



**Work Smart Hypnosis**

WITH JASON LINETT

# HYPNOTIC WORKERS

## HYPNOTIC VOCABULARY

Part 3 of 3

VIDEO LINK:

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

# HYPNOTIC VOCABULARY

## Part 3 of 3

### **JASON LINETT:**

Hypnoidal, light state of hypnosis. Ideomotor, we've already addressed. Subconscious involuntary muscle movements. Induction, the formal process or ritual of creating a hypnotic state. Note the word "ritual." We'll come back to that later.

Indirect suggestion, direct suggestion is a very literal format of this is what is happening, this is what's occurring. Indirect suggestion is the nonliteral format, perhaps in the way of metaphor or permissive delivery. Which understand there were moments where you've had me giving indirect suggestions by way of embedded commands. "I can tell you to go ahead and relax your entire body, but that's not necessary" is an indirect suggestion. But marked inside of it is the that embedded command. And I'll be pointing it out as we evolve forward.

We'll hit this briefly. Initial sensitizing event, ISE, and age regression, that's gonna be the cause of the event. We're in for the home stretch. The rest of these words go rather quickly. Kinesthetic process of feeling. Mesmerism, yay, we've talked about it as the animal magnetism word fell away, we had since then labeled it as mesmerism.

Monoideism, the man who came up with the word hypnosis ended up deciding he didn't like the word hypnosis because it had the word sleep inside but it. And people began the simplification of the story would be that, "Oh, Dr. Braid discovered the state of sleep" and he's having to back track, "No, no, no, it's not sleep. The mind is focused on one outcome, one idea, one idea. Let's call it monoideism." Horrible name. Now chances are, none of you would have signed up for the monoideism intensive. So yeah, it sucks.

Neurolinguistic programming, NLP for short. This originally was the brainchild of John Grinder and Richard Bandler. It began as a study of subjective experience, the structure of it. Which to give you the basic idea of that, all of us in this room have interacted with tables in our lives. There's a bold statement. However, we've all interacted with different tables than the other people in this room.

So as I look at that table, I am sorting that table for all the tables that I have been around. And Luke and Becky are sitting at the table, sorting that table for all the tables they've been around. So that is a physical table. But then again, we could argue how physical is matter because matter is actually rather fluid thing. And what exactly is solid? There is no spoon. So as we're looking at that physical

thing, we're sorting it in different perceptions but the perception is only the illusion of the experience.

What the hell does this have to do anything? I feel anxious when I get up to speak and this person says they feel anxious when they get up to speak. Yet the word anxious is an nominalization. It's a noun. We have taken an action word and turned it into a physical object. However, to ask us, "How do you feel that anxious feeling in your body?," you could get two completely different answers.

**STUDENT:**

Mm-hmm.

**JASON LINETT:**

So when you feel that fear, what does that feel like is part of the process of NLP. And breaking down the subjective experience of what that feeling actually is for that individual. And we're no longer treating the word. We're no longer treating the diagnosis. Instead we're diving into "How do you do that, what images are going through your mind, what are the sensations in your body?" Now, we've got the road map into that issue. As Richard Bandler would say, "By asking the right questions, you can get the road map behind how your client becomes depressed." That way you can go home and depress yourself the exact same way. No. That way then you also have the road map into it and the road map into it is also often the road map out of it as well. And it's all done from this modeling of human excellence to no longer label something as being a problem.

So imagine that person with a, let's call it a social phobia. Whenever they're in a big group of people, they feel terrified. They shut down. It's an interesting thought to realize they don't forget to feel that way. Look at that as a very consistent pattern that is so reliable. There's never the moment of, "Oh, yeah, I was so busy, I forgot to feel terrified of a group." No, it's just consistently. And to look at that as a resource in the mind as opposed to a locksmith is coming here during our lunch break today because I can't find my mailbox key. Yay, \$85 dollar mistake.

So to consistently always... So to label that now as a skill and to take that skill and drag it over to another part of life, that's what the principles of NLP are all about. Modeling that suggestive experience, tracking that excellence, and finding the resources out of something and using those resource to our advantage. That's what's it's about.

I very much am a neurolinguistic hypnotist and there's a lot of NLP principles in this course while not necessarily being the NLP course. Because the history of NLP, they were tracking primarily three modern therapists of the day. Virginia Satir who is a well-known family therapist. Fritz Perls who was the founder of what's called Gestalt Therapy, which is very much this ego state therapy of sit in this chair speak as yourself, sit in that chair speak as your father. And Milton Erickson, a modern

hypnotist of the day. So this is one of those weird moments where we can say that all of hypnosis fits inside of NLP but not all of NLP fits inside of hypnosis. Because there was modeling work that was being done outside of the hypnosis community. Which is why the NLP course is its own separate thing.

