



Work Smart Hypnosis

WITH JASON LINETT

HYPNOTIC WORKERS

HYPNOTIC VOCABULARY

Part 2 of 3

VIDEO LINK:

<http://worksmarthypnosis.com/hypnotic-workers/hypnotic-vocabulary/>

HYPNOTIC VOCABULARY

Part 2 of 3

JASON LINETT:

Consulting Hypnotist. We had this chat yesterday. This is the terminology introduced by the NGH to upgrade and replace hypnotherapist. And again, in terms of testing, we've been finding that word converts even better. So that's why we're sticking with that term, consulting hypnotism. Followed by the consulting hypnotism is a profession. This is our official definition nowadays. The art of helping normal, everyday people with normal, everyday problems.

Motivational coaching by means of hypnotism. That is what our title is. That is what our profession is about. There's an extension sometimes added to this of using individual hypnotic techniques, and what that extension basically allows to say that...Okay, Becky is doing hypnosis, and she and I do it differently, but we both get results. So it allows the individual style is what that phrasing comes down to. Take note of what words are not inside of that definition. It doesn't necessarily say health care. It doesn't necessarily say mental disorder. So it's probably...I'm not gonna say probably. It is a brilliantly crafted series of words because it also builds into protection of our profession. Because to say that we cannot help normal, everyday people with normal, everyday problems, you would have to diagnose everybody with even the mildest of a concern with a mental disorder for that statement not to be a pod. So it is a brilliantly crafted piece of highly political language. Normal, everyday people with normal, everyday problems.

We mentioned compounding of suggestions. Thank you.

STUDENT:

You're welcome.

JASON LINETT:

We mentioned compounding of suggestions. Direct drive is probably your simplest form of compounding of suggestions. And we'll detail this in more detail later, detail in more detail later, where it's basically a method of delivering the same hypnotic suggestion over and over and over on repeat. My addition to it is to add in the emotional through line as this phrase repeats, feel that confidence increasing more and more. Which now adds a more leveled compounding nature to it rather than just it's on repeat. We'll hit that in more detail later.

But do you notice how we're covering all sorts of information here that when we get to that information later, you're gonna go, "Oh, I already know that." Because you already know that. Man, that's clever.

Dissociation, we can link with association. Association, you are inside of the experience. Dissociation, you are observing the experience. In it versus out of it. And in terms of different techniques, we're gonna see the places where we wanna be associated into the experience or we wanna be dissociated. To go back and rewind the age regression conversation, revivify, it's as if you're actually there. Is that association or is that dissociation?

STUDENT:

Association.

JASON LINETT:

What did you have for breakfast this morning?

STUDENT:

A smoothie.

JASON LINETT:

Yeah, was he associated or dissociated?

STUDENT:

Associated.

JASON LINETT:

Well, we actually really don't know. And as you imagine there you having that smoothie, where are you?

STUDENT:

Here.

JASON LINETT:

Here. Are you drinking the smoothie now? No. Okay, so now we have some criteria. Dissociated. But

if he responded, "I was in my kitchen." Now it's past tense. Now we've got dissociated language. And there's some clever tricks to bring people in and out of the association/dissociation pattern, which by the way, just simply playing with that, it's gotta be one of the best strategies for dissolving away anxiety. More on that later.

But wait, there's more. To emerge, we've talked about that. It's the process of coming out of hypnosis. Why do you think we don't wanna say wake up from hypnosis.

STUDENT:

It's a prop.

JASON LINETT:

The answer would be because it's a prop. That's definitely true. But then again, I could phrase it in a way that in a count of one to five, you'll wake up from the hypnotic process. One, waking up more and more. Two, feeling that energy rise. Blah, blah, blah. Five, waking up. Why do you think we don't wanna say wake up?

STUDENT:

Because you're not asleep.

STUDENT:

Not asleep.

JASON LINETT:

Because you're not asleep.

STUDENT:

But Jason, why do you...

JASON LINETT:

Yes?

STUDENT:

...like yesterday that the instant induction, you go sleep?

