The International Association of Counselors and Therapists
RR #2 Box 2468, Laceyville, PA 18623 U.S.A.

Professional Hypnotherapy Certification Seminar

Official Training Manual
Part 1
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“The reward is great that follows the persistent study of hypnotism: for it is a science that bestows upon its devotees a power that seems almost superhuman. It overawes everyone who witnesses its indisputable facts and its marvelous manifestations. It overthrows the theories of judges and philosophers and theologians, and shakes the faith of material scientists in their preconceived opinions. It supplants the physician and the surgeon and cures the afflicted and deformed whom they pronounced beyond the hope of recovery. It breaks the chains of demoralizing and destructive habits. It comforts the sorrowing and brings peace of mind to those distracted by the perplexities of life. It abolishes periods of time and extents of distance. It causes the lame to walk and strengthens the weak. It checks the hand of death and snatches almost from the grave the grim destroyer’s victims. It loosens the tongue of the stammerer, overcomes the self-consciousness of the socially shy and tempers the impetuosity of the rash enthusiast. To mankind, in every walk of life, hypnotism is a blessing - leading his innermost thoughts to higher and nobler things: developing his powers to plan and to execute and giving him social, financial and intellectual eminence among his fellowmen. All this, and more is Hypnotism.”

From the Introduction to Practical Lessons in Hypnotism by William Wesley Cook, M.D., 1901
HISTORICAL OVERVIEW OF HYPNOSIS

Through pictographs we can assume that hypnosis was used before recorded history. The Ebers Papyrus is a 3000 year old document that describes how an Egyptian Soothsayer functions. What is described are ideas and techniques of hypnosis. Sleep Temples, located in Egypt and Greece, were holistic healing centers, where various healing techniques, including hypnosis, were used.

The first known cure using hypnosis was by a temple priest. The priest induced sleep, laid on hands, and cured a conversion disorder (hysterical conversion). Greek Oracles used hypnotic techniques in their fortune telling. Hindu Fakirs and Yogis used specialized techniques at that time, yet today we realize that it was hypnosis that they were using. It is also suspected that the Druids, a very secret cult, also used hypnosis.

Primitve Societies: Two forms of hypnosis are prevalent - both associated with religious experience.
1. Rhythmical Repetition
2. Frantic Dancing

In the Middle Ages, hypnosis was practiced mostly by Royalty, and was known as the “Royal Touch.” Most notable were Edward the Confessor (1066) and the Kings of France, who considered themselves divine. The idea died in the late 18th century, during the Renaissance, when people started looking for a scientific basis for this. It was revived for the coronation of Charles X, who used the Royal Touch in the coronation proceedings. One notable person in this period was Paracelsus, who felt that Heavenly Bodies fed through a magnet to the human body. He said, “A magnet could cure most illnesses.”

Franz Anton Mesmer (1734 - 1815) began in Vienna and later moved to Paris. He wanted to explain what he was doing in a scientific way. Mesmer borrowed ideas from others.
1. Paracelsus, with his idea of magnets.
2. Richard Mead, who said that living systems were run by natural laws.
3. Father Hell, a Jesuit Priest, who attempted to discover ways to cure people with metal plates. These plates were passed across people’s bodies. The idea was that a curative process of Heavenly Bodies would cure people.
Mesmer also claimed that the Heavenly Bodies cured. From Richard Mead, he got the idea that in every body there is a universal fluid. When that fluid is running well, everything in the body is running well. When the body is not running well, it is because the universal fluid is blocked. Mesmer would run metal plates over people to unblock the universal fluid (the theory of “Animal Magnetism”).

Mesmer’s technique was to fill a tub with water and iron filings. The person he was attempting to cure grabbed onto the iron bars, until the magnetism went through him/her. Mesmer claimed he had special powers. He said that magnetism was drawn to him through a glass wand. He felt that through magnetism. He demanded that the French Academy of Medicine study his methods. A commission in Paris, headed by Ben Franklin, was appointed to investigate his claims. Mesmer was discredited in 1784. The findings of the commission concluded that “Magnetism produces nothing.” Mesmer was run out of town, but not before he ran a real estate scheme that swindled a lot of people out of money. He died in poverty in Switzerland.

The Marquis de Puységur (1781 - 1825), a follower of Mesmer, while applying Mesmer’s magnetism to a 24 year-old shepherd, observed hypnotic phenomena unknown to Mesmer. He noticed that the magnetized subject, instead of showing the usual “mesmeric convulsions” or unpleasant effects, fell into a peaceful sleep. In this state, the subject was able to open his eyes, talk in a slurred manner and act as if he were awake. Puységur called this “Artificial Somnambulism.” Joseph Philippe François Deleuze (1753 - 1835) discovered that suggestions given to a person during the hypnotic trance would be carried over into the waking state.
James Esdaile (1845) was the British doctor who wrote the book, “Mesmerism in India.” He worked in prison in India and performed over 3000 operations with no anesthetic. Usually under these conditions, at least 50% will die. He trained lackeys to put a person on a table. The lackey would do physical passes over the body for two days. With this, the mortality rate went down to 5%. (Today, we know the reason for this: in hypnosis, bleeding is minimized. Also the body develops resistance to infection and does not lose body fluids). The British Medical Association decided that Esdaile was a quack, and he was put on trial. He was told that what he was doing was blasphemous because “God meant people to suffer.”

The first tooth was extracted using hypnosis in 1823. The first childbirth was in 1826. Phineas Parkhurst Quimby (1859), a clock maker who became a Mesmerist, trained two people who later became famous:

2. Mary Baker Eddy: Founded the Christian Scientists. She, however, felt that in hypnosis, the operator was in charge, not God, so she left hypnosis.

By the mid 1850’s, a lot of people (doctors, dentists, and others) were all using hypnosis, but as time went on, more professional people dropped away from using it because they were called quacks, and lost their licenses. In those days, the main issue was, “Is hypnosis a godlike phenomenon?” This was because in the early days, hypnosis was entwined with the spiritual.

In the 1880’s two diverse schools of hypnosis arose. Charcot was a Neurologist (an early term for psychologist) in France who started by working with twelve women who were suffering from conversion hysteria. Charcot didn’t fully understand hypnosis (he felt it was dangerous, and that only the mentally ill could be hypnotized). Bernheim, a famous Paris Neurologist, and Liebeault, a country doctor, formed a clinic in Nancy, France. They treated over 12,000 using hypnosis, and introduced the concepts of suggestibility and sexuality.

Freud came to see both Charcot and Bernheim. He used hypnosis, but did not understand it. He believed that the only way it could be effective was to achieve a very deep trance state (which we know today is incorrect). Freud was not a good hypnotist. He thought Charcot was right.
Many people have heard or read that Sigmund Freud considered hypnosis to be dangerous. Actually, Sigmund Freud was quoted as saying, “There is no doubt that the field of hypnotic treatment is far more extensive than that of other methods of treating nervous illnesses.” He also said, “Everything that has been said and written about the great dangers of hypnosis belongs to the realm of fable.” In addition, Freud also declared that, if psychotherapy was to be really useful it would have to be used along with hypnosis.

Yet, during his later years, he did condemn hypnosis. This was due his lack of hypnotizing skill, and the challenges he had with rapport and transference. In one incident he claimed that a young woman, while in a trance, jumped up and kissed him on the lips (the actual story is not quite as exciting). What some people don’t know is that Freud controlled pain by using cocaine leaves between his cheeks and gums. This eventually destroyed his gums, causing his dentures not to fit properly. Hence, he could not speak clearly enough to hypnotize people effectively. As Freud began to develop his system of psychoanalysis, various theoretical considerations, as well as his difficulty in hypnotizing some patients, led him to discard hypnosis in favor of free association. Freud's denouncement of hypnosis greatly damaged its credibility for many years, especially with the medical community. Hypnotherapy was probably set back 50 years because of Freud’s lack of “hypnotizing ability”.

During World War I and World War II, hypnosis was used for the treatment of shell shock. But other than that, there was no serious use for it. Finally, in 1955, the British Medical Association stated that it was fine to use hypnosis in the treatment of conversion hysteria or as an anesthetic. In 1958, the American Medical Association made the same statement, but continued to say that they condemned stage hypnotists.

The AMA formed committees to find the major dangers. With no findings, the committees were disbanded fifteen years later.

In 1960, the American Psychology Association created a board of examiners in hypnosis. Yet, at this writing, no medical school offers a course in hypnosis. Some dental schools do, and only one university offers an accredited course (Pepperdine, in California).

**EFFECTIVENESS OF HYPNOSIS VERSUS OTHER MODALITIES**

Therapeutic Hypnosis is proven to be the most effective and fastest route to solve emotional issues. American Health Magazine reported the following findings from a recent study:

- Psychoanalysis: 38% recovery after 600 sessions.
- Behavior Therapy: 72% recovery after 22 sessions.
- Hypnotherapy: 93% recovery after 6 sessions.
Some Important Names and Dates in Hypnosis

**Frederick (Frans) Anton Mesmer (1734 - 1815)**
Theory of Animal Magnetism

**The Marquis De Puységur (1781 - 1825)**
Discovered the hypnotic state as it is known today.
Demonstrated artificial somnambulism instead of hysterical outbursts associated with Mesmer.

**Father Johan Gassner (1729 - 1779)**
Jesuit priest who used exorcist-like techniques and reported spectacular cures.

**Jose Custodio de Faria (1755 - 1819)**
Portuguese priest who discovered that the willingness and cooperation of the subject was necessary for the successful production of animal magnetism.

**Dr. James Braid (1795 - 1860)**
Considered to be the father of the scientific evolution of hypnosis for writing “Doctrine of Suggestion.” Coined the terms “hypnosis and hypnotism” from the Greek word for sleep, “hypnos.”

**Dr. John Elliotson (1791 - 1868)**
Inventor of the stethoscope. Performed many operations with only hypnotic anesthesia (drug anesthetics were not yet known). He was condemned by his colleagues.

**Dr. James Esdaile (1808 - 1859)**
Performed over three thousand operations with hypnosis as the sole anesthesia. More than 300 of these were major surgeries, including 19 amputations.

**Dr. Jean-Martin Charcot (1825 - 1893)**
Made the first attempt to scientifically classify hypnotic phenomena by successfully proving that there are several stages of hypnotic sleep and that the hypnotized subject is capable of manifesting various symptoms or clinical signs at each stage.

**Dr. Ambroise Auguste Liebeault (1823 - 1904) and Dr. Hippolyte Marie Bernheim (1837 - 1919)** are considered to be the legitimate inventors of modern psychotherapy as well as hypnotherapy. They introduced the concept of suggestion and suggestibility.

1955 - **British Medical Association approved the use of hypnosis** for the treatment of psychoneurosis and for anesthesia during surgery for childbirth.

1958 - **American Medical Association approved the use of hypnosis.** (On September 13, 1958, the Council on Mental Health of the AMA recommended, “In view of our increasing knowledge, hypnosis instruction be included in the curricula of medical schools and post graduate training centers.”)

1961 - **The AMA gave further approval for the use of clinical hypnotherapy** by recommending a minimum of 144 hours of training in hypnotherapy for student physicians and medical doctors.
General Misconceptions Regarding Hypnosis

1. **Hypnosis is sleep**
   This is one of the biggest misconceptions, namely due to the term “hypnosis” itself, which means “sleep”. James Braid (1796 - 1860), coined the term “hypnosis”, having concluded that the phenomena was a form of sleep, Dr. Braid named the phenomena after Hypnos, the Greek god of sleep and master of dreams.

   In 1842 he published “Neurypnology or the Rationale of Nervous Sleep Considered in Relation with Animal Magnetism.” But by 1847 he discovered that all the major phenomena of hypnotism, such as catalepsy, anesthesia and amnesia, could be induced without sleep. He then realized that his choice of the term “hypnosis” had been a mistake. He tried to rename it to “monoideism”. It was too late.

2. **Loss of consciousness**
   Since hypnosis is NOT sleep, there is no loss of consciousness. If fact, subjects can actually become “super-conscious”.

3. **Surrender of will - Loss of control and being controlled**
   The reason the client came to see you in the first place is because he/she had little if any control over solving their problem. So, if anything, with the hypnotic process the person gains more control. People are so concerned about losing control, but if they cannot surrender control when they want to or when they need to, and it’s in their best interest to do so, they DO NOT have control.

4. **Revelation of secrets**
   The self is self-preserving. The conscious mind never disappears. It simply takes a temporary “back seat” and becomes the observer.

5. **Fear of not being dehypnotized**
   There has never a case in history of a person not being able to come out of hypnosis. At worse, they will fall asleep.

6. **Hypnotizability as related to gullibility and weak-mindedness**
   What’s interesting is that a stronger mind often makes for a better subject. There are only two types of people who cannot be hypnotized - morons and imbeciles.

7. **Dominant personality required**
   For a hypnosis stage show, a dominant personality can be more engaging. As for hypnotherapy, a calm, relaxed, noninvasive, nurturing personality can be more effective.
8. **Hypnotizing is the same as practicing psychology**

   Hypnosis is a process; it’s a stimulator; a catalyst, a facilitator. Psychotherapy can, however, be much more effective when combined with the hypnotic process.

9. **Hypnosis is harmful**

   As mentioned in # 4, the self is self-preserving. Hypnosis itself is NOT harmful. However, since it acts as a catalyst, it CAN be used in unscrupulous ways.

   It is important that these misconceptions be cleared during the pre-induction talk.

**ADVICE FOR BEGINNERS**

1. Do not argue with a skeptic. If someone is continuously challenging you, don’t waste your time. Move on to someone who truly wants to experience hypnosis. Come from complete honesty and integrity and don’t worry about trying to prove yourself to the world.

2. It’s usually not a good idea to try to hypnotize a spouse or close relative (they know you are a beginner; for them you might not have credibility). They know you for many years as someone other than a hypnotist. You would appear more credible to a stranger.

3. No public demonstrations until you are feeling confident. The biggest challenge for the novice is to feel confident. After you’ve been hypnotizing a while, you’ll find that you begin to worry less about subjects not responding. This will come with experience.

4. Use someone younger than you. The only reason for this is that there is a better chance that a person younger than you might look up to you as an authority figure.

5. Never tell it’s your “First Time”. Saying something like this will definitely not instill confidence in your subject. Would you like to have someone practice on your mind?

6. Use background music when available. The music should be soothing and relaxing, with a basic tempo of approximately 60 beats a minute.