Neuroplasticity, the brain's ability to reorganize itself by forming new neural connections throughout life. And this is a modern language of change. Just because something was one way, there's no reason it has to be that way now.

Parts therapy, basically it's an ego state, Gestalt style therapy. While the most popular version in our community is the Roy Hunter, Charles Tebbetts parts mediation variation. Parts therapy is a category. You're basically dividing the client into individual parts. Doing the work with the parts, integrating them back together.

Patter, the words we say while hypnosis. Phobia, the interesting definition of phobia it is the fear of the fear. I've talked about tables and I feel uncomfortable because I have a fear of tables. And because I'm sitting in this room, I don't feel comfortable because of that table, fear. I'm not gonna go in that room because there might be a table, phobia. Note though as a nonmedical practitioner that is a medically protected word. We work on fears. And if you want the fastest method for me to yell at you. when you have me look at your website down the road, it's when you printed the word "phobia" and I go, "You idiot, didn't you listen to me?" I will probably say it more positively.

However, Damon, enjoy your phobia. There's a suggestion. Posthypnotic interview, one of the most over looked parts of the hypnotic session. Because the suggestion to emerge is a suggestion just like the rest of the process. So the things we say immediately upon emerging from hypnosis is one of the most powerful moments to make use of. It is a hyper suggestible experience. So you'll find I am continuously pummeling away positive suggestions. "Remember the old story about yesterday, hey, before we get started?" Well the opposite is also true. "Hey now that we've wrapped up," we're still working.

Pre-hypnosis interview is the pre-time as well. Presupposition, we've talked about this. It's the assumption before the assumption. On the drive home today I've got to swing by the Pet Smart over near the mall. My dog chewed through her collar. She was out in the backyard. Her leash actually got stuck on something. The kids were playing with her so I got to buy a new collar. I tell the story, would you start to doubt whether or not that story is true? Yeah, probably. Maybe it's the old storyteller game of something that happened years ago. Would you stop and question whether or not I have a dog? Probably not because that just flies under the radar but getting caught up in the details of the story. I do have a dog. Her name is Blossom. She's very odd. Pre-talk, we addressed yesterday. It's the stuff we say before the hypnotic process .

Into the homestretch, last page. Pyramiding. If compounding of suggestions is layering techniques on top of each other for change, pyramiding is a method of layering one hypnotic induction on top of the other without emerging. Which when we get to the Dave Elman Induction, it's all about pyramiding. The Dave Elman Induction is actually doing about a dozen hypnotic inductions rapid fire, one after the other without bringing them out each and every time. More of the history on that later.

Rapport, again I'm not gonna teach you that because I didn't get you on rapport yesterday. By making you become more aware with the person in front of you and unconsciously you already got in sync with them. But this isn't a class about reports so we're not gonna talk about that. But you're already doing it.

Resistance, oh get ready for a rant. This is one of the biggest conversations in all helping modalities, not just hypnosis. People who come in are resistant to the process. Now understand, let's draw a line here. There is resistance to change and if that didn't exist, they wouldn't be in front of you. So the client is resistant to the change. Otherwise, they would have made the change for themselves already. Fair statement? "I wanna to make this thing happen and then suddenly, I decide here's the strategy of how I'm gonna do that, and now I'm doing it." Okay, good, no problem there. As opposed to, "I really wanna do this but for some reason, I'm not able to." That's resistance to change.

The change process with your clients is always marked by resistance to change. It's not always conscious. It's most often unconscious. The rant comes about with the resistance to the process. And I spread this statement now out to all helping modalities because I'll go there. There are no resistant clients. There are only inflexible practitioners. Resistance is a result of, in our language, an incomplete pre-talk, a lack of rapport, or a lack of understanding of what the process is supposed to be. That's where resistance occurs.

So it's where the practitioner is not willing to go above and beyond and do something different. There are communities, and I spread this far beyond hypnosis, that would jump to the concept of secondary gain. Which is where that the client is holding on to the problem because there's some benefit to be gained by holding on to the problem. "Well, I'm not gonna go to the physical therapist because as long as my wife is bringing me dinner at the sofa and I get to watch TV. And I don't have to do any chores, I'm not going to get up." Is that a conscious decision? Sometimes, it is. Most often, it might not be. So it's a place where again the practitioner is not willing to try something different do something different to go and make the change.