JASON LINETT:

Awesome. And I wait for the moment for you all to ask the question rather than me bring it up. Why do we use the word sleep inside of an instant induction? There are some moments where the answers I'll give you will seem very dissatisfying. There's a moment later today where there's a technique that I'll share with you. Fractionation, for those of you that already know of it, where we do it three times. And why do we do it three times? The answer is very scientific. Four is too many and two is not enough. That's really all it comes down to.

So, unfortunately, the answer with the instant induction with the word sleep is that we have yet to find another word that works as well. In the command form, in that moment of...now, I'm working hard to rebrand instant inductions as no longer being referred to as shock inductions. I think that's unfortunate phrasing. Instead, it's a pattern interrupt induction. And I want us to rebrand it as that terminology because I think that better describes it because we can do an instant induction, as you saw, and it doesn't have to be shock. It's the moment where the pattern suddenly changes and now we're off to another direction.

So the word sleep. The theory is, in the command form, when the conscious mind doesn't have time to make a decision, the unconscious mind will understand the word sleep in the command form as if, relaxed deeply as if asleep. And all I can simply say is we're gonna learn this technique in this course. Experiment it for yourself. We cannot find another word. Even in other languages. It's not just the tonality, the staccato nature of sleep, even though in German it's pretty awesome, "Schlaf."

Anyone here speaks other languages? What's another word for sleep in another language? Yeah?

STUDENT:

"Matudtud."

JASON LINETT:

Say...as a different...That's Tagalog? I remember from the...

STUDENT:

That's Kapampangan.

JASON LINETT:

Okay. And is it different in the command form, because I know different language have that.

STUDENT:

It's very gentle. It's like, [foreign language 00:06:21] Like that. Sleep now.

JASON LINETT:

How would it be said...Let me throw a connotation here. What's the children's book that's not making the rounds? It's really not for children. They go...

STUDENT:

Go the...

JASON LINETT:

Yeah, go the blank to sleep. How would it be phrased in that context?

STUDENT:

[foreign language 00:06:40] Just like that.

JASON LINETT:

And I'm only asking just because I'm not...Can you just hit the tonality, hit the pronunciation?

STUDENT:

Okay. If you wanna say it like...

JASON LINETT:

Just because I'm not hearing all the syllables.

STUDENT:

If you just wanna say it personally, you go, [foreign language 00:06:56]

JASON LINETT:

Which again, I know of hypnotist who trained internationally, and they'll do the training, and the format of this is actually widely accepted, which I love, and it's something that I'm looking at doing next year. Of I would be teaching you, and then meanwhile, some of you would have headsets on

and a translator would be explaining it. And it's moments where, Sean Michael Andrews is the one I'm referring to. He'll do the demo and he'll say, "Sleep," in the command form in the native language of where he is. But then he'll do the deepening technique, which is covering information we haven't talked about yet, he'll deliver the deepening in English. And because the intention is there, it still works.

If there is a close second to the word sleep, perhaps it's the word melt. Melting into that. But I wanna turn it into the...Let me nerd out my grammar here. I'm gonna wanna turn it into the gerund phrase which is where you take a verb and you add ing to the end. Melting into that chair. Every breath you exhale helping to guide you further down. But again, it's one of those moments where, unfortunately, at this time, we have yet to find another word that works so well. Now, we'll talk about this. We can talk about it here.

There is an option that in your pre-talk you could explain this ahead of time because Keith in the process today. What's interesting is I've already told you that your mind is active and alert the entire time. So you already understand. You're not going to be asleep. However, what's interesting is sometimes I may make use of that word sleep. And what's interesting is, in the process, your conscious mind will fully be aware that you're alert, you're awake the entire time. However, it's the unconscious mind that will hear that word in the command form to mean relax deeply as if asleep. Kind of cool, right? Which I will openly tell you I have thought that to several hundred students. I have never made use of it myself. My filter is always, I will only teach you things I have done myself, yet I teach that because it's something that some people wanted as an option. I have yet to find it to be necessary. In fact, my introduction to an instant induction in most cases is very simple. "Hey, we've already done hypnosis together before. It's kind of interesting. We can go under the process today a little faster. This is kind of fun. Press on my hand. Close your eyes." That's my get ready. That's it.