7. Use written material in front of you the first time. It’s OK to read. When the subject’s eyes are closed, you can pick up your written script and read it. If your subject later asked you if you were reading the script (they heard pages ruffling), simply say, “Of course. I was reading the script I wrote specially for you.

8. Dropping your voice lower in pitch helps you speak slower. It will also help you sound more credible. Newscasters (male and female), almost always have voices that are lower in pitch than the general public.

9. Do not brag about having “Power” over someone. Tell the client that the “Power to Change” is within them, and you are helping them manifest this power.

10. Although not necessary, it can sometimes help to have a pendulum or some other “hypnotic device” available. The pendulum can be effective for hypnoanalysis, should there be any material that the client feels extremely sensitive about discussing.
As a direct result of the efforts of hypnotherapists Gil Boyne (above left) and Dr. John Kappas (above right), the occupation of “Hypnotherapist” was defined and assigned an identification number (079.157.0110) in the Dictionary of Occupational Titles. It reads as follows:

“Hypnotherapist induces hypnotic state in client to increase motivation or alter behavior pattern through hypnosis. Consults with client to determine the nature of problem. Prepares client to enter hypnotic state by explaining how hypnosis works and what client will experience. Tests subjects to determine degrees of physical and emotional suggestibility. Induces techniques of hypnosis based on interpretation of test results and analysis of client’s problem. May train client in self-hypnosis conditioning.”

Ormond McGill (1913 – 2005) was the “Dean of American Hypnotists”.

McGill became interested in magic as a kid (he was also pretty legendary in magic circles), taking up hypnosis in 1927 while still a teenager. He wrote the seminal “Encyclopedia of Stage Hypnotism” (the acknowledged bible of stage hypnotism) in 1947, and continued to teach courses and lectured right up until a few days before he passed on.

Note: When working is areas of hypnotic anesthesia and pain management, direct symptom removal of pain is always contra-indicated without the written approval of a medical doctor.
1. **The Law of Concentrated Attention.** Whenever attention is concentrated on an idea over and over again, it spontaneously realizes itself.
   Example:

2. **The Law of Reversed Effect.** The harder one tries to do something, the less likely one is to succeed.
   Example:

3. **The Law of Dominant Effect.** A strong emotion tends to replace a weaker one.
   Example:

4. **The Law of Delayed Action.** When a suggestion is given as an inference, the person will respond to that suggestion whenever a condition or situation that has been used in the original suggestion presents itself.
   Example:

5. **The Law of Association** Whenever a person responds to one particular stimulus in the presence of another stimulus, the person will soon begin to associate the one with the other.
   Example:
RULES OF THE MIND

1. *Every thought* has a physical response in the body.  
Example:  
________________________________________________________________  
________________________________________________________________

2. *What one expects* to happen has a strong tendency to take place. The stronger the expectancy, the better the chance of its outcome.  
Example:  
________________________________________________________________  
________________________________________________________________

3. *Imagination is more powerful than knowledge* and when the two are in conflict, the imagination always wins.  
Example:  
________________________________________________________________  
________________________________________________________________

4. *The greater the effort* from the conscious, the lesser the response from the subconscious.  
Example:  
________________________________________________________________  
________________________________________________________________

5. *Once the inner mind accepts* an idea, it remains until it is replaced by another idea.  
Example:  
________________________________________________________________  
________________________________________________________________

6. *Once a suggestion is acted upon*, it is easier for the next one to be accepted.  
Example:  
________________________________________________________________  
________________________________________________________________

7. *A persistent emotionally induced symptom* has a tendency to cause change in the physical body.  
Example:  
________________________________________________________________  
________________________________________________________________

8. *Opposing thoughts* cannot be held simultaneously.  
Example:  
________________________________________________________________  
________________________________________________________________
TYPES OF SUGGESTIONS

1. Direct - Directly stating the suggestion - no metaphor, innuendo, or inference.
   Example: _______________________________________________________________
   ____________________________________________________________________

2. Indirect or Inferred - Opposite of “Direct.” Use of metaphors, innuendos, inferences, abstract words and phrases.
   Example: _______________________________________________________________
   ____________________________________________________________________

3. Auto - Suggestions given by a person to him/herself.
   Example: _______________________________________________________________
   ____________________________________________________________________

4. Hetero - Suggestions given to someone by another person.
   Example: _______________________________________________________________
   ____________________________________________________________________

5. Prestige - Suggestions given by an authority figure: government official, lawyer, teacher, doctor, law enforcement individual, hypnotist/hypnotherapist, etc.
   Example: _______________________________________________________________
   ____________________________________________________________________

6. Non-Prestige - Suggestions given by a person of less authority. Obviously not as effective as “prestige suggestions.”
   Example: _______________________________________________________________
   ____________________________________________________________________

7. Emotional - The subconscious mind is the “seat of the emotions.” The best way to reach it to arouse an emotional response from a person. How a person feels emotionally will effect a person’s specific state of receptivity.
   Example: _______________________________________________________________
   ____________________________________________________________________

8. Environmental - Suggestions from the effect on a person of his/her surroundings, i.e., feeling down (or up) when it’s raining, etc.
   Example: _______________________________________________________________
   ____________________________________________________________________
9. **Waking** - Suggestions given to a person while he/she is fully conscious.

Example: _______________________________________________________________
_______________________________________________________________________

10. **Conditioned Reflex** - Things that happen spontaneously, usually conditioned over a period of time, which then become suggestions that perpetuate the responses.

Example: _______________________________________________________________
_______________________________________________________________________

11. **Social** - The effect of society on a group or individual, i.e., satisfying a need to belong, social pressure, etc.

Example: _______________________________________________________________
_______________________________________________________________________

12. **Negative** - Suggestions that are not beneficial, either from others or from oneself. Psychologists estimate that over 80% of people’s thoughts are negative.

Example: _______________________________________________________________
_______________________________________________________________________

13. **Overload** - The effect of “more than one can handle” - excessive stress, mental strain, overwork, over-study, even excessive pleasure.

Example: _______________________________________________________________
_______________________________________________________________________

14. **Unconscious** - Suggestions given to someone that are beyond his/her awareness: could be innuendos, metaphors, inferences, or even suggestions given to a person while he/she is sleeping.

Example: _______________________________________________________________
_______________________________________________________________________

15. **Pre-Hypnotic** - Suggestions given before the hypnotic state is induced.

Example: _______________________________________________________________
_______________________________________________________________________

16. **Post-Hypnotic** - Suggestions given after the hypnotic state is induced. Usually for behavior modification to be carried out after the session with a hypnotist.

Example: _______________________________________________________________
_______________________________________________________________________

Note: Depending on a person’s receptivity during the time that a suggestion is given, that suggestion may or may not have a bearing on altering that person’s behavior.
KEYS TO EFFECTIVE SUGGESTIONS

1. **Use only positive words.**
   The subconscious cannot hold a negative in consciousness. Try NOT to think about something - you have to think about it before you can not think about it.

   Example: _______________________________________________________________
   _______________________________________________________________________
   _______________________________________________________________________

2. **Use the present tense or present progressive.**
   Use words like, “I am”, “You are”, “I (You) do”, “I (You) have”, etc. If you use the future tense, state specifically when, i.e., “I (You) will finish the report on Tuesday, June 12th, 1988.”

   Example: _______________________________________________________________
   _______________________________________________________________________
   _______________________________________________________________________

3. **Be as specific as possible and be detailed.**
   The subconscious doesn’t work well with generalities. Specific suggestions work best - what, when, where, how, who, with whom, etc.

   Example: _______________________________________________________________
   _______________________________________________________________________
   _______________________________________________________________________

4. **Use universal and personal metaphoric images.**
   Universal metaphors include: the sky, the ocean, clouds, the meadow, the sun, etc. For example, say, “Imagine the golden, warm, healing sun enveloping you with its radiance, helping you relax more easily.

   Note: Make sure to know the association a person has to a universal metaphor. You wouldn’t want to suggest a “golden, healing sun” to a person who had a third-degree sunburn last summer.

   Personal metaphors can use the person’s job, hobby, interests, etc. For example: If the person is an accountant, you can say, “Just as you add up those numbers, so too, your goals add up accordingly.

   Example: _______________________________________________________________
   _______________________________________________________________________
   _______________________________________________________________________
5. **Use very simple, exciting and emotional words.**
   Remember that the subconscious is like a bright 7-year old child. Don’t use elite language unless it is appropriate. If you want to motivate the person, use motivating, descriptive language, and use emotionally-charged inflections in your voice, i.e., “See yourself as that magnificent, dynamic speaker. Exciting words flow from your mouth effortlessly!” If you attempting to create relaxation, use appropriate languaging and a more relaxed tone of voice, i.e., “As you sit there, looking at me, you can soon find yourself relaxing more and more, and realizing just how easy it is to let go.”

Example: _______________________________________________________________
_______________________________________________________________________
_______________________________________________________________________

6. **Personalize the suggestions.**
   Remember that the suggestions are for the person, so they should relate to the specific person with whom you are working and his/her need/goal. For instance, if you’re working with a primary-school math teacher, suggesting the advantages of using a calculator when he/she are teaching probably won’t help a child to learn to add, subtract, multiply and/or divide numbers.

Example: _______________________________________________________________
_______________________________________________________________________
_______________________________________________________________________

7. **Feel free to be repetitive.**
   While giving suggestions, should you ever run out of things to say, simply repeat what you said. Redundancy is very effective with hypnosis.

Example: _______________________________________________________________
_______________________________________________________________________
Write a short script based on the “Keys to Effective Suggestions.” The script is specifically for you - a behavioral change, a more resourceful way of thinking, etc. Keep the goal simple at this point.

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Pre-Induction Protocol And Suggestibility Testing

1. **Explain to the client what hypnosis is.** It’s not always easy to explain what hypnosis is because the feelings of hypnosis are very subjective.
   
   **Gil Boyne Definition:** Hypnosis is a natural state of mind with special identifying characteristics:
   
   A. An extraordinary quality of mental, physical and emotional relaxation.
   B. An emotionalized desire to satisfy the suggested behavior: the subject *feels* like following the hypnotist’s instructions, directions and suggestions, except those that generate conflict with the subject’s values, i.e., character attitudes, religious beliefs and moral principles.
   C. The organism becomes self-regulating as the trance produces normalization of the central nervous system.
   D. Heightened and selective sensitivity to stimuli perceived by the five physical senses and the basic perceptions.
   E. Immediate softening of psychic defenses.
   F. Lack of response to irrelevant, external stimuli.
   
   Examples of hypnosis include getting involved in a book, movie, religious experience, person, and/or daydreaming, etc..

2. **Explain to the client what hypnosis is not.** Hypnosis is NOT sleep, although some people get so relaxed in trance that they may fall asleep. You know exactly where you are the entire time. You can adjust your position, scratch, sneeze, cough, speak, laugh, get up, etc. You can open your eyes and bring yourself out of the experience at any time.

3. **Dispel myths about hypnosis.** As listed on pages 10 - 11.

4. **Explain to the client what he/she is to expect from hypnosis.** Hypnosis is not a panacea (cure-all). There is no magic by which any of us, without some effort, can in one fell swoop fix everything that is wrong with us. Say to the client, “While we engage in the process of hypnosis, I’m not so much asking you to do anything. Rather, I’m asking you to ‘allow’ things to take place. Over-analyzation is the biggest inhibitor of the hypnotic process. The subconscious mind creates our feelings, beliefs and attitudes, based on our automatic and often unconscious thinking. Hypnosis is a natural state of mind that helps create the quickest change by focusing our minds on what we want, and communicating that to the subconscious in a way that it understands and responds to naturally . . . . .
For any change to be permanent, it has to be made on the unconscious level. Since hypnosis creates a direct access to the unconscious (subconscious) mind, it is the most powerful means for lasting change. As a matter of fact, American Health Magazine reported the following findings from a recent study: Psychoanalysis created a 38% recovery after 600 sessions; Behavior Therapy created a 72% recovery after 22 sessions; and Hypnotherapy created an extraordinary 93% recovery after 6 sessions.” Page 8.

5. **Emphasize that the feelings of hypnosis are subjective and vary with the individual.** Some people have what are called “ego sensations” - a lightness, heaviness, tingly feelings, etc. Other people do not experience a lot of these feelings, but if the wish, could learn to feel them.

6. **Explain how therapeutic hypnosis works and how it differs from stage hypnosis.** The hypnosis stage show is about entertainment. People who volunteer for these shows know this, and they utilize their self-control by participating. So, even in these shows, participants are still in control. Hypnosis helps break down inhibitions, so these individuals can display actions that they would enjoy displaying, but otherwise feel shy in doing so.

7. **Demonstrate clinical hypnotic phenomena by conducting various suggestibility tests.** Hand-Clasp; Forward Sway; Rising and Falling Arms; Hands Drawing Together; etc.

Although suggestibility tests provide an indication of the client’s ability to accept ideas, their main purpose is to establish a spiral of belief that enhances his/her expectation of positive hypnotherapeutic results.
10-Step “I’m in Control” Presentation (Dr. Al Krasner)

Showing the subject exactly how hypnosis works in a session . . .

The “I’m in Control” refers to the subject being in control, not the hypnotist!

There are people who still believe that a hypnotist can get a person to do things against his/her will. Actually, a person can be a victim of mind-control, but only under specific conditions, as with a combination of the following:

1. Long periods of isolation.
2. Extended sleep deprivation (more specifically, REM deprivation).
3. Monotonous sound or chanting with disempowering suggestions

Under normal circumstances, a hypnotist cannot make people do anything against their will. Tell people, “Hypnosis helps break down inhibitions that hold people back in life.”

Then say to your subject, “Let me show you just how hypnosis works,” and give them the following directions (10-Step “I’m in Control” presentation):

1. Sit up straight in your chair.
2. Place your feet flat on the floor.
3. Close your eyes.
4. Place your hands on your knees.
5. Take a slow deep breath in through your nose.
6. Now slowly exhale through your nose.
7. Take another breath in through your nose. Exhale through your lips.
8. Clasp your hands together, in your lap.
9. Cross your feet at the ankles.
10. Now stand in front of your chair on your head.

Some people will giggle at this point, some may: open their eyes; keep the eyes closed; take hands apart with eyes open/closed; keep eyes closed/feet apart, hands clasped, etc.

The last suggestion given was refused; it was unacceptable; it was out of context with the other suggestions, therefore the subject exerted control and reneged.
RECOGNITION AND CLASSIFICATION OF SUBJECTS

1. Purpose of Testing for Suggestibility

   a. Preconditions client.
   b. Responses provide information for the proper induction methods.

