG-LINE

What referrals can you ask for?

Golden Egg:

- Smokers
- Weight Loss
- Fear of public speaking
- Speaking opportunities
- Training events

Golden Goose:

- Doctors
- Counselors
- Referral partners

How do you climb through VCP?

- May take some time
- Sending referrals is the fastest way to build credibility in my experience
 - Review your personal services:
 - Car insurance
 - Home insurance
 - Renter's insurance
 - Health insurance
 - Home products
- Leadership roles
 - Best suited would be Educational Coordinator

Final notes:

- Critics say it forces you to send referrals to people you don't know.
 - Not true. You get to know the people very quickly. Both good and bad. I had several wellness folks I never referred to, and was very polite about it.
- Keep your client outcomes confidential. I would send "thank-you" dollars for closed business, without referring to the client.

“Ride Your Elevator Talk to the Top” Outline

- Your name.
- Your title and business.
- Your location.
- “Who do you know that _____.”
“What I do best is _____.”
“I’m an expert on helping people _____.”
- Tell a story or give some research.
- “If you know someone that _____...”
- Give a specific call-to-action.
- Remind your name.
- Remind your business.
- Memorable tagline or USP.

PHONE STRATEGIES

I don't engage in client inquiries over e-mail.

- “All services are customized to the individual, so I can better answer your questions after a brief confidential phone consultation. In the meantime, I will share some basic information with you via another series of e-mails. You may reach me direct tomorrow by calling (703) 341-6655 during normal business hours, 9am to 5:30pm.”

**** Take control of the conversation. ****

Most will ask how much?

- Some would say they're price shopping.
- Unsophisticated client – they don't know what to ask.
- Our responsibility to guide them through the sales process.

WARNING: This is MY personal phone script. It has produced several hundreds of thousands of dollars of income. This is what works for ME. Test and do what works for you. Please also note this segment is the only thing I'm sharing that I actually almost pulled out because it works so well for me. Have fun. 😊

Have a conversation.

- “Great, tell me a little bit more of what you'd like to work on.”
- “Tell me about this goal of getting rid of those cigarettes.”
- “What have you done so far to address this goal?”
 - There's value here.
 - Motivation will become evident
 - Things like chiropractor, coaching, nutritionist, acupuncture, etc. hint at their willingness to invest in themselves.
- “What would you say the biggest challenge has been so far?”
- “Why now?”
- “What do you want to be different from making these changes?”

Tell a story

- Recent client experience and the results

Lead to the next step

- “Do you have any experience with hypnosis?”

Compliment their research

- “I can tell you’ve done your research, because MOST people who call me start off by asking something funny, like if I’m going to make them bark like a dog or cluck like a chicken.”

Reframe Hypnosis

- “Rather than being a loss of control, hypnosis is about helping you to **TAKE BACK CONTROL** those parts of your life that seemed out of control before: your habits, behaviors, emotions, and beliefs.”

Make it personal = Simple Sleight of Mouth

- What if X = Y now instead of Z?

Dissolve all hypnosis fears

- “This may sound technical, but we define hypnosis as “automatic response in spite of your conscious awareness. It’s like when you’re driving in a car and miss your exit or just find yourself at home. You get involved in a movie when you know it’s fiction. **Or you find yourself <BEHAVIOR OR FEELING> when you know you’re <REALITY OF THE SITUATION>**. So it’s a funny way of putting it, but you’re already doing hypnosis. I’m going to show you how to do it better.”

Build Value

- “For clients who are ready to quit smoking, we’ve found the best success with a program that consists of three live sessions. Each session is different, building upon the previous one. The program is designed to help you quit physically, stop smoking mentally, and transition into a lifestyle as-if you never smoked in the first place. I also teach you some techniques along the way that you can use anytime, anywhere, and no one will know you’re doing something. My goal is to build your independence in yourself, rather than a dependence upon me.”

The Nuts and Bolts

- “The investment for that program is \$650. That single payment covers all three sessions, and the additional tools and techniques I’ll share with you to give you the best experience. I’m in the office Tuesday-Friday for sessions at 10, 12, 2, and 4, and the meetings are anywhere from 60-90 minutes. We typically schedule them a week apart from each other.”

More Value

- “Again, the main thing is, everything is customized to you. There’s a very strong framework in place, though every session starts with what you need and when you need it.”

The Soft-Sell Close

- “Now... how soon would you be interested in getting started on something?”

Send them a confirmation or subscribe them to a campaign.

Phone Script Outline

- Answer the phone or greet them professionally.
- Have a conversation.
- Tell a story.
- Lead to the next step.
- Compliment on their research.
- Reframe hypnosis.
- Sleight of Mouth to make it personal.
- Dissolve all hypnosis fears.
- Build value.
- The nuts and bolts.
- More value.
- The soft-sell close.
- Send a confirmation or subscribe them to a campaign.

ANSWERS TO COMMON QUESTIONS

Do you take insurance?

- “As a non-medical practitioner, I’m outside of the categories of your health insurance provider, however I’m happy to provide for you a receipt which you may submit to increase your odds of getting a reimbursement.”
 - Once took 9 months to get payment from an insurance company when I agreed to let them pay me direct.
 - This is not a very common inquiry for me.

What’s the guarantee?

- “My guarantee is the best service to help you reach your goals. The same way a teacher won’t guarantee you’ll learn something or a lawyer won’t guarantee you’ll win the lawsuit.”
- “I’d also share that I’m looking for a guarantee more from you. At times I’ll be sharing with you techniques that thousands of clients have found to be effective. They only work when you put them to use. You can’t go to Home Depot and buy a hammer then try to return it and say it doesn’t work.”

That’s too much money.

- “That’s one way of looking at it, though many clients have found that it often costs more time and money to be stuck in the problem while trying other things that didn’t work for them.”

I need to talk to wife/husband/etc.

- “Great, let me get your e-mail address and send you some further information to share with them as well.”

Can I just do one session and see how it goes?

- “You could, though I’ve found the best session with clients who are committed to completing the program as recommended. The fee for the single session is _____, so it’s actually more affordable to pay for the program. Each session is powerful and builds on the previous, though you wouldn’t be happy with a contractor building a house if they stopped the build after laying the foundation.”

Book Recommendation – “Sleight of Mouth” by Doug O’Brien

Recommended Reading

Hypnotherapy by Dave Elman

TRANCE-Formations by John Grinder and Richard Bandler

Speak Ericksonian by Richard Nongard and James Hazlerig

Integrative Hypnosis: A Comprehensive Course in Change by Melissa Tiers

Monsters and Magical Sticks by Stephen Heller

My Voice Will Go With You by Sydney Rosen

Reality is Plastic: The Art of Impromptu Hypnosis by Anthony Jacquin

Hypnotherapy by Freddy Jacquin

Magic Words and Language Patterns by Karen Hand

The New Encyclopedia of Stage Hypnotism by Ormond McGill

The Illustrated History of Hypnosis by John C. Hughes

Roy Hunter's Books:

The Art of Hypnosis

The Art of Hypnotherapy

Hypnosis for Inner Conflict Resolution: Introducing Parts Therapy

The Art of Hypnotic Regression Therapy: A Clinical Guide

Mastering the Power of Self-Hypnosis: A Practical Guide to Self-Empowerment

The Ronning Guide to Modern Stage Hypnosis by Geoffrey Ronning

Business Building

Hypnotic Business Systems by Jason Linett

www.HypnoticBusinessSystems.com

Anyone going into business for themselves needs to read these two books:

The 4-Hour Workweek by Timothy Ferriss

The E-Myth Revisited by Michael Gerber