So there are some schools of thought that jump to secondary gain too quickly. And understand that's the last place I'm going to go. Does it exist? Absolutely. But secondary gain is a moment of hallelujah, we found a place of subconscious resistance. Let's go in release it. Game on. That's what your mindset should be. So I want you to be horribly smug when you hear people talking about

resistant clients and secondary gain. Because it is an over blown conversation in all modalities of personal change not just hypnosis.

It's definitely an issue in hypnosis but it's the same conversation in personal coaching, physical therapy personal training, psychology, counseling, psychiatry, all these things. "Oh no, he's not taking the pills because he'd rather hold on to the problem." Well maybe there's something you could have done to actually better motivate. That compliant step in terms of navigating the process and caring for with medication as well. Is this a common conversation in psychology?

**STUDENT:**

Absolutely.

**JASON LINETT:**

Yeah. Would you agree with the statements I just made?

**STUDENT:**

Yes.

**JASON LINETT:**

Okay, yeah.

**STUDENT:**

Yeah.

**JASON LINETT:**

That it's the scapegoat. It's the out. Oh...

**STUDENT:**

And that's what the outcome...

**JASON LINETT:**

...not my fault.

**STUDENT:**

...says. Yeah Rather than... and the same thing. It's more about me being flexible.

**JASON LINETT:**

Right. In all of my communication, personal change, education, interaction in a shopping mall trying to find something, business. I will always work from the mindset and hear this negative statement as a positive. "It's my fault." How can I better phrase this suggestion, this question, this statement? To better help you step into my model of the world and help me make get through this conversation?. I'm always gonna blame myself first and from that though, I don't butt heads with people that much. I'm gonna ask the question, very respectful, I'm gonna rephrase something in a much clearer way. So rather than just jump right away to secondary gain, it's the a whole, "No, what can I better for you to help you create this change?" I refuse to identify my client walking in the door.

Geoffrey Ronning is a stage hypnotist I referenced. And he would teach his stage hypnosis his students. And his book is in the back of my book as a resource. It's an amazing, well-written book. He would tell the stage hypnotist, it's all about two hypnotic presuppositions. I am going to have more volunteers than I possibly need to pull off this show. And those people who come up here are gonna give me all the feedback I need. To get them in to the appropriate levels of hypnosis, to help you create this change, to help you do the program. Which is [inaudible 00:14:24] what's the fear of the stage hypnotist? "Oh, no one's gonna volunteer. What if I can't get them in to hypnosis?"

But to walk out on that stage, I'm gonna have more people than I need. And they're gonna show me what I need to see to get them where they need to be. I bring the same to my clients. You are motivated. You are so ready to create this change. You are...what's the phrase...sick and tired of feeling sick and tired. You are in that beautiful place. There's a magical place in the mind that we can label enough is enough and that's why you're in front of me today. And you're gonna demonstrate everything that I need to do to see to choose the right methods. To get you in to hypnosis and help you get through this change as well. Let's have some fun, and I go in to every client interaction with that mindset. And oddly enough with that mindset, I have only ever had two clients that I could label as resistant to hypnosis.

And one of them was here a month here go, story later. But it's a guy who I just said and I labelled and he went, "You're exactly right." And I went, "Okay, hang on a second." I turned around. I hit a few buttons and I went, "Your money has been refunded." "But I paid you." "I know and it's back in your account. In fact, I hit the button and it's already been released as well." "Why?" "Because I'm not gonna let you pay me and say this stuff works." "Why?" "Because you just told me you have no interest in quitting smoking and the only reason you're here is because the woman out here in the lobby dragged you here. And you lied to me on the phone. Your words, right?" "Yeah." "Good, I wish you the best." "That's it?" "Yeah. when you're ready, I'll look forward to having you back here." "But I'm here." "I know and I can go somewhere else. When you're ready to produce this change."

But that was really at its core. That wasn't even he was being resistant to the hypnosis at its core because he didn't wanna make the change. So the resistance to change was overpowering that which was the fastest session I've had here in quite some time.

Revivification, we've talked about. Hypnotic seal, that's a gray mammal that does one of these and goes "arf, arf" and they catch... No. Cool animal Hypnotic seal, it is rarely, rarely seen. I will boldly make a statement. You will never run into this but I talk about it here. The hypnotic seal is considered unethical and I agree with that statement by all major hypnosis organizations. And they tell me I shouldn't even talk about it or teach it.

However, you're not gonna run into this, I will teach you the method to break it should you run into it Because actually teaching you how to break it oddly enough teaches you probably one of the most effective strategies I've ever found for eliminating negative self-talk. So I think it's, given the history of it, very important to teach you the history behind it and also how to break it as well.

**STUDENT:**

Why would anyone...