2. Types of Suggestions

   a. Authoritarian (Paternal) - Commands; more dramatic (often called “Father Hypnosis”).
   b. Permissive (Maternal) - indirect; lulling (often called “Mother Hypnosis:”.
   c. Hetero-suggestions (suggestions from someone else; i.e. from outside)
   d. Autosuggestions (suggestions from within)

Practical Hints:

1. Maintain a steady flow of words. Do not give the subject time to analyze the suggestions or the process (rapid transition).
2. Make sure the client responds and communicates with you that the suggestion is understood.
3. Should the subject not respond to a suggestion in some fashion, go back to an already completed suggestion and gradually work toward the next. You may later get the very response for which you are looking. If still no response, skip it and move on.
4. Using more sensory stimuli effects a greater and more intense response.
5. Report to the client every behavior as being indicative of the onset of hypnosis.
6. Each suggestion should be logical and believable.

IMPORTANT NOTES:

The goal is not to get the client into a trance! The goal is to do the best job possible in the therapy session. The trance state symbolizes the acceptance of the contract of trust. Do not give hypnotic suggestions until the client is ready. If induction is difficult, trust is not yet established. The client will not follow any of the suggestions until trust is established with the hypnotist completely.
SUGGESTIBILITY TESTS

Forward Sway
Have your subject stand directly in front of you, heels together, hands at his/her sides. If your subject is a woman wearing high-heeled shoes, have her remove them. Say, “What I would like you to do is to put both feet together, hands at your sides. Now, I’m going to test your suggestibility. This is not a test that you can pass or fail, so do not help me or hinder me in any way. In a few moments I’m going to have you close your eyes, and I’ll place my hands on your shoulders, and you will have a sensation of me gently pressing down and rocking you. I will then release your shoulders momentarily and touch them again, and you’ll have a tendency to fall forward, and I will catch you.” Next, using an hypnotic pass, have the client close his/her eyes. Place your hands lightly on the subject’s shoulders and gently rock the subject. Release the subject’s shoulders and say to the subject, “When I touch your shoulders again, you will have a tendency to fall forward, and I will catch you.” Gently begin touching the subject’s shoulders with your hands again (with a slight physical inference to move forward). Assure your subject that he/she will be caught and will not fall. Say, “Coming forward……forward……forward……forward……etc…….”

Hand Clasp
Have your subject extend his/her arms straight out in front, palms together. Tell him/her to interlace his/her fingers and look at his/her thumbs. Before you do this test, check to see if the subject is wearing any rings which might cause discomfort when the fingers are squeezed tight. If so, remove them. “I’m going to test your suggestibility. This is not a test that you can pass or fail so do not help me or hinder me in any way. I want you to put a little pressure on both your hands by squeezing your palms together. Now squeeze your fingers together, squeezing them tighter……tighter…………….and tighter. Feel those hands fusing themselves together. Your hands are gripped very tightly…………tighter…………….and tighter…………so very tight. So tight that you can feel the muscles forcing your hands together, locking in position…………….tighter and tighter…………….and tighter yet. So tight now that you find that the harder you try to separate them, the tighter they stick! Try to separate them, but the harder you try, the tighter they stick!” During this test, watch the muscles in the forearms of both arms. When the muscles begin to tremble from the elbows downward, this is the exact time to tell the subject that his/her hands are stuck. After the effect has occurred, say: “I will now touch your fingers and when I do your hands relax and come apart easily.”
Rising and Falling Arms

This is a test that depends upon suggestion and imagination. It adapts equally well to both individuals and large groups and can be done with the subject(s) seated or standing up. Introduce it as a test of imagination rather than a test of suggestibility. If you are working with a group, make sure that everyone positions him/herself a little more than an arm’s length away from the person in front of them.

“Now I’m going to test your imagination. I would like you to sit down (stand up), with your feet slightly apart and parallel and your head straight in a relaxed and comfortable position. Raise both your arms up in front of you at about shoulder level. Turn your left hand sideways so that your thumb points towards the ceiling and turn your right hand palm up. (While talking, demonstrate the hand positions to the client/group). Now I want you to close your eyes and imagine that I’m placing a very heavy dictionary in your right hand. Imagine just how heavy it feels. Now shift your attention to your left hand and imagine that I’m tying a string around your thumb. At the other end of the string, imagine a large helium-filled balloon. Helium being lighter than air causes that balloon to float higher and higher. Imagine your left hand being pulled higher and higher as that large helium-filled balloon floats up and up…higher and higher. Imagine that balloon pulling your left hand up higher and higher……lighter and lighter…………higher and higher…….. Now focus your attention back to your right hand and feel that heavy dictionary get heavier and heavier. Feel your right hand being pulled down, lower and lower…………heavier and heavier lower and lower. Left hand lighter and lighter……right hand heavier and heavier. Right hand going down, down, down, lower and lower left hand rising up, up, up higher…………and higher. O.K. Now stay still and open your eyes and see just what your imagination has accomplished.”

Eyelock

Ask the subject to close his/her eyes closed and roll up his/her eyeballs to look upward to a specific point that you indicate by lightly tapping on the subject’s head. “As you keep your eyelids closed, keep your eyeballs looking upward and imagine that you are seeing the moon while looking out of an imaginary hole on the top of your head. You find that as you continue to look out of this imaginary hole, your eyelids are stuck tightly closed. The more you try to open them, the tighter they are locking closed.” Although this test is based on physiological rather than psychological factors, most subjects will not know this, hence it will create a high degree of expectancy.

Note: This test has been loosing popularity with hypnotherapists because of the often associated discomfort.
Finger Spreading as a Suggestibility Test

Ask the subject to hold one hand out in front of his/her face. Tell the subject to look directly at his/her middle finger and to keep the attention there.

“I would like to test your suggestibility. This is not a test that you can pass or fail, so do not help me or hinder me in any way. I would like you to sit up straight in the chair, feet on the floor. Now, take your right hand and hold it out about 10 to 12 inches, even with your nose. Look at your middle finger and concentrate on your fingers spreading and jerking and pulling further and further apart. Spreading and jerking and pulling further apart. Further apart, moving further and further apart. Spreading and jerking and pulling further and further apart. Fingers spreading and jerking and pulling further and further apart..........."

Continue until the effect has occurred. Then tell the subject to relax his/her hand and put it down. Now ask the subject to raise the other hand in the same manner and focus his/her attention on the middle finger. Do not say anything and notice whether or not their fingers begin spreading apart. If the fingers spread apart, inferential suggestions might be more effective. If not, use a more literal approach. Note: With highly suggestible subject’s the fingers of the other hand will spread automatically whether they are literal or inferential.

Note: Inferential/Literal Suggestibility is based on Dr. John Kappas’ concept of Emotional/Physical Suggestibility. The premise being that Emotional Suggestibles are more inferential while Physical Suggestibles are more literal.

Pendulum Method

Four basic directions of movement of the pendulum are possible. These are clockwise circle, counterclockwise circle, back and forth across in front of you or in and out towards and away from you. There are also variations of these. The inner creative mind can be asked to make its own selection of movements. One is to signify YES, another NO. A third should mean “I don’t know”, and the fourth “I do not want to answer the question”. This last choice may “indicate inhibition on response”.

Holding the pendulum, the person should voluntarily move it in each of the four directions, then hold it motionless and ask which is to mean YES. No words are usually necessary. The person merely thinks the request. When his/her affirmative response has been set up, h/she asks for the selection of another motion to mean NO, then for one of the two remaining ones to mean “I don’t know”. The fourth will then represent “not wanting to answer”. “Now just continue to sit in a relaxed manner, keeping the pendulum perfectly still. Concentrate your gaze on the pendulum, keeping the pendulum perfectly still directly over the point at which you are staring. Now allow your gaze and concentration to shift, following up and down as if you were nodding your head and you will find that the pendulum will follow the direction of your mind and your eyes and will begin to swing in that direction. The harder you concentrate, the wider the pendulum will swing and the faster you move your eyes back and forth, the faster the pendulum will swing. Move your gaze back and forth....... back and forth.” Continue repeating the last phrase until you see a definite motion of the pendulum. Then use similar terminology to have the pendulum move in the opposite direction, then clockwise and counterclockwise circles.

I mentioned above, the four possible answers from the pendulum. Personally, I do not allow for the fourth answer. I say, “If at anytime the pendulum does not want to answer the question, it automatically falls out of your hand and we no longer pursue this matter with the pendulum.”
Levels of Trance

1. **The Light Trance (Hypnoidal).** This state is associated with the production of Beta/Light Alpha waves and is a slightly relaxed state, open to emotions, memories and ideas. The client is able to share his/her experiences easily, is fully aware and in control, and often will not feel that he/she was hypnotized.

2. **The Medium Trance.** This state is associated with the production of Alpha waves. The body is very relaxed, body perceptions are distorted and the client is very open to emotions and memories. Partial regression (where the client is aware of being in the present and in the past at the same time) is common. This is a highly suggestible condition and is the best state for interactive therapeutic work.

3. **Deep Trance (Somnambulism) Associated with Alpha and Theta waves.** It is a profoundly relaxed state with no sensations from the body. It can be recognized by one or more of the following conditions: **Lethargy** - unwillingness to move or speak. **Catalepsy** - rigidity of posture. **Amnesia** - inability to recall what has been said or done in trance after regaining normal consciousness. **Total Regression** - total involvement in past incidents. Slurring or Distortions of Voice - so as to be unintelligible. Usually not the best state for interactive therapeutic work because of the sometime limited ability to speak interactively with the hypnotherapist. However, it is very useful for straight suggestion work.

4. **Very Deep Trance (Hypnotic Coma).** This State is associated with Theta and Delta waves and appears similar to a very deep Somnambulistic state. In addition, the breathing rate is reduced significantly and complete anesthesia is achieved. It is a highly suggestible state, useful for surgical anesthesia and rarely used outside of this context. A small amount of clients can reach this state without extensive preparation.

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**Three Essentials for Successful Hypnosis**

1. **The Consent of the subject** - either tacit or implied. You cannot hypnotize someone against his/her will. You can, however, hypnotize a person without his/her knowledge.

2. **A comfortable communication between the hypnotist and the subject.** It’s not the hypnosis that creates the response, it’s the Rapport. **Hypnotic Rapport is a meeting of the minds on an emotional level.** It is the emotionalized desire on the part of the subject to satisfy the suggested behavior.

3. **Freedom from fear on the part of the subject.** Fear is the biggest limiting factor in the hypnotic process. If you remove fear, and replace it with trust, you will successfully hypnotize everyone.

People often have fears of “being controlled” and/or “losing control”.
**FORMS OF HYPNOTIC INDUCTION**

Forms of hypnotic induction include Authoritarian (forceful or paternal - often called “Father Hypnosis”), Permissive (persuasive or maternal - often called “Mother Hypnosis”) and Hidden (subliminal, informal or buried).

By creating common ground with the subject and understanding his/her feelings and perceptions you build and maintain rapport. Pacing and leading is an all-important technique perfected by Dr. Milton Erickson.

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**“Five” ways to create a hypnotic induction:**

1. The use of a startling command. This means, overloading the nervous system.
2. Loss of equilibrium: A. a partial loss; B. Complete loss or surrender of equilibrium.
3. Misdirection. A. physical misdirection; and B. mental misdirection. (An example of this is the Raising and Lowering of Hands Suggestibility Test).
4. Mental confusion (counting up, using every 4th number, i.e., 1, 5, 9, 13, 17, 21, 25, 29, etc. Or, counting up and adding a number throughout the sequence, i.e., 1+1 = 2; 2+2 = 4; 4+3 = 7; 7 + 4 = 11; and so forth. So you would get: 1, 2, 4, 7, 11, 16, 22, 29, 37, etc.
5. Relaxation.
VARIOUS INDUCTION METHODS

1. **Breathing** (counting down on exhalation)
2. **Pacing and Leading**
3. **Eye Fixation** (light, point of fascination, mechanical aid/object)
4. **Counting Down** (including, compounding and pyramiding)
5. **Fractionation** (reactional hypnosis) - Instant Sleep Suggestion.
6. **Guided Imagery** - always multisensory “VAKGO” (beach, bathtub, childhood memory, boat ride, meadow, mountain site, etc.
7. **Body Manipulation**, Progressive Relaxation, Autogenics (a relaxation technique involving a series of attention-focusing exercises) and/or Jacobson Progressive Relaxation (a technique of tensing and releasing muscle groups).
8. **Disguised Techniques** (suggestibility tests as inductions, relaxation techniques as inductions)
9. **Overload Confusion Techniques** utilizing (eye blink, arm drop, hand levitation, postural/forward sway, etc.).

CHARACTERISTICS OF EXPERIENCED SUBJECTS

1. Profound physical and mental relaxation.
2. Selective attention with a heightened degree of concentration.
3. Lesser critical involvement leading to uncritical acceptance of, and increased responsiveness to suggestions.
4. Reduction in the need for reality testing.
5. Amplified effects of cognition on bodily functions.
6. Increased ability for imagery and fantasy and a more vivid availability of past memories.
7. Lack or loss of necessity to carry out personal plans or ideas.
Bien’s Hypnosis Responsiveness Questionnaire

1. Have you ever been hypnotized?
2. Have you ever seen anyone hypnotized?
3. Do you believe hypnosis can help you with your problems?
4. Have you ever walked or talked in your sleep?
5. Have you ever woken up in the middle of the night and felt like you couldn’t move or speak?
6. Are you basically a trusting person?
7. Do you have a vivid imagination?
8. Do you daydream or involve yourself in fantasy?
9. Are you able to concentrate on an idea or thought?
10. Do you feel comfortable being touched by someone you trust?
11. Are you open to new ideas?
12. Are you able to follow directions?
13. Are you able to get in touch with your emotions easily?
14. Do you believe that it’s possible for a person to be healed by the power of his or her mind?
15. Have you ever wished that you could avoid taking any medication?
16. Do you enjoy reading fiction and get involved in the stories?
17. Are you basically a spiritual person?
18. Do you find talking about the supernatural fascinating?
19. Have you ever meditated?
20. Are you able to sit or lie still for a period of time?
21. If you were to imagine sucking on a sour, bitter, juicy, yellow lemon, would your mouth begin to water?