I'll teach you how to condition that method later on, but again, I've never done the conditioning. But I will teach it to you for the sake of completeness. Because when all else fails, apply suggestion. "Hey, we can go to hypnosis even faster today," is all I have to say. Does that answer your question about the word sleep? Yeah. It's a dissatisfying answer, I know, but it really is, unfortunately, the answer.

So embedded command. This is a suggestion given indirectly inside of a larger statement. For the grammar nerds in the room, it is a dependent clause inside of a longer independent clause. Yeah, thank you, Mrs. Antley, sixth grade English. It's the command form, "Go deeper now." It always begins with a verb in the action tense in the active voice. Which, as a side note, the methodology of learning an embedded command is also the methodology to stop using passive language in your...stop using passive language, which in most journalism, in most writing, the biggest fault is people using passive language. It's more interesting, it's more dynamic to be active language. And to simply fold into your language more embedded commands, indirectly, makes you do more active

language. Which, as a side note, I've mentioned that several people out there hire me nowadays for consulting, which the timeframe we end up doing together would usually be maybe 20% hypnosis education, and then like 80%, "Let's work on your business."

In the comedy world, comedy world, there's something called punch up. Which punch up is where they have the final script, and they hire a group of comedians usually, sit around the table, read through the script together, and make it funnier. That's what punch up is. Anyone ever see the movie, "Shallow Hal?" The bit where Jason Alexander's character has the flaw of having a little knob, a little tail. The comedian Patton Oswalt, that was his writing. So the script was written by other people, but they're reading around, they're going, "We need a reason why this guy is being a jerk. He needs to have some sort of imperfection that's gonna make it because he's like the sleazy guy that no girl is good enough for him. We need to come up with something for him that kind of excuses the fact that he's a jerk, but he's just as imperfect as he's labeling these people to be. What if we gave him a knob? Yeah." And they love that.

If you ever see a cartoon, and cartoons are sloppy about this, the moment where on screen something is happening and a voice off screen says something really funny. It's a moment where punch up occurred. The ultimate example of punch up, "Rocky Horror Picture Show," the people who started listening to it, and the timing was just not good for the movie. And people in the audience started to yell stuff out thinking, "We can make this funnier." And it became this big, cult thing, the ultimate version of punch up.

So I mentioned that history because as we go through their websites, as we go through their brochures and business cards, consistently, the only strategy I'm using with them is making their language more active by finding the embedded commands that was passive. Finding the embedded commands. Let's now make it active. And as you find that passive language, and now make it more influential, and as you begin to use your language more directly, it helps you to discover just how powerful your language is.

So by the technique for making use of...That was passive. The technique that will make you to make use of more embedded commands is whenever you're about to approach a verb, give it just that split second pause in your mind, and help you to decide whether or not it's a moment to use an embedded command or not. Do you hear what I'm kind of doing there? Rather than using the passive gerund phrase, the ing, finding this. Now as you find this thing is there because you naturally use these techniques already. Which, by the way, if you go into any hypnotic script and go through and take a highlighter, find all of the verbs, you start to discover just how powerful it is, or you're finding yourself realizing just how passive it is and it needs to be improved upon. So to find those verbs and decide whether or not it's something you need to activate with more powerful language or continue to allow it to be something passive because the emphasis doesn't need to be there.

So very often, and I'll tell you the dirty, rotten secret that I use for websites is I go through and I decide which things need to be embedded commands, and then I go through and the first pass, I make them all bold. And then I'm only allowed one bolded phrase per paragraph. And that bolded phrase is always an embedded command. And it's the technique that make copy on the page pop out and be so much more influential. Which, by the way, as you were reading your Dave Elman Induction last night, several phrases were in bold. You've already been doing this stuff. Boom. Microphone. Okay. We'll play with that more as we go further.