**JASON LINETT:**

The reason why would anyone wanna make use of it. The early Vaudeville stage hypnotist, legend goes at one point was employing the hypnotic seal to not have competition. If I could make it so someone could not be hypnotized by someone other than me and now they volunteer for your show. Well clearly, I'm the hypnotist you gotta hire.

When the medical profession was catching wind of the lay hypnotist, how do we guarantee that we can protect hypnosis for ourselves? No other person but a medical professional can get you to hypnosis. Yet, there is the anecdote of the man going into emergency dental surgery that is was allergic to all forms of anesthesia. And the doctor had been trained by both David Elman and Milton Erickson. However, the patient did not identify the dentist as being a medical professional. Because from him, his cynical perspective, dentist isn't a doctor. It's the guy who cleans your teeth. And a seal had been placed on him but could not go in to hypnosis because of that and it was just a very excruciating procedure.

**STUDENT:**

Wow.

**JASON LINETT:**

So that's kind of the brief history. More on that later.



Into the homestretch.

Somnambulism, a deep state of hypnosis. Also from our understanding, a working state of hypnosis. Now take note the word "somnambulism" is also the word for sleepwalking which is where the word came from. Here's the early practitioner working with his client. And it's literally the moment of Lucas deeply hypnotized and I suddenly went, "You know what, this would probably be a lot easier if you were sitting in this chair rather than this chair." And suddenly Luke stood up, walked across the room, sat down. Never seen that before. Sleepwalking, that's where the word "somnambulism" came from.

Let's draw a line here. There two variations of the word "somnambulism" because there is the somnabulist, which is the person who, no matter what technique you use, is gonna do go to somnambulism. However, in my opinion and the opinion of this course, everybody has the ability. Everybody who is willing to go into a state of hypnosis with you has the ability to achieve a level of somnambulism. Which just as a side note, this little red line and that I put up here which we haven't talked about yet, that's the official line.

Which brings about some wonderful, nerdy George Orwell quotes "All levels of hypnosis are created equal, some are more equal than others. What level of hypnosis do you need to produce change? Any. All levels are created equal. Some are more equal than others. I'd rather be in that neighborhood. But I will make use of the lighter states if all that's all I can get. so the somnabulist is the person who naturally would go to somnambulism no matter whatever technique you use to get there. However, by using techniques that you're gonna be learning today, we will be able to guide all of our clients into somnambulism.

By the way, if you ever see older terminology that says only 40% of the population can go into levels of hypnosis. Read that as being the natural somnabulist. By the way, I have already profiled all of you. Some of you are natural somnabulists. All of you will be achieving somnambulism at some point in this course. And I am greedy and jealous of those people. I only discover...I can't track it whether or not I was always the somnabulist. Now I definitely am but understand from a very friendly statement, I was observing all of your practice yesterday and profiling all of you because when I do that demo at the end of day one, I wanna make sure it lands. And I have already labeled every single one of you in this room. And I won't tell you yet which ones you are because you'll figure it out for yourself. It's not cheating. It's stacking the deck.

Subconscious mind we've covered. Subsequent sensitizing event SSE, these are reinforcement events after the event that caused. Suggestibility, it is the immeasurable state of a person's ability to accept hypnotic direction. Here is a statement that if we can get this across to all people who learn and make use of and train hypnosis, we would all finally have a common language and we'd better to communicate and grow what we do. To go deeper into hypnosis is to go deeper into suggestibility. That's what that means. Now from the client's perspective, it may mean something a

little different. We'll talk about that later. But to go deeper into hypnosis in our conversation in this room is to go deeper into suggestibility.

Suggestions, it's a method of influence in the hypnotic state. It can be words, it can be concepts, it can be the ideas. It can be outcomes, it can be anything that we do inside of the experience. And the last word trance, altered state of consciousness. Again, given the number of connotations of this word, I will very rarely use it.

Take note though that there are certain words we don't wanna use in the process. I probably wanna avoid using the term "under-hypnosis." The word "under" has a connotation of being under a spell, under a control. However if it's the second week and then Nikki's back in my office and you go, "Wow, last week while I was under hypnosis and I was deep asleep, I was feeling fantastic." I will use the words back at you, "Oh yeah, while you're under hypnosis today and while you're asleep in the process, here's what's gonna be going great." It's like my role of profanity. The moment you use it, game on, I get to use it as well. However, I will not invite those words into the process just because they have different connotations. "Well in the 'trance state' last week," I had a guy last week say that. "Oh, well, I was in trance last week. Here's what happened." "Absolutely, well in trance today..." You know, it's the vampire rule. Once you bring it, I'm allowed to use it.

However the most important vocabulary word is break. Let's take 10.