1. _____     _____
2. _____     _____
3. _____     _____
4. _____     _____
5. _____     _____
6. _____     _____
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8. _____     _____
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15. _____     _____
16. _____     _____
17. _____     _____
18. _____     _____
19. _____     _____
20. _____     _____
21. _____     _____
Hypnotic Inductions

Progressive Relaxation

This is probably the most commonly used induction. It is simple and permissive. “Take a deep breath and as you exhale, just allow your eyelids to close down. Become aware of any muscles or nerves that may be tense in your eyelids and just allow those muscles and nerves to relax and let go. Relax each muscle so that your eyelids become completely relaxed ........................................ As you keep breathing, direct your awareness to your scalp and notice any muscles which may be tense, especially notice the small muscles around the edge of the scalp. Relax those muscles .......................... Relax your scalp. Relax each muscle so completely and totally that your scalp becomes totally and completely relaxed ............................ Now direct your attention to your face and notice any muscles which may be tense. As you focus on these muscles, just allow all the muscles of your face to become completely relaxed. Now direct your awareness to your jaw ................. become aware of the muscles which control your jaw and allow the relaxation to set into these muscles. Relax each muscle so that your jaw is completely loose and completely and totally relaxed. Now, as you direct your awareness to your neck, become aware of the muscles which control your neck. Relax these muscles .............................. Relax your neck......... Relax each muscle and relax each nerve ........ Relax each and every muscle and nerve and allow your neck to become completely relaxed. Now, allow this relaxing feeling to spread on into you hands, and as you direct your attention to your hands, become aware of the many small muscles and bones in your hands ........ As you do this, relax your hands and allow each muscle, each nerve, and each cell to become totally and completely relaxed. Now, as you direct your attention to your chest, be aware that this is an area containing muscles, organs, glands and nerves ........... Allow that relaxing feeling to spread on into each muscle, each organ, each gland and each nerve. Allow each and every cell to function in a normal, rhythmic manner and allow your chest to become completely and totally relaxed. Now, bring your attention to your abdomen which is an area containing muscles, organs, glands and nerves ........... Allow that relaxing feeling to spread into your abdomen and relax each and every muscle, each organ, each gland, and each nerve. Allow each and every cell to function in perfect rhythm and allow your abdomen to totally and completely relax. As you direct your awareness to your legs, allow that relaxing feeling to enter your legs .......... Now relax the muscles in your legs ..................... Relax your legs totally. Allow your legs to become completely relaxed. Now direct your attention to your feet, an area of many small muscles and bones. Relax the muscles in your feet ....... Just let those muscles to rest ....... Relax your feet ........ Allow your feet to become completely and totally relaxed. It feels good to be relaxed and it’s a natural and healthy state.”
Eye Fixation Induction

Have the subject seated comfortably, feet flat on the floor and hands on his/her laps with the palms down.

"Now I would like you to focus your attention on a spot on the ceiling overhead ....... Keep looking at that spot without moving a muscle. You don't have to use any effort. It's just something for you to focus on to help eliminate any distractions that might cause you to shift your eyes. Just keep focusing on that spot and listen to my voice. You'll hear what I say. Even if you don't hear what I say it doesn't matter ........You'll go in anyway. I'm not interested in your conscious mind ..........I'm interested in your inner-conscious mind and the less you concentrate on what I'm saying, the easier it will be for my suggestions to reach your inner-conscious mind ..........After all, I'm not speaking to you, I'm talking to your ears ...........and soon you will find just how easy it is to let go .......Soon you will find just how wonderful it feels when you just relax and let go. As you continue to gaze at that spot, you will notice that you begin to relax more and more with each and every easy breath that you inhale. Your eyelids may have a tendency to blink .......and you know, as well as I do, just how good it would feel to just relax and let go ..........Eyelids so heavy so drowsy. They're becoming so heavy and drowsy ..........so heavy, drowsy, droopy and sleepy. As a matter of fact, the more you think about keeping those eyelids open, the more they just want to close because you know just how good it would feel to just let those eyelids close right down. It's almost like watching a late-night television show ..........try hard to keep those eyes open try hard to keep them open ..........they just want to close right down ..........try hard to keep them open ..........they just want to close ..........it would feel so good just to let them close down ..........and when you're ready, just let them close right down. Eyelids so very tired ..........so very heavy ..........so very drowsy ..........so very droopy, ..........so very sleepy. They're closing ..........closing ..........closing ..........closing. Try hard to keep them open they just want to close try hard to keep them open but they want to close right down. They're closing ..........closing ..........closing ..........closing. Closing ..........closing ..........and Deep Sleep!"

(Timing is of utmost importance in this induction. Watch your subject very carefully and speed up or slow down the dialogue as necessary. If the subject responds very quickly, you may have to skip certain sections. If not, don't be afraid of being repetitive. Note: If the subject appears to be staring aimlessly into space, pass your hand in front of his/her eyes. If there is no response, the subject is probably a somnambulist and is in deep hypnosis).
Dr. Sidney Flower’s Blink Method

The subject is to be seated and stare at the opposite wall but not to fixate on anything. Tell the subject to close his/her eyes and begin counting up from the number “1”. Do not mention any predetermined number. Each time that the subject counts a number, the subject is to open his/her eyes just for a moment and then to close them again. As you say the following, demonstrate this process to the subject.

“Now I would like you to close your eyes. In a moment, I’m going to count from one up, and I’m going to ask you to open your eyes for a moment on each count and then to close them again in between counts. As I count, and as you continue to open your eyes momentarily on each count, and close them in between counts, you will find that your eyelids become heavier and heavier it becomes more and more difficult to open your eyes after you have closed them and the more you try to open them, the heavier they become the more you try to open them, the more difficult it becomes You find that it feels just so comfortable for you to keep your eyelids closed and to open them is simply more than you want to deal with.”

Have the subject begin counting up while you continue to give suggestions of heaviness in the eyelids. Watch the subject carefully and edit the script as necessary by repeating or deleting sections and tailoring the induction to his/her responses.

“One ...........heavier. Two getting heavier and heavier. Three ...........muscles relaxing. Four eyelids getting heavier and heavier. Five .............your breathing is deep and rhythmic. Six eyelids heavier with each easy breath ...........eyelids heavier and heavier with each count. Seven ...........feeling so comfortable with each count ...........feeling so relaxed with each count ...........eyelids so relaxed and heavy with each count. Eight ...........eyelids so heavy and relaxed ..........so very heavy and so very relaxed. Nine ...........it just feels so good having those eyelids closed. Ten ...........It feels so good having those eyelids closed that it’s becoming a chore to open them. Eleven ...........so relaxed ...........so heavy so relaxed ...........so drowsy ...........so relaxed ...........so sleepy. Twelve ...........the more you think about opening those eyelids, the more they want to stay closed feeling so heavy and so relaxed ..........so very heavy and so very relaxed. Thirteen ..........you may want to open those eyelids, but they feel so much better closed. Fourteen ..........eyelids heavier, drowsier, droopier and sleepier. Fifteen ...........you’re finding it more and more difficult to open those eyelids because you know just how good it feels with them closed ..........so heavy ...........so relaxed. Sixteen ...........the more you try to open those eyelids, the more difficult it becomes because they just feel so good closed so good and relaxed. Seventeen ...........you could perhaps open those eyelids but it’s just such a chore that’s it’s more than you want to deal with ..........so relaxed. Eighteen ...........the harder you try to open them, the tighter they close ..........Nineteen try to open them, they close even tighter. Twenty ...........Deep Sleep!”
Modified Dave Elman Induction

“Place your feet flat on the floor. Place your hands very loose and relaxed, palms down on your lap. I’m going to hold my hand up and I want you to look directly at my two fingers (Extend your index and middle fingers in front of the subject’s face, above his/her eyes). As I lower my fingers in front of your face, I want you to close your eyes.” (Lower your hand with your fingers extended in front of the subject’s face). “Now I want you to relax the muscles around your eyes to the point where they wouldn’t work ..........relax them so much that they wouldn’t work even if you wanted them to ..........so heavy ..........so relaxed. Relax them to the point that they wouldn’t work even if you wanted them to ..........relax them to the point that your eyes just wouldn’t open even if you wanted them to. Then, when you’re absolutely sure that those eye muscles wouldn’t work ..........just wouldn’t work even if you wanted them to, test them ............and you will find that they do remain closed. Now that you realize that your eyelids are so relaxed that they won’t open, let the relaxation flow all the way down the body, relaxing each and every part of your body. I’m going to pick up your right arm ..........I don’t want you to help me in any way ..........let me pick it up ..........and let it be very heavy in my hand ..........very loose ..........just like a rag doll. Just let me hold all the weight of that hand. Now I’m going to drop your hand into your lap ..........and as I do, I want you to double your relaxation and go even deeper into this pleasant state.” (Repeat as necessary until the arm drops loose and limp. Ask the subject to allow his/her arm to relax and become loose and limp. If the subject does not allow this to happen, proceed to another technique. If the arm falls loose and limp, continue): “From this point on just listen to my voice. Allow any sounds that you might hear around you to blend with the sound of my voice and take you deeper into relaxation. Drifting down deeper ..........deeper and deeper ..........deeper and deeper ............down ........down ........down. With each and every breath that you take you go deeper and deeper into relaxation. You’ve learned how to relax your body, now I’m going to show you how to relax your mind. In a moment I’m going to ask you to count out loud from two-hundred down and after each number I want you to say the words ..........Deep sleep, deeper asleep, more and more relaxed. And you will find that after saying a few numbers, they begin fading and fading ..........just fading right out of your mind. Now begin counting out loud with the number two-hundred.” (Say the first one or two numbers with the subject to establish the pace). “Two-hundred, deep sleep, deeper asleep, more and more relaxed. Good ..........continue. Double your relaxation as the numbers get smaller ..........feel yourself drifting deeper and deeper into total relaxation ..........just allow those numbers to begin fading and fading away, farther and farther away ..........fading and fading. Soon they fade completely so that you cannot find anymore numbers ..........you have the ability to just let those numbers fade away and disappear.”
Arm Drawing Conversion

While demonstrating, say to the client: “What I would like for you to do is to hold both your arms out in front of you, pushing them out and away from your body as far as possible............. Lock your elbows tightly.................. Stretch your fingers out straight, thumbs up, with your plains facing each other.” (Take the subject’s hands and give him/her an inference by pulling his/her hands about thirty-six inches apart, then pushing them together so that the palms touch. Then separate them about twenty-four inches and place your index finger right in front of them).

“Now Just keep looking at my index finger in front of your hands. Keep looking at my finger while I count from three down to one, and just allow your eyelids to close down at the count of one. And with your eyes closed, keep focusing on the spot where you last saw my finger............. All right now, three............. two............. one. Close your eyelids down............... Now imagine that I’m placing a magnet on the palm of each hand and imagine these magnets drawing and pulling your hands together................ Drawing and pulling............. pulling and drawing............... pulling and drawing............... drawing and pulling together.................. Feel those imaginary magnets drawing and pulling more rapidly............... Imagine that attraction getting stronger and stronger................ The closer that your hands get................ the stronger the attraction............... Focus on those magnets drawing and pulling even more rapidly now and that magnetic attraction getting even stronger............... Drawing and pulling............... Just pulling and pulling and pulling and pulling............. Closing in................ closing.................. closing............... closing and closing............... Feel those hands closing in................ Closing in and almost touching.................. They’re almost touching............... They’re touching (say this only if the client’s hands are about to touch, otherwise simply continue with suggestions for the hands/imaginary magnets to draw closer and closer together) ............. touching............... touching, touching, and............. Sleep!” (As the subject’s hands touch, place your hands on the backs of his/her hands, press them together, and pull them forward (or push them down) while stressing the word “Sleep!”).
Arm Levitation

Have the subject seated in a recliner with his/her right (or left) palm and elbow on the arm of the recliner (If the subject is seated in an arm-less straight chair, you can have him/her rest the palm and elbow on a table or desk next to the chair, otherwise simply have the subject rest his/her palm and elbow on their lap). Have the subject stare at the first knuckle of the right (or left) hand.

“As you keep your attention on your knuckle, just allow yourself to relax deeper and deeper........Deeper and deeper, just allow that relaxation to set in. Now, just close your eyelids down and concentrate on the weight of your elbow pushing down on the arm of the recliner (or table/desk/lap) and when you become aware of your elbow pushing down, shake your head ‘yes’ for me ...............I want you to imagine that I’m tying a string around the wrist of your right (or left) hand and this string is attached to a large helium balloon ....................When you can imagine that balloon just shake your head ‘yes’ for me ........Now just keep focusing on that balloon and imagine that the balloon is lifting higher and higher ................higher and higher with each and every easy breath that you inhale ...........And, as you continue to breathe, you may begin to sense a lightness coming over your hand and arm ........It’s as though all the weight seems to be leaving your hand ...........It is as though all the weight seems to be leaving your arm. Imagine that balloon lifting higher and higher and your arm getting lighter and lighter ...........Now I can’t say whether one or more of your fingers will move, twitch or jerk .......but when and if this happens, just nod your head ‘yes’ for me Lighter and lighter ........Just light as a feather ...........and the hand and arm have a tendency to lift ............Lifting higher and higher with each easy breath that you inhale ...........Lighter and lighter, as light as a feather, lifting upward higher and higher ........ Higher and higher ...............lighter ...........and lighter ..................just as light as a feather ...........Now your hand begins to turn towards your body and soon it will touch and come to rest on your head, face, chest, or some other part of your body (notice what part of the subject’s body his/her hand is approaching) ............Hand turning and turning towards your head (or face, chest, etc.)And, as soon as it touches your head (face, chest, etc.), it comes to rest and you go into a very pleasant state of total relaxation.... ................Moving in and almost touching ............moving in and almost touching ...............moving in almost touching ...............It's touching ................touching ...........and Deep Sleep!”

While saying the words “Deep Sleep,” as the subject’s hand touches his/her body, press on the subject’s hand. This will keep the subject from dropping his/her hand and enable you to administer an hypnotic deepening challenge.
Bien's Three-Minute Self-Hypnosis Conditioning

“I will now go into hypnosis for reasons of relaxation, better self-control and a more positive and confident self-image. I will take three deep breaths, and with each breath, my eyelids get heavier and heavier ..........and on or before the third breath, my eyelids close down ............and a pleasant, relaxing and comforting feeling enters my body. One (breathe in deeply and exhale) ............My eyelids are getting heavier and heavier ............so very heavy. Two (breathe in deeply and exhale) ...............Eyelids even heavier now ............just wanting to close right down. Three ..........I (say your first name) ..........sleep now!”