Couple of more terms, the rest we go through rather quickly, fascination and fixation. Two similar concepts. And this is me nerding out and getting into terminology way too much. The old classic swinging pocket watch was an eye fixation induction. The eyes are fixated on a specific point. The eyes are a muscle that are kind of meant to move around. Think about it logically for a moment. As I stare at you right now and look as you stare back at me, the longer you stare at me, your eyes are beginning to feel fatigue. They're feeling as if they wanna blink. Which that ain't even hypnosis. That's just the muscles of the eyes.

So the old-school practitioner would claim the physiological stunt as hypnotic phenomenon, and then ride the way from there. That's what the eye fixation induction was all about. And later on, we'll actually play with an eye fixation induction. This is only nerding out with terminology. If it's fixation, but you now bring it up, and then it now involves rolling the eyeballs up, now it's fascination. However, all fixation...all fascination is fixation. But not all fixation is fascination.

You will never need that language again, but now you know. Fascination is when it's fixation, but it also involves the eyeballs rolling up, which, I mean, keep your head forward, roll your eyes up, you're gonna start to already feel some tug and fatigue of the nerves of the eyes. It speeds up the fixation process. But all fascination, all fascination is fixation, but not all fixation is fascination. Again, you will never need that again.

Forgiveness is an emotional release process that will usually come out in typically an age regression style format. There will be a whole segment on this later on. But note that forgiveness is a term that's very odd because we keep defining it by what it's not. How often do we do that? Forgiveness does not mean we suddenly forget. Forgiveness does not mean we condone what has happened. And it is a controversial moment when I talk about forgiveness and I do the unthinkable, I quote Oprah Winfrey, "Forgiveness is the release of hope that things could have gone differently." That's a good one. Man, we should get it embroidered on a pillow. "Forgiveness is the release of hope that things could have gone differently."

Fractionation, we'll play with this today. It is a rising and falling of a tension. A rising and falling of energy. A rising and falling of sensory awareness. So we will learn fractionation today as an eyes opening and closing. However, it can also be let that falling rise on up, and let it also go back down. It's the rising and falling sensation.

Hallucinations, negative and positive. Negative, some things there, but we're not noticing it, Becky's not in the room. Positive hallucination, clock's on the wall. However, take note that it is all about sensory awareness. So I'm not telling you now that later on in your exam that you're gonna get...most people get the answers wrong about hallucination when they write, see something that isn't there, don't see something that is there. What's incorrect about that?

STUDENT:

See.

JASON LINETT:

They're negating the other four senses. Because remember the lemon. Remember...exactly. It's about sensing something. It's not just about visual nature. Hyper-suggestibility. If I had to give you the buzzword that was behind everything that I do in hypnosis, it's this word, hyper-suggestibility. Powerful state of suggestibility. It's an enhanced state of suggestibility which is produced by deep, hypnotic phenomenon.

Let me give you the simplest paraphrase. Something hypnotic just happened, which now makes everything that follows now carry even more weight, even more importance. So let me give you a scenario briefly. I say something really meaningful to you is option number one. Option number two, your eyes were open. You're looking at your arm and you can't bend that thing. Close your eyes. As I tap the hand, it relaxes even further down. And now I make the same statement. Would you accept the idea that now that statement now carries even more importance because we're riding the wave of, "Wow, I am deeply hypnotized." Fair? That's hyper-suggestibility.

So it's the timing of the process. This is another one of these moments of working with intention rather than by accident. The principle of what's called the prestige suggestion, which normally we talk about as being a bad thing. When the doctor looks at you, "Well, you're gonna have to deal with this pain the rest of your life...or not." Or not, it's not necessarily the case. Where the doctor saying that from the position of prestige, that can be accepted very strongly. But we as hypnotist also have the gift of prestige suggestions, and we can position it even stronger given our timing by saying the most important thing you need to hear after a moment of hypnotic phenomenon. Timing is everything. What's the secret to comedy?

STUDENT:

Timing.

JASON LINETT:

Timing! Timing, timing, I'm sorry. Missed the timing on it. Bad joke. Hypnotic hangover, we briefly referenced yesterday. Physical discomfort experienced by emerging someone too rapidly. To solve it, you don't necessarily have to re-induce them back into hypnosis. In my mind, if they're still holding on to some fragments of this state, they're still in the suggestible state. In fact, there's a principle taught by a friend of mine, Sean Michael Andrews who I've referenced, which the line is, "Once you stick 'em to one thing, you can stick 'em to something else." And even though it doesn't necessarily mean physically stick to something, if you accept this suggestion, that now compounds to this next suggestion as well.