For hypnotic deepening use the descending staircase technique or any other technique that feels comfortable. Give yourself the intended positive affirmations (these should have been memorized previously or put on a tape/CD player), and utilize appropriate imagery if desired, then continue:

“Each and every time I do this exercise, I go into hypnosis much more quickly and much more deeply than the previous time.”

Bring yourself out of hypnosis by counting from “one” up to the number “five.” “I will now count from “one” up to “five.” When I reach the number “five,” I will open my eyes and feel totally relaxed and refreshed. One feeling good. Two ..........feeling very good. Three ..........feeling relaxed, refreshed and recharged. Four .............feeling perfect in every way. Five....  eyelids open, fully aware and feeling wonderful!”

More Practical Hints for Suggestion

1. Maintain a steady flow and patter without giving the subject time enough to critically analyze the suggestions or the basic process.
2. If the subject fails to respond to a suggestion, go back to simpler suggestions, then see if you can re-administer the failed suggestion. If that suggestion cannot be re-administered, skip it and more on.
3. As a suggestion is acted upon, become slightly more emphatic in voice tone.
4. Suggestions can be made more effective by engaging as many of the subject’s senses as possible.
5. Manipulate the subject’s experience through his/her imagination - do not give commands.
6. Report every behavior of the subject as being indicative of the onset of hypnosis.
Dynamics of Change (RDRSP)

1. Restrict the subject’s field of consciousness.
2. Develop a set of expectations.
3. Reinforce the set of expectations.
4. Set a specific behavioral goal and establishing a cue for its elicitation.
5. Provide the cue as the subject reaches the goal.

Subjective Hypnotic Depth

1. Hypnoidal: Characterized by rapid eye movement, heaviness of limbs and physical relaxation. Inhibition of small muscle groups.
2. Cataleptic: Characterized by the eyeballs roaming side to side. Slower and deeper breathing, slower pulse rate, twitching of the mouth or jaw.
3. Somnambulism: Characterized by the eyeballs rolling up underneath the eyelids. Complete muscular inhibition, kinesthetic delusions, partial anesthesia, glove anesthesia, tactile, gustatory and olfactory illusions, Catalepsy of the limbs of the body.

Three Stages Of Somnambulism (John Kappas)
1. First Stage Somnambulism - 20% to 40% Spontaneous Amnesia.
2. Second Stage Somnambulism - approximately 60% Spontaneous Amnesia.
3. Third Stage Somnambulism - Total Spontaneous Amnesia.
Objective and Subjective Trance Recognition

1. **Changes in Breathing** - Breathing usually becomes slower, deeper and more rhythmic.
2. **Visual Alterations** - Glassy look / Lacrimation (the production, secretion, and shedding of tears) becomes more apparent.
3. **Blink Reflex** - Eyes begin blinking, and often continue to do so with noticeable frequency.
4. **Eye Closure** - A desire on the part of the subject to close his/her eyelids. A feeling of greater comfort with closed eyelids.
5. **Attentiveness** - A noticeable fixation on the hypnotist by the subject.
7. **Changes in Bodily Functions** - Heaviness of limbs and physical relaxation.
8. **Swallow Reflex** - A tendency for the subject to swallow.
9. **Limpness of Limbs** - A heaviness of the limbs to the point that they drop instantly when lifted.
10. **Immobility** - Maintaining little or no movement by the subject.
11. **Eye Catalepsy** - An inability on the part of the subject to voluntarily open the eyelids.
12. **Arm Catalepsy** - A cataleptic rigidity by the subject in response to a suggestion of same.
13. **Enhanced and Selective Awareness** - A hypnotically-induced perception of reality. The ability to increase, diminish, and/or delete external and/or internal focus.
14. **Response to Suggestions** - The subject follows the directions of the hypnotist.
15. **Reorientation** - A delay by the subject to gaining full cognitive awareness upon trance termination.
16. **Exclusion** - A narrowing of focus to the exclusion of irrelevant external stimuli on by the subject.
17. **Disorientation** - A delay in attaining full cognitive awareness on the part of the subject upon trance termination.
18. **Time Distortion** - A subjective, cognitive misrepresentation of time on the part of the subject.
Hypnotic Deepening Techniques

1. **Gentle Rocking** - Touching the client on the shoulder and gently rocking his/her from side to side. (Note: Before touching a client, make sure that you get permission from him/her to do so. Also, check your State/Province Laws concerning the touching of clients).

2. **Fractionation/Reactional Hypnosis** - The technique of putting a client into hypnosis and bringing him/her out of hypnosis a series of times in succession, accompanied by suggestions of deepening. This is an excellent deepening technique.

3. **Silent Periods** - Silent periods are excellent deepening techniques. Gently touch the client on the shoulder (or hand) and say, “I will no be quiet for a few moments to allow your subconscious mind to fully integrate the suggestions I have given you.”

4. **Counting** - Usually counting down for deepening. There are hypnotists who also count up to deepen (often Ericksonian hypnotists).

5. **Descending Stairs** - Guiding a client down a series of steps on an imaginary staircase that is well lit, with a secure hand rail.

6. **Elevator/Escalator** (if appropriate) - Having the client imagine going down an imaginary elevator/escalator is a very effective deepening techniques, just be sure that the client has no adverse feelings to the elevators/escalators. If you do not know for sure, simply ask, “How do you feel about elevators/escalators?” If there is even the slightest concern, abandon the suggestion.

7. **Hypnotic Patter** - An on-going stream of suggestions that appear to be said without taking a breath.

8. **Timed Breathing** - Setting the client’s inhale and exhale to a specific count such as, “Breathe in on 1, 2, 3, 4, hold for 1, 2, 3, 4, and exhale for 1, 2, 3, 4, 5, 6, 7, 8 (or some other count). The cadence can be enhanced using a snap of the fingers with each number counted.

9. **Rapid Arm Drop** - Lifting the client’s arm and dropping it in his/her lap.

10. **Shoulder Press** - Touching the subject on his/her shoulder while suggesting they go deeper.

11. **Compounding/Pyramiding** - Building one suggestion upon another.

12. **Homoaction** - A continuously repeated suggestion or movement, i.e., saying the word “deeper” over and over and/or rotating the client’s hand continuously.

13. **Guided Imagery/Visualization** - Having a client visualize/imagine a suggested scene/situation. Visualization is strictly visual. Imagery can be visual, auditory and/or kinesthetic.

14. **Misdirection** - Ping-ponging the client’s attention from one sensation or statement to another, i.e., “Left hand lighter; Right hand heavier”.

15. **Hypnotic Challenges** - Having the client respond to suggestions of arm, eye, and/or body catalepsy.
Hypnotic Challenges as Deepening Techniques and Testing

Eye Catalepsy
This is a good test for light trance. “I’m going to count from five down to the number one. With each number I count, your eyelids lock tighter and tighter closed, and by the time I reach the number ‘one,’ they lock so tightly closed that the more you try to open them, the tighter they are locking closed.

Five - Eyelids pressing down tightly
Four - They’re pressing down and sealing shut
Three - They’re sealing just as if they were glued
Two - They’re locked
One - Try to open them and they lock even tighter.”

Eye Flinch Test
Gently and noiselessly, touch the eye lashes of one of the subject’s eyes. If the subject is in a light trance, there is a normal involuntary flinch or reaction to this touch. In medium or deeper trance the subject loses this startle reaction.

Note: This test has lost popularity over the years.

Limp Arm Test
A good test for medium trance.

“Now I want to see just how relaxed you are. I’m going to pick up your right (or left) arm by the wrist and just let it drop down.”
If the arm drops down with a thud, this often shows total relaxation and that a light to medium level of hypnosis has been reached.

George Bien’s Style Arm Catalepsy
Often an indication of light to medium trance. “I’m going to take your right (or left) arm and extend it out in front of you, and I want you to take any possible remaining tension in your body, and put it into this arm. Now I’m going to count from one up to the number ten, and with each number that I count, your arm gets tighter and tighter. So tight, just like a solid bar of steel. One - Arm getting tighter and tighter. Two - So tight and so solid. Three - Even tighter, just as though there’s a solid bar of steel running through that arm. Four - So solid. Five - Even tighter and more solid. Six - Like a solid bar of steel. Seven - The tighter it gets, the deeper you go. Eight - Tighter with each breath that you inhale. Nine - So solid and so tight that the more you try to lower or bend your arm, the tighter it becomes. Ten - Try to lower or bend it and it gets even tighter.”

Note: if the client does not tense his/her arm, say these words, “Ahhhh, obviously you’ve let that tension go.”

Suggested Amnesia
This is a good test for partial or complete somnambulism. Have the subject begin counting from two-hundred down, while suggesting to the subject that the numbers are disappearing from his/her mind, as explained in the Dave Elman induction. When the subject sees no more numbers, somnambulism has been created.

N. B. It is important to determine whether it is suggested amnesia or what Dave Elman called, “aphasia”. Aphasia is being able to see the numbers but not being able to say them.
It’s important to be flexible. Sometimes overt hypnosis is not utilized because the client has a true need to talk about something important. Verbal reframing is usually done during the discussion.

NOTE: If your subject is having success with the program, it is not necessary to change it for the sake of change, or newness. It’s better to be repetitive when working with hypnosis, because reinforcement and encouragement are the keys to maintaining success.

**Reactional Hypnosis / Fractionation / Instant Sleep Suggestion Deepening Technique**

While the client is in hypnosis say, “In a moment I’m going to count to three............ and at the count of three, I’m going to ask you to open your eyes. And when I say the words ‘Sleep Now,’ and snap my fingers like this (demonstrate by snapping your fingers)........... your eyelids close right down and you go even deeper........... Not because I say so, but because it’s the nature of your wonderful inner creative mind to respond in such a perfect and magnificent way........... Repeat the instructions. That’s right........... I’m going to count to three............ and at the count of three, I’m going to ask you to open your eyes. Yet when I say the words, ‘Sleep Now,’ and snap my fingers like this (demonstrate by snapping your fingers)........... your eyelids close right down and you go even deeper into this wonderful relaxing state........... Certainly, not because I say so, but because it’s the nature of your wonderful inner creative mind to respond in such a perfect and magnificent way........... One....... two......... three........... eyelids opening........... opening........... opening............... And ‘Sleep Now!’ (snap your fingers while saying the words, ‘Sleep Now’).................. eyelids closing right down and going even deeper........... and again........... One....... two......... three........... eyelids opening........... opening........... opening............... and ‘Sleep Now!’ (snap your fingers while saying the words, ‘Sleep Now’).................. eyelids closing right down and going even deeper........... and again...............” (Repeat a number of times with constant suggestions for going deeper).

If you want, rather than snapping your fingers, you can say and do the following:

1. “When I say the words, ‘Sleep Now,’ and touch you on the shoulder/hand, your eyelids close right down and you go even deeper” (touch the subject on the shoulder/hand while saying, “Sleep Now”).
2. “When I say the words, ‘Sleep Now,’ and touch you on the forehead your eyelids close right down and you go even deeper” (touch the subject on the forehead while saying, “Sleep Now”).
3. You can also simply say the words, “Sleep Now” without any touching.
None of these devices are absolutely necessary to create the hypnotic state. They can, however, be useful and you may get that occasional client who relates to one or more of them because of his/her previous programming and/or experience.

1. Pendulum
2. Flashing Light
3. Hypnodisk
4. Sound Machine
5. Metronome

Trance Ratification (PRFDE)

1. **Progressively expand the trance experience** by utilizing the subject’s own spontaneous behaviors, and associating these behaviors with the development of the trance experience.
2. **Recognize minimal cues** – physical changes or behavior.
3. **Focus subject’s attention** on these responses.
4. **Develop hypnosis** around these movements.
5. **Emphasize what the client is doing** rather than what he/she cannot do.
Ending the Trance

Everyone will come out of hypnosis. Some, however, enjoy the experience so much that they don’t choose to come out immediately. The biggest danger is that they might fall asleep.

“I’m going to count from one up to the number ‘Five.’ When I reach the number ‘Five,’ you will awaken feeling relaxed and refreshed with a good sense of well-being.

One .... Slowly, calmly, easily and gently returning to your full awareness. Two....... Each muscle and nerve is loose, limp and totally relaxed. Three......... You’re feeling perfect from head to toe. Four......... Physically and emotionally calm and serene. Five.......... Eyes open, fully aware, feeling wonderful in every way.”

Note: Do not be concerned if people don’t come out of hypnosis immediately. Hypnosis is an enjoyable experience and subjects sometimes want to hold on to that experience a bit longer. Since hypnosis is a natural state of mind, the hypnotic state will end spontaneously. If the person falls asleep, he/she will wake up naturally. If time doesn’t permit a natural sleep, you can invade territory by touching the person gently (check your specific State or Province laws dealing with touching) while giving suggestions for trance termination.

Abreactions

The basic idea is to generate a feeling on demand. Every part in life (memory, feeling, information, etc.) pulls up everything connected with it - recreating a holographic/synergistic experience through the conscious creation of message units. Sometimes this can create abreactions. An Abreaction may occur. Watch the subject constantly to detect these changes and utilize these signs to work at a more emotional level.

Abreactions include:

1. Any frown or indication of stress in facial muscles.
2. Any rhythmic movement of the head.
3. Any tossing or turning of the body or any other unusual signs.
4. Crying.

Possible reasons for abreactions:

1. Suppressed Emotions.
2. Suggestions given related to traumatic event.
3. Suggestions connected with a fear or phobia.

DO NOT PANIC!

NEVER bring client immediately out of trance during an abreaction. Give suggestions to report what is happening. If there is resistance, have them begin to relax, return to the here and now, and have them verbally respond to a question of feeling relaxed. If an abreaction seems uncontrollable, say to the client, “Focus on your breathing. That’s right.... take a breath... in and then out.... a deeper breath .... That’s right .... another breath ..... in and now out.” Establish a breathing cadence, gradually slowing it down and stabilizing the client. Do this with added suggestions of safety and comfort.
Hypnosis with Children

With older children the standard techniques can be used successfully. Tailor the induction techniques to the age, intellect and maturity of the child. The younger the child, the simpler the vocabulary and induction technique must be. It is not unusual for a child to open his/her eyes and ask you for the meaning of a word. Capitalize on the child’s vivid imagination and willingness to play games.

- **Use a Very Literal Approach**
  Children are very literal. Inferences and innuendos are not as effective. Use mostly straight suggestions.

- **Use “Flowery Talk”**
  Fills your suggestions with colorful language and inflections.

- **Use fantasy and imagery**
  Capitalize on a child’s extraordinary ability to fantasize.

- **Play Therapy**
  Getting children physically involved can dramatically enhance the suggestions. Have them act out feeling powerful, brilliant, motivated, etc.

- **Story Technique**
  Create stories and tales that involve characters overcoming related issues and challenges.

- **Monotonous Rocking**
  Gentle movement (if appropriate) to and fro can help relax and stabilize a child (check your specific State or Province laws dealing with the touching of children).

- **Dissociative Visualization**
  Have the child visualize any challenging experience in a dissociative manner. Have them imagine the experience on a movie screen as an observer (third person).

- **Television Technique**
  Television can be a highly effective dissociative technique. Have the child imagine an experience on a television screen, and have them direct the outcome.

- **Two-Finger Technique**
  Extend your index and middle fingers straight up. Tell the child that this is how he or she is now. Then slowly bend the fingers down towards your palm, and tell the child that this is how they’ll be feeling and responding as they continue to relax.

- **Pretend Technique**
  Capitalize on the child’s imagination. Have him/her imagine that they have accomplished what they wish to accomplish, display desirable behavior, overcome challenges, etc.

- **Hero Technique**
  Have the child take on the good traits of their heroes - Power Rangers, etc.

- **Stuffed Animals**
  A stuffed animals can serve as a great anchors. Remember, children get attached easily, so be willing to give the stuffed animal to the child.
**Dangers of Smoking**

1. Smoking cuts the oxygen supply to the brain by at least 50%.
2. Tobacco smoke contains carbon monoxide, arsenic and formaldehyde, which is used to embalm dead tissue.
3. Emphysema, bronchitis, asthma, lung cancer and tuberculosis have all been linked to smoking.
4. Disruption of circulation to the extremities, the degree that blotches of dead tissue are visible, has been connected to smoking.
5. The tar from cigarettes irritates the stomach lining.
6. Smokers are difficult to anesthetize and can develop a fatal spasm when administered an anesthetic such as ether.
7. Smoking causes tremors.
8. Smoking can cause kidney or pancreatic disturbances.
9. Smoking can aggravate peptic or duodenal ulcers.
10. Smoking affects vision, causing such things as night blindness, dilated pupils, and inability to focus.
11. If you smoked a pack of cigarettes a day for fifteen years, you’d absorb the equivalent of an 8-ounce glass of tar.
12. A one-drop injection of nicotine would kill you immediately.

**Some suggestions for the client before he/she comes in for the**

1. Decide that you definitely want to quit.
2. List all the reasons why you want to quit.
3. Develop strong personal reasons in addition to your health and obligations to others, i.e., think of all the time you waste taking cigarette breaks, rushing out to buy a pack, searching for a light, etc.
4. Set a target date for quitting - perhaps a special day like your birthday, your anniversary, a holiday. Mark the date on your calendar.
5. Begin to prepare yourself physically - start a modest exercise regimen, drink more fluids, do your best to get plenty of rest and avoid fatigue.
6. Bet a friend you can quit on your target date.
7. As your spouse or a friend to quit with you.
8. Don’t smoke when you first experience a craving; wait a few minutes; during this time change your activity or talk to someone.
9. Stop buying cigarettes by the carton. Wait until one pack is empty before buying another.
10. Instead of using ashtrays, put your cigarettes out in glasses half-filled with water instead.
More Suggestions

1. Change all small habits. If you used to smoke in a certain spot while doing an activity, move to a different location while performing that activity.

2. Do your self-hypnosis activity in the beginning of the day. Visualize yourself at the end of the day, a complete success in overcoming the urge to smoke, and register the feelings of accomplishment and pride in this achievement.

3. Relax as much as possible, and if possible, avoid pressure situations or any undue strains.

4. Have a glass of pure water with the juice of half a lemon upon arising (only with the consent of a licensed health practitioner), telling yourself that just for today, you are motivated to control the smoking.

Note: The following suggested reinforcement is only part of a diet enhancement and personal fitness program, which is solely informational and not intended as medical advice in any form, which many only be given by a qualified medical professional.

1. Satisfy oral need. Drink quantities of water, or juice (drink juice only if recommended by a licensed health practitioner). Chew gum (lesser of two evils – be sure it’s a gum that is relatively healthy, purchased in a health food store), suck on a hard, sugar-free candy (again, the lesser of two evils - be sure it’s candy that is relatively healthy, purchased in a health food store), or eat a protein chewable (before following any of the above suggestions, consult with a licensed medical health practitioner). You need not gain weight when you become a permanent nonsmoker. You can use the same self-hypnosis techniques to conquer the cravings for fattening foods.

2. Eat a good, well-balanced breakfast.

3. Remind yourself that a craving for a smoke lasts only seconds in the brain. Immediately distract your mind, or satisfy oral need by chewing gum (as indicated above) or by drinking water.

4. Stand up immediately after finishing a meal.

5. Say, “No thank you, I’ve quit permanently,” to anyone who offers you a smoke. Say it with conviction and confidence, and it will reaffirm your commitment to your goal.

6. Practice deep breathing, from the diaphragm, to relieve tension and anxiety.

7. Engage in physical exercise (do this only with the approval of a licensed medical health practitioner).

8. Calculate one-year’s smoking expenses, and allocate that money to fund a positive goal in your life, be it purchasing a long-desired item, engaging in a favorite activity, or donating it to a worthy cause.
Smoking Cessation Hypnotic Programming

“Now as you are relaxing more and more, going deeper and deeper, you feel more and more motivated and determined than ever to reject all that is unhealthy and harmful to you. There is no need for tension, stress, uneasiness and there is no need for smoking cigarettes .........You now reject this habit and you have all the right reasons for doing so ..........You have all the right reasons for being a nonsmoker. You do it for yourself ...........for your health ......for your well-being. You simply let go of any need for this ugly, disgusting negative habit .........and, as a nonsmoker, your lungs begin purifying themselves ..........and in just a short time, they return to a normal healthy pink color. You see and feel yourself as a nonsmoker and this feels good ..........It feels good to let go of being a slave to a disgusting habit ..........it feels good to be free ..........it feels good to be in control. You reject the habit of smoking ..........your mind rejects it ..........your body rejects it ..........your very being rejects it. See yourself now throwing away a pack of cigarettes and see yourself doing it happily ..........See yourself throwing away this pack of cigarettes with pride, comfort and joy ..........and this feels great. You have made the choice to be a nonsmoker and you feel good about it ..........As a matter of fact, the more you think about being a nonsmoker, the better you feel. You have let go of this disgusting smell. You have let go of the disgusting taste. You choose to be healthy and strong. As a matter of fact, putting a cigarette in your mouth is just like putting your mouth on the exhaust pipe of an automobile. Imagine now putting your mouth on an exhaust pipe of an automobile and inhaling all the carbon monoxide and other harmful chemicals. Imagine pulling in those disgusting fumes. It feels horrible, doesn’t it? Just the thought of putting a cigarette in your mouth reminds you of inhaling the fumes of that exhaust pipe because you are a nonsmoker and you feel good about it. You feel sorry for other people who smoke because you know that they are slaves to an ugly, disgusting habit ..........You know that they would rather stop ..........But you are free you are completely and totally free. See yourself now going through your daily routines without a cigarette, totally free and feeling good about it ..........Now see yourself at the end of the day and sense the pride of being a nonsmoker. See yourself now going though a typical day again and going through the whole day without a cigarette because you are a nonsmoker. Feel yourself breathing more easily. Feel yourself gaining more energy and vitality. You are a nonsmoker and you’re happy about it. This is your choice and you’re excited about it. Feel the pride. Feel the joy. Feel the exhilaration.”
“You are now relaxing more and more with each and every easy breath that you inhale. Your body is relaxed ……………your mind is very alert to my suggestions ……………By being so relaxed physically and so alert mentally, you learn much more effectively. In the past you have identified with eating the wrong foods and being heavy ……………You now change your patterns of thinking and eating and you begin to identify with being thinner. Your body already has gained extra weight that you do not need or want. Your body is now ready to use up this excess weight, and as your weight comes down, you look the way you want to look, feel the way you want to feel, strong, energetic, vigorous and full of life. Because you are ready to let go of any extra weight, you have lost all desire for sweets, fats and starches. Because you wish to become slim and healthy, you avoid all foods that you know are high in calories ……………You are finding a new pleasure in eating the foods that your body needs ……………You eat slowly ……………You take small bites ……………You relish each bite as you chew ……………You take time to actually taste the flavor of the foods that you eat ……………You rediscover the subtle and enjoyable differences between foods. You change negative eating patterns into good patterns and you allow this to take place easily and effortlessly. Now I want you to imagine yourself in front of a table, and this table is filled with foods that are harmful to you ………………foods that are poisonous to your system. The kinds of foods that cause you to gain weight. See yourself now pushing these foods off the table and away from you because you have absolutely lost your desire for them ……………You have made a decision to be healthy ……………you have made a decision to be slimmer ……………your mind and emotions reject these foods. Now see yourself clearing that table completely and filling it with healthy, life-giving foods ……………fruits, vegetables and clean, clear water. Imagine yourself eating these good, healthy foods and imagine yourself enjoying every bite ……………see yourself drinking water and enjoying glass after glass. Imagine the pounds melting away ……………Imagine the new you ……………the healthy, slim you. You always eat correct amounts of food and feel completely satisfied from one meal to the next. You feel proud of yourself. You know that the rewards of being slim and healthy are far better than that feeling of sluggishness and being overweight. See yourself now ……………legs slim and firm, hips and thighs firm and trim, stomach flat ……………enjoy the feeling ……………feel the pride. You are motivated now more than ever before because you know that the rewards of being slim and healthy are tremendous. Whenever you think of eating you choose only good, healthy life-giving foods and you always eat the correct amounts. You feel good about this ……………you feel healthy and wonderful ……………and these good feelings grow stronger and stronger with each passing day.”
Stress-Management Hypnotic Programming

“As you continue going deeper into hypnotic relaxation, allow any feelings that you might have to come up to the surface and examine these feelings. Decide for yourself which feelings are useful to you and which ones you wish to discard. Decide which feeling you would like to hold on to and which ones you simply want to let go. Focus now on the feelings that you wish to discard and cast them away. Just allow them to fall by the wayside because you have better feelings from this time on. Feel yourself letting go of these unwanted feelings. Imagine them moving into the distance .......See yourself as you would be without these unnecessary feelings ............And see yourself as you would be filled with good, relaxing, comfortable feelings. And now focus on all the good feelings that you’ve ever desired. Focus on a time in your past when you may have had any of these good feelings ............You may have been relaxing in a lounge chair ............or perhaps it was while you were taking a walk with a friend. Focus on whatever felt special and relaxing for you ............And, as you focus on this feeling, recall all the sights, if any, that went along with this feeling of comfort, relaxation and pleasure ............recall any of the sounds that accompanied this feeling ............recall anything that you may have been touching while feeling comfortable. Perhaps you were being touched by someone else. Perhaps you were alone ........Bring back all the sights, sounds and feelings of that time to this time and place and feel a good feeling of comfort and relaxation. Even if you don’t recall a special time or incident, imagine what it would be like to just let go and feel good all over ............to just let go and relax ............Relax and continue to relax, and feel yourself relaxed with your feelings ............Now I want you to imagine a golden shield. A golden shield of protection that prevents outside pressure from invading you. Any outside pressure simply bounces off this protective golden shield that envelops you ............It just bounces off and away leaving you free and comfortable ............Free and comfortable. You feel fine and comfortable. Imagine yourself now in a situation that in the past that may have made you uneasy or uncomfortable and imagine that discomfort just bouncing off your protective golden shield ......See the situation turning into one of ease and see yourself calm. Imagine yourself now in a situation that in the past may have given you discomfort ............Now see yourself in the same situation, but this time see yourself handling it calmly and perfectly ............Feel the pride ............Enjoy the comfort. See yourself now in a situation that you will be involved in the near future. One that is important to you ........and see yourself handling yourself perfectly ............hear yourself saying all the right words and sentences ............feel the wonderful level of your comfort ............feel the joy of your relaxation feel the pride of your performance ............feel your golden shield of protection.”
Self-Confidence Hypnotic Programming

“As you continue to relax more and more, you begin to discover vast new sources of strength and energy …………vast new sources of power and intensity ………vast new sources of determination and confidence. You begin to experience a firm and unshakable confidence in yourself and in all your abilities …………and this feels good. You feel refreshed and recharged and you have a boundless sense of confidence in yourself and in your ability to achieve. You are highly motivated to reach your chosen goals. You feel confident. You feel self-assured. You feel centered and strong ………and this pleases you. You are relaxing more and more and this frees you from any uneasiness. You are secure in all your transactions and you begin to feel this strength from within, motivating you to overcome any and every obstacle. You find that all your natural abilities become progressively clearer and sharper and you find that you are able to deal much more effectively with every situation in life ………. You are able to clearly and accurately deal with any situation and arrive at decisions much more easily. Every time that you practice this relaxation, you are able to form a clear image of your goals and a clear picture of the person that you choose to be. You believe in yourself and in your ability to succeed in whatever you undertake ………you are focused and free from any distraction by negative people ………you simply transform their energy into positive resources for yourself. You create clear and positive goals and you reach them. You see yourself with renewed energy and vitality. You are confident and selfassured ………you expect success and attract it wherever you go and whatever you do. Where others see obstacles, you see new challenges and opportunities and you face these challenges and opportunities with eagerness and enthusiasm. You are confident and feel good about it because you deserve to be confident ………you deserve success and expect success with whatever you do. Now see yourself as this confident person that you are ………Imagine yourself seeing the world through the eyes of this confident you ………….Hear yourself speak as this confident you ………….Feel all the feelings that go along with this confident you. You find that whenever you’re around people your confidence level rises even higher. You like being around people and you know that they look up to you. You believe in yourself and it feels good. You have a clear image of the confident person that you are and this image is firm and unshakable. You welcome new challenges and expect success in everything that you do …………Where others have failed, you succeed. You expect success and find it everywhere. Your level of confidence rises with each and every passing day …………..You believe in yourself. Total success is always your reality.”
Metaphors

A metaphor is defined as the substitution of one idea or object with another, used to assist expression or understanding. It is a communication that uses analogies and symbols, to create new meaning.