So look at the sequence yesterday and you're gonna learn the timing of this later on. Getting the eyes open hypnotic phenomenon. The arm is stiff and rigid is a massive hypnotic phenomenon. Especially with an eyes open state. But I did not do it until I'd already achieved the eye closure. Until also I already had him struggling in that moment. And I even threw in an emotional suggestion. Some people laugh at that. It's kind of a funny sensation. And the moment he smiled, foot's in the door. I'm just compounding further and further down. You can hold on to the rest of the relaxation...you can hold on the relaxation and the rest of your body and cause effect, as you open your eyes and look at your arm, that thing gets even stronger. I'm constantly linking one thing to the next. The action of looking at the arm, that thing gets even stronger. It's that compounding nature in that moment. So by folding it in and rolling it over more and more, because he's holding on to this suggestion, it's now only a logical step forward to move to the next one.

So on the next span of things, why do I mention this with hypnotic hangover? Well, if they're still holding on to that fragment of that state, they're still in the suggestible state. Which is where in the environment here, it's gonna be a little bit more formal. I'm gonna count from one to five slowly, and as I count from one to five slowly, feel like a cloud dissipating, that fuzz just dissipating away as it's gone by the count of five, as your eyes open up.

This is a place that in a stage hypnosis environment, I'm going to employ some theatrics just for the payoff of, again, stick 'em to one thing, stick 'em to something else. The snowball is going downhill. Oh, you've got a bit of a headache. Okay, that's really easy to solve. Everybody watch this. Hey, come on over here. This is kind of interesting. Describe how you feel. It's like a headache. Check this out. All I have to do is get my finger nice and warm, and in a moment, in a moment. In a moment I'm gonna tap you on the forehead. And the moment I tap you on the forehead, it's as if the cloud just burst, and that clarity comes back into place. You're gonna realize just how good you feel. You're ready? Get ready. Here it comes.

This is all the same as a one, slowly, slowly, slowly. Two, building up, building up. Three, it's all expectation at this point. Ready, and...it's gone. How do you feel now? Wow. Yeah, to which is my

moment where I just wanna walk out of the room as fast as possible. Thank you. Just to hear the stories after on. It's the same formula. It's the same formula.

Hypnoanalysis. Understand, this is a word that you all should not use. Why? Because it's how the work used to be done. You will find in older books the method of hypnoanalysis, and the principle was, by way of hypnotic age regression, we find the cause. And then the phrasing at one point was, you then emerge from hypnosis. Well, Amy, it turns out the reason you had this issue is because of this thing that happened to you when you were 12 years old. But Amy, you're not that 12-year-old girl anymore, so you don't have to feel that anyway. Awesome.

And my take on this is, maybe when we were a less cynical society, and I hate to use this next statement, though there's a moment, and I'll give you the example. There's a moment where sometimes in a bit of patter I refer to as, the moment we see the police officer, we give them a sense of authority. I've had to edit that phrase out in recent months, which is an unfortunate thing. And yes, it's the example of one bad apple ruining the bunch and changing the expectation. Where, I hate to say it, doctors used to be given a lot more authority than they're getting nowadays. So it's that moment where, again, hypnoanalysis may have been the model at one point. Find the cause.

And the line is, in some older textbooks, sit back and watch the mirror to unfold. As if the insight was all we needed to produce the change. Not so much anymore. Hypnoanalysis is the path moving backward. In our conversation, the hypnotherapeutic process is then moving forward. So there is a local hypnotist who has on her website the bid ad, "I do hypnoanalysis." Which is the fastest way...the equivalent would be, "Hey, you got the flu. Come one in. We'll do a bloodletting." It's only...No, it's out-of-date information. And from our conversation, it's only like one eighth of the hypnotic age regression process you're gonna be learning here. And it's the briefest segment of what you're gonna be learning.