Due primarily to the influence of Milton Erickson, who often used stories to make his work richer. Too many times hypnotherapists go into a nonsensical, non-directional story, used over and over again and call it a therapeutic metaphor. It diminishes the magic of metaphors. Milton Erickson used direct hypnosis and supplemented it with a metaphor type story. He also carefully planned the flow of the story.

The key ideas for a successfully used metaphor must include:

1. A clear objective or goal
2. A direction to get to the outcome.
3. Obstacles to the goals that a person can relate to on two levels - conscious and subconscious.
4. A way to overcome those obstacles.
5. Hypnotic languaging
6. Effective delivery.

An Analogy points out the structural and functional similarity between two otherwise seemingly unrelated contexts. All metaphors use analogies.

A relationships is like cooking . . . . .
They both require a clean up.
You have to add spice and variety otherwise it gets bland.
Lettuce alone does not a salad make.
The dish that you’re trying to make will determine the ingredients you add.

Relationships are like Railroad Trains . . . . .
There will always be another on coming along.
You have to stay on track.
Sometimes they pass each other in the night.
You can get off at any station.
Aphorisms

An aphorism is a short pithy instructive saying. It’s a comprehensive maxim or principle expressed in a few words.

People in glass houses shouldn’t throw stones.
People in straw (paper) houses shouldn’t light matches.
People in grass houses shouldn’t keep cutters.

How to Structure of a Metaphor

A person wants something, or wants to get away from something, and whatever it is that they tried to do, isn’t getting them anywhere in terms of resolving this problem. They haven’t been able to get from where they are to where they want to be. What we do is take certain elements of this person’s present situation and expand on the analogy and make it isomorphic (similar to) their present situation.

Note: You don’t have to tell metaphors to everybody. If you can do the work directly, do it directly, rather than metaphorically.
Write a short metaphor for dealing with a personal or imaginary issue. Use analogies and aphorisms to help support your script. The script should take certain elements of the present situation, expand on the analogy and be isomorphic (identical or similar in form, shape, or structure) to the present situation.
Hypnosis - First Session Outline

**Basic Tips for Gathering Information** (Simple aspects of the Meta-Model)

When information is left out, deleted, or when it has been unspecified or generalized. When the client says, “I’m depressed,” ask, “What is depressing you?” “What are you depressed about?”

When the client says, “Everyone’s against me,” ask, “Who specifically is against you?”

When the client indicates the belief that there are no exceptions. When the client says, “Everyone thinks I’m stupid,” say, “Can you tell me one person who doesn’t?” “You mean everyone thinks you’re stupid, even the grocer (clothes’ cleaner, department store cashier, etc.)” “When the client says, “I’m always late,” say, “Can you think of a time when you weren’t late?”

When you hear words like “can’t” or “should.” When the client says, “I can’t love,” ask, “What stops you from loving?” When the client says, “I must be more understanding,” ask, “What would happen if you weren’t?”

When the client expresses cause-effect relationships with others’ emotions. When the client says, “She makes me angry,” ask, “How does she make you angry?” When the client says, “I feel bad for making her unhappy,” ask, “What did you do that you believe made her unhappy?”

**Pre-Induction Talk -**

**Explanation of Hypnosis / Suggestibility Testing**

“Let me tell you a little bit about hypnosis. Hypnosis is not sleep. Those people that you see like this (imitate a person asleep) - they’re not asleep. They’re deeply relaxed and they keep going deeper and deeper. Not only is hypnosis not sleep, sleep would actually be counterproductive - how can someone who is asleep concentrate on the suggestions they are given. If anything, your senses become sharper and clearer in a state of hypnosis than in your normal state of awareness. With repeated use of hypnosis, one can learn to relax the body and replace negative thoughts with powerful, positive ones. Tensions are released and breathing becomes more rhythmic. There’s a lot of stress and strain out there and this feels good.”

“All hypnosis is self-hypnosis. I act as a guide and you take yourself in as deeply as you allow yourself to go. You never lose control in hypnosis. Those people that you see in hypnosis shows who act silly expect to act silly and use hypnosis as an excuse to have some fun. They would probably act the same way after having a few drinks. They exercise their control by volunteering to go on stage. Therapeutic hypnosis helps people take better control of their lives. You’ll be exercising your control by allowing the hypnotic process to empower you.”
“Some people believe that in a state of hypnosis they lose control and become ‘putty’ in the hypnotist’s hands. Let me show you just how hypnosis really works. (Perform the ‘10-Step, I’m In Control’ process). “OK....... What I’d like you to do is:”

1. Sit up straight in your chair.
2. Place your feet flat on the floor.
3. Close your eyes.
4. Place your hands on your knees.
5. Take a slow deep breath in through your nose.
6. Now slowly exhale through your nose.
7. Take another breath in through your nose. Exhale through your lips.
8. Clasp your hands together, in your lap.
9. Cross your feet at the ankles.
10. Now stand in front of your chair on your head.

“You see, the first suggestions were comfortable for you to do, but the last one was something that you refused to do. That’s how hypnosis works. You never do anything against your will.”

“People sometimes wonder whether they can get stuck in hypnosis and never come out. Since hypnosis is a natural state of mind, you end the hypnotic experience naturally. The worse thing that could possibly happen is a person could fall asleep. But I don’t think that it will happen to you. What do you think?”

“What I’m going to do now is test your suggestibility. Suggestibility is the way we take in information …….the way we learn. Some people take it in very literally and some take it in more inferentially. I want to see how you take it in so that when I give you hypnotic suggestions, I can structure them in a way that is most effective for your mode of learning.”

“OK. As I test your suggestibility …….the way you take in information ………understand that this is not a test that you can pass or fail. It’s not that kind of a test ……………so please do not help me or hinder me in any way. If and when you feel any sensations just allow them to take place. You could be inhibited about them if you chose to…. but that’s not why you’re here………”

As previously stated: Although suggestibility tests provide an indication of the client’s ability to accept ideas, their main purpose is to establish a spiral of belief that enhances his/her expectation of positive therapeutic results.
Suggestibility Testing

“You see, some people take information in very literally while others take it in more inferentially. I want to see just how you take in information so that when I give you hypnotic suggestions, I can tailor them to your most effective mode of learning. So we’ll test suggestibility and convert to hypnosis. Raise both your arms up in front of you at about shoulder level. Turn your left hand sideways so that your thumb points towards the ceiling and turn your right hand palm up with your fingers slightly curled just as though you were going to hold a bucket by its handle .........Now I want you to close your eyes and imagine that I’m placing a bucket in your right hand. The bucket is filled with wet sand. Imagine just how heavy it feels with all that wet sand in it ..........Now shift your attention to your left hand and imagine that I’m tying a string around your thumb. Attached to the other end of the string, imagine a large helium-filled balloon. Helium being lighter than air causes that balloon to float higher and higher. Imagine your left hand being pulled higher and higher as that large helium-filled balloon floats up and up higher and higher. Imagine that balloon pulling your left hand up higher and higher feeling lighter and lighter ...........lifting higher and higher ..........Now focus your attention back to your right hand and feel that pail filled with wet sand get heavier and heavier. Feel your right hand being pulled down, lower and lower ............heavier and heavier ...............as you hand drops lower and lower. Left hand lighter and lighter ............right hand heavier and heavier. Right hand going down, down, lower and lower ............left hand rising up, up, up higher and higher ...........OK. Now open your eyes and see just what your imagination has accomplished.”

Suggestibility Testing/Hypnotic Conversion

“That’s wonderful, you’re doing perfectly. Now, just continue sitting with your feet slightly apart and parallel, with your head straight in a relaxed and comfortable position. I’m gong to continue testing your suggestibility and then we’ll convert to hypnosis. Since this is not a test you can pass or fail, please do not help me or hinder me in any way. Just allow any sensations that come to you to take place and you’ll find this to be a wonderful experience. Now kindly sit up straight in the chair, feet on the floor. Take your right hand and hold it out about 10 to 12 inches, even with your nose. Look at your middle finger and concentrate on your fingers ...............spreading and jerking ..................pulling further and further apart ..................Spreading and jerking and pulling further apart. Further apart, just pulling and jerking .................. Spreading and jerking .................pulling further and further apart. Fingers spreading and jerking and....
“pulling further and further apart as you allow a relaxation to set in. Now, just close your eyelids down and concentrate on your hand moving closer and closer to your head. It’s just as though there’s a string tied to your hand and its pulling it closer and closer to your head ..........pulling your hand closer and closer to your head closer and closer and closer and closer. Now, as you imagine that string pulling your hand closer and closer to your head I want you to imagine a magnet on your hand and a magnet on your head, and these magnets attracting each other hand to the head ..........head to the hand ...............to the head to the hand ............attraction getting stronger and stronger ..........stronger and stronger ..........stronger attraction ..........much stronger attraction ..........hand to the head ............head to the hand ...........closer and closer ..........closer and closer ...............more and more relaxed ...............closer and closer ...............more and more relaxed ...............closer and closer ..............and more and more relaxed ........going deeper and deeper into drowsy relaxation ........deep and deeper into inner self ..............deeper and deeper into inner realization ......and deep sleep!” (As you say the words “Deep Sleep,” touch the person on the hand, shoulder or forehead. This further anchors the statement).

Deepening and Hypnotic Challenges

Begin gently rocking the client and continue..... “The more I rock you, the deeper you go deeper and deeper into drowsy relaxation deeper and deeper into hypnotic sleep ...............further and further into inner self. Just rocking back and forth, going deeper and deeper into drowsy relaxation. As I press your shoulder, you go deeper into relaxation. Now, I want to see just how relaxed you are. I’m going to pick up your right arm by the thumb and just let it drop down. As I take your right hand and lift it by the thumb just allow it to dangle freely, just like a piece of overcooked spaghetti totally and completely relaxed. As I drop your hand into your lap you go deeper and into relaxation and deeper into comfort. Twice as deep ..........or could it be three times as deep ................perhaps it’s really ten times as deep. Now, I’m going to count from five down to the number one. With each number I count, your eyelids lock tighter and tighter closed, and by the time I reach the number “one.” They lock so tightly closed that the more you try to open them, the tighter they are locking closed. Five - Eyelids pressing down tightly. Four - They’re pressing down and sealing shut. Three - They’re locked. The more you try to open them, the tighter they are locking closed. One - Try to open them and they lock even tighter ..........OK. Stop trying and go deeper into relaxation.................”
Reational Hypnosis / Fractionation / Instant Sleep Suggestion)

Deepening Technique

“In a moment I’m going to count to three............. and at the count of three, I’m going to ask you to open your eyes. And when I say the words ‘Sleep Now,’ and snap my fingers like this (demonstrate by snapping your fingers)........ your eyelids close right down and you go even deeper.............. Not because I say so, but because it’s the nature of your wonderful inner creative mind to respond in such a perfect and magnificent way.............. Repeat the instructions. That’s right.............. I’m going to count to three............. and at the count of three, I’m going to ask you to open your eyes. Yet when I say the words, ‘Sleep Now,’ and snap my fingers like this (demonstrate by snapping your fingers)........ your eyelids close right down and you go even deeper into this wonderful relaxing state.............. Certainly, not because I say so, but because it’s the nature of your wonderful inner creative mind to respond in such a perfect and magnificent way.............. One...... two........ three........ eyelids opening........... opening........... opening............... And ‘Sleep Now! (snap your fingers while saying the words, ‘Sleep Now’)................. eyelids closing right down and going even deeper................... and again..........One...... two........ three........ eyelids opening........... opening........... opening............... and ‘Sleep Now!’ (snap your fingers while saying the words, ‘Sleep Now’) ................. eyelids closing right down and going even deeper................... and again............... ” Repeat a number of times with constant suggestions for going deeper.

A suggestion is an idea that reaches the mind through the five physical senses and/or the basic perceptions.

The Four stages of Programming the client:

1. Conceptualization
   Forming idea for; a notion; conceiving, fashioning in the mind; creating mentally and abstractly rather than with one’s hands.

2. Visualization
   Forming a mental image of; seeing in one’s mind; creating a visual representation.

3. Emotionalization
   Imparting an emotional quality to; feeling; experiencing as real; actuating by emotion rather than by reason.

4. Actualization
   Putting into action; representing realistically; causing to happen.
Keys to Effective Suggestions:

1. Use only **positive words**.
2. Use the **present tense** or **present progressive**.
3. Be as **specific** and **detailed** as possible.
4. Use **universal** and **personal metaphoric images**.
5. Use very **simple, exciting, and emotional words**.
6. **Personalize** the words.
7. **Be repetitive**.
8. **Maintain** a steady Flow and Patter.
9. **Once a suggestion Acted Upon** - Become slightly more emphatic.
10. **Engage All Sense Modalities** (Visual / Auditory / Kinesthetic).
11. **Utilize Subject’s Imagination** to Create the Experience.
12. **Ratify the Hypnotic Experience**.
13. **Make sure** that suggestions are Logical / Believable.

(For more info on Keys to Effective Suggestions, refer to pages 17 - 19).

Terminating the Hypnotic Experience

“I’m going to count from one up to the number five. When I reach the number ‘five,’ you will open your eyes, be fully aware, coming out of this state feeling relaxed and refreshed with a good sense of well-being, and feel absolutely wonderful. One ................Slowly, calmly, easily and gently returning to your full awareness. Two ................Each muscle and nerve is loose, limp and totally relaxed. Three ...............You’re feeling perfect from head to toe. Four ................Physically and emotionally calm and serene. Five ......................Eyes open, feeling good in every way.”
Evaluating the Work of Your Hypnosis Partner:
(Use “Feedback Sandwich”. Make sure your feedback is honest and constructive).

1. What, if anything, was positive about it? ________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________

2. What was effective? Why? Why not? ________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________

3. What could be improved? __________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________

4. Did the hypnotist create an air of confidence? Explain: ______________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________

5. Was he/she congruent? Explain: ______________________________________
   ___________________________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________

6. What, if anything, gives this person the potential to become a brilliant
   hypnotherapist? ______________________________________________________
   ___________________________________________________________________
   ___________________________________________________________________
The First Session

The first session with a subject can be a double-session approximately 1 1/2 to 3 hours (depending on whether your sessions are 45 min or 1 1/2 hours). Approximately half of this session should be used to establish rapport, take a personal history of the client, perform a behavioral assessment. (Purpose of Assessment is to clarify the presenting problem or situation - leads to appropriate interventions - necessary for accountability). The remainder of the session should be used to Perform suggestibility testing, converting into hypnosis,

1. Listen to the client’s presenting problem.
2. Develop a history of the problem.
3. Learn about behavioral excesses and deficits.
4. Clarify the presenting problem.
5. Formulate goals and objectives for the client which act as interventions based on the behavioral assessment.
6. Establish a behavioral change contract with the client.
7. Develop general information/demographics.
8. Discuss fees.
9. Advise clients they have to participate in the hypnotherapy - i.e. practice self-hypnosis.

Preliminary suggestibility tests

1. Hands Drawing Together - permissive
2. Arms Rising and Falling - permissive
3. Handclasp - authoritative
4. Forward Sway - authoritative
5. Pendulum - permissive

Utilizing a Simple Progressive Relaxation helps accomplish the following:

1. Helps relax the client
2. Creates a state of receptivity
3. Hypnotizes the client
4. Deepens hypnosis
5. Allows for more vivid imagery
6. Opens avenues for beneficial suggestions
7. Produces time distortion
8. Helps client experience first step in self-hypnosis

Utilize appropriate verbal reframes and behavior modifications, and program the client.
Note: These are only guidelines. Feel free to be creative and flexible. Your first session with a client will usually the longest. It is usually the most important because it establishes a spiral of belief on the part of the client and helps create expectancy for a positive outcome. Your job is to assess the situation, build confidence and trust, establish an initial action plan, administer one or more suggestibility tests, hypnotize the client, perform deepening and hypnotic challenges, deliver a preliminary programming (which can be put on tape or CD that the client is to listen to daily for reinforcement). The tape/CD should include suggestions for relaxation, deepening, the hypnotic programming and trance termination), and teach him/her the first step in self-hypnosis. This first step includes, but is not limited to, having the client . . .

1. Sit in a chair, recliner, or on a couch, close his/her eyes and imagine his/her body sinking into the chair, recliner, couch, etc.
2. Sit in a chair, recliner, or on a couch, close his/her eyes, and imagine drifting into a protective, higher plane of consciousness.
3. If the client has strong spiritual and/or religious convictions (God, Higher Self, Infinite Intelligence, etc.), use these as elements of comfort, protection and guidance.
4. The client can instead be taught the self-hypnosis script on page 35.

Subsequent Sessions Can Be Structured As Follows:
Session Two.....

1. Discuss client’s behavior since the previous session, including any difficulties and/or setbacks.
2. Review first session’s action plan and modify and/or adjust as necessary.
4. Perform deepening including reactional hypnosis.
5. Perform a basic regression based on directed creative imagery related to the problem.
6. Have client dissociate from problem and search for available resources.
7. Refine and apply resources to problem.
8. Create ego and self-image strengthening through positive programming (which can be put on tape or CD that the client is to listen to daily for reinforcement, as in session one). Don’t worry about being repetitive. Repetition is the mother of skill, and this holds true for the client.
9. Teach client second step in self hypnosis - client is trained to respond to a personally set cue (word, phrase, color, visualization, imagery, kinesthetic cue such as “touching thumb to index or middle finger, etc.), have client practice this step as necessary until they feel comfortable and confident with the process.
10. Terminate trance experience.
11. Review and summarize any new behavior modifications and action plan discuss goals and reinforce modified action plan.
Session Three.....

1. Discuss client’s behavior since the previous session as in session two, including any possible difficulties and/or setbacks.
2. Review second session’s action plan and modify and/or adjust as necessary. If previous outcome was achieved, formulate an enhancement of the previous outcome (or a new one) and create the necessary action plan.
4. Perform hypnotic deepening including reactional hypnosis.
5. Perform a basic regression based on directed creative imagery related to the problem.
6. Have client dissociate from problem and search for available resources.
7. Refine and apply resources to problem.
8. Deliver suggestions (ego-strengthening), and direct your suggestions as necessary, applied to the client’s situation (which can be put on tape or CD that the client is to listen to daily for reinforcement, as in session two).
10. Teach client the concept of working with suggestions, and have client formulate an action suggestion for his/her immediate problem, and/or and residual parts of the problem, based on the “Keys to Effective Suggestion”.
11. Teach client the third step in self-hypnosis, which enables him/her to work with the suggestions in step 6 above. This usually takes approximately 15 - 30 minutes. With some clients it might require more.
12. Re-define and summarize any new behavior modifications and action plan for the specific outcome.

Session Four and Subsequent Sessions.....

1. Review prior week’s activities
2. Hypnotize client
3. Deepen hypnosis
4. Create imagery associated with problem or situation.
5. Use “stream of consciousness” as a “hypnotic bridge” to uncover any residual debris of the initial problem. If none exist, formulate next outcome.
5. Perform an hypnotic reframe(s) to help generate outcome.
6. Deliver suggestions (ego-strengthening, etc.), and direct your suggestions dealing with the client’s situation which can be put on tape or CD that the client is to listen to daily for reinforcement, as in session three.
7. Terminate trance experience.
8. After terminating the trance, make sure that any assignments are clear, and stress the importance of reinforcement to achieve and maintain goals. (Client can be instructed to create his/her own tape/CD for evaluation during the next session). The importance of using self hypnosis and autosuggestion techniques cannot be reinforced enough.
Please complete this form at initial session.

Name: ___________________________________________  Today’s Date: ___________________
Address: _____________________________________________________
City: _______________________________  State: _____________  Zip: ______________
Date of Birth: _____/______/______  [Male] [Female]  [Single] [Married] [Separated] [Divorced]
Home Phone: (          )_____________________  Work Phone: (          )_____________________ 
Occupation: ____________________________

How did you hear about us? ___________________________________________________________
__________________________________________________________________________________

Have you ever been hypnotized?  [Yes] [No] If, yes, describe when, where, why, by whom?______
__________________________________________________________________________________

Have you ever walked in your sleep?  [Yes] [No] Talked in your sleep?  [Yes] [No]
MEDICAL HISTORY:
Have you ever been under treatment (physical or psychological) in the past year?  [Yes] [No]
If yes, describe: ___________________________________________________________________
__________________________________________________________________________________

Name of physician: ___________________________________  Phone: (          )_______________
Have you ever been treated for an emotional problem?  [Yes] [No]
If yes, are you currently receiving treatment or counseling?  [Yes] [No]
Have you had any prolonged illness?  [Yes] [No] If yes, when? ____________________________
__________________________________________________________________________________

Have you ever been treated for? (Check all that apply): [Diabetes] [Epilepsy] [Heart Disease]
[Other] If yes, please describe and state when? _____________________________________________
__________________________________________________________________________________
Nature of present problem (Reason you wish hypnotherapy treatment): _______________________
__________________________________________________________________________________

Any previous efforts to solve this problem?  [Yes] [No] Results? ____________________________
__________________________________________________________________________________
Are you currently undergoing medical or psychological treatment for above problem?  [Yes] [No]
Name of physician/therapist: ___________________________  Phone: (          )________________
Are you presently on any medication?  [Yes] [No] If yes, describe: __________________________
__________________________________________________________________________________

Signature: ____________________________

By signing this form you acknowledge that you understand this questionnaire, and all information provided is complete and accurate to the best of your knowledge.
CLIENT WAIVER & ASSUMPTION OF RISK

I, ______________________________________________ , VOLUNTARILY AGREE TO SIGN THIS WAIVER AND ASSUMPTION OF RISK WITH FULL UNDERSTANDING THAT (Your Name), HEREAFTER REFERRED TO AS THE HYPNOTHERAPIST, IS NOT A MEDICAL DOCTOR, NOR A LICENSED MENTAL HEALTH PRACTITIONER, AND DOES NOT DIAGNOSE OR TREAT ANY PHYSICAL OR MENTAL DISORDERS.

I DO HEREBY WAIVE AND RELEASE ANY AND ALL CLAIMS OF PERSONAL INJURY THAT MAY ARISE FROM THE HYPNOTHERAPY SESSIONS.

I FURTHER AGREE THAT THE HYPNOTHERAPIST ASSUMES NO RESPONSIBILITY FOR THE OUTCOME OF THE PROCESS AND FOR GUARANTEEING ITS EFFICACY.

I CERTIFY THAT I AM A COMPETENT ADULT ASSUMING THESE RISKS AND I TAKE FULL RESPONSIBILITY FOR THE RESULTS. I FURTHER CERTIFY THAT I AM SIGNING THIS WAIVER WITH MY FULL LEGAL NAME.

THIS WAIVER AND ASSUMPTION OF RISK IS EFFECTIVE AS OF TODAY AND MAY NOT BE REVOKED, ALTERED, AMENDED, RESCINDED OR VOIDED, WITHOUT PRIOR WRITTEN CONSENT OF THE HYPNOTHERAPIST.

____________________________________________________
Name (please print)

____________________________________________________
Signature

____________________________________________________
Address                 City, State, Zip

____________________________________________________
(________)______________________  _______________________________________
Phone Number                            Date

("Leading the Way to Unlimited Human Potential")
WAIVER & ASSUMPTION OF RISK

I, ______________________________________________ , VOLUNTARILY AGREE TO SIGN THIS WAIVER AND ASSUMPTION OF RISK WITH FULL UNDERSTANDING THAT (Your Name), HEREAFTER REFERRED TO AS THE HYPNOTIST, IS NOT A MEDICAL DOCTOR, NOR A LICENSED MENTAL HEALTH PRACTITIONER, AND DOES NOT DIAGNOSE OR TREAT ANY PHYSICAL OR MENTAL DISORDERS. I FURTHER UNDERSTAND THAT THE HYPNOSIS SESSIONS ARE FOR EDUCATIONAL AND MOTIVATIONAL PURPOSES ONLY. FURTHERMORE, I UNDERSTAND THAT ANY SUGGESTED REINFORCEMENT IS ONLY PART OF AN EDUCATIONAL, PERSONAL MOTIVATION PROGRAM, WHICH IS SOLELY INFORMATIONAL, AND NOT INTENDED AS MEDICAL OR PSYCHOLOGICAL ADVICE IN ANY FORM, WHICH MAY ONLY BE GIVEN BY A QUALIFIED MEDICAL OR MENTAL HEALTH PROFESSIONAL.

I DO HEREBY WAIVE AND RELEASE ANY AND ALL CLAIMS OF PERSONAL INJURY THAT MAY ARISE FROM THE HYPNOSIS SESSIONS.

I FURTHER AGREE THAT THE HYPNOTIST ASSUMES NO RESPONSIBILITY FOR THE OUTCOME OF THE PROCESS AND FOR GUARANTEEING ITS EFFICACY.

I CERTIFY THAT I AM A COMPETENT ADULT ASSUMING THESE RISKS AND I TAKE FULL RESPONSIBILITY FOR THE RESULTS. I FURTHER CERTIFY THAT I AM SIGNING THIS WAIVER WITH MY FULL LEGAL NAME.

THIS WAIVER AND ASSUMPTION OF RISK IS EFFECTIVE AS OF TODAY AND MAY NOT BE REVOKED, ALTERED, AMENDED, RESCINDED OR VOIED, WITHOUT PRIOR WRITTEN CONSENT OF THE HYPNOTIST.

____________________________________________________
Name (please print)

____________________________________________________
Signature

____________________________________________________  ___________________________________
Address                 City, State, Zip

____________________  ___________________________
(_______)______________________  __________________________
Phone Number                            Date

“Leading the Way to Unlimited Human Potential”
WAIVER & ASSUMPTION OF RISK

I, ______________________________________________, VOLUNTARILY AGREE TO SIGN THIS WAIVER AND ASSUMPTION OF RISK WITH FULL UNDERSTANDING THAT (Your Name), HEREAFTER REFERRED TO AS THE HYPNOTHERAPIST, IS NOT A MEDICAL DOCTOR, NOR A LICENSED MENTAL HEALTH PRACTITIONER, AND DOES NOT DIAGNOSE OR TREAT ANY PHYSICAL OR MENTAL DISORDERS.

FURTHERMORE, I AM RECOMMENDING THAT MY SON/DAUGHTER __________________________ UNDERGO HYPNOTIC CONDITIONING AND SUGGESTION FOR:

___________________________________________________________________________________
___________________________________________________________________________________

AND TAKE FULL RESPONSIBILITY FOR THE RESULTS.

I DO HEREBY WAIVE AND RELEASE ANY AND ALL CLAIMS OF INJURY THAT MAY ARISE FROM THE HYPNOTHERAPY SESSIONS.

I FURTHER AGREE THAT THE HYPNOTHERAPIST ASSUMES NO RESPONSIBILITY FOR THE OUTCOME OF THE PROCESS AND FOR GUARANTEEING ITS EFFICACY.

I CERTIFY THAT I AM A COMPETENT ADULT ASSUMING THESE RISKS FOR MY SON/DAUGHTER, AND I TAKE FULL RESPONSIBILITY FOR THE RESULTS. I FURTHER CERTIFY THAT I AM SIGNING THIS WAIVER WITH MY FULL LEGAL NAME.

THIS WAIVER AND ASSUMPTION OF RISK IS EFFECTIVE AS OF TODAY AND MAY NOT BE REVOKED, ALTERED, AMENDED, RESCINDED OR VOIDED, WITHOUT PRIOR WRITTEN CONSENT OF THE HYPNOTHERAPIST.

_________________________________________                        ___________________________________
Name (please print)                 Signature

_________________________________________  ___________________________________
Address                          City, State, Zip

(_______)____________________________  ___________________________________
Phone Number                     Date

“Leading the Way to Unlimited Human Potential”
DOCTOR: _________________________________________

Your patient, _______________________________________________________,
wishes to undergo hypnotic conditioning and suggestion for the following purpose:
____________________________________________________________________________________
____________________________________________________________________________________
____________________________________________________________________________________

Since I require a physician’s referral in such cases, I would appreciate your signature below indicating
your approval. Please be advised that I shall keep you informed as to your patient’s progress.

Sincerely,
____________________________________
(Your Name)

I have examined ______________________________________________________
and see no contraindication to the use of hypnosis and hypnotic suggestion in this case.
I have these additional comments and instructions for you:
____________________________________________________________________________________
____________________________________________________________________________________
____________________________________________________________________________________

Dr. _____________________________ Dr. _____________________________
Please print name Signature

License #: ______________________________________

Address: ____________________________ ____________________________
Street City State Zip

Phone: ______________________________

"Leading the Way to Unlimited Human Potential"
QUESTIONS AND ANSWERS ABOUT HYPNOSIS:

Most people plod along day after day, realizing just a small percentage of their potential. They hope luck or some other mysterious, divine power can change their lives. They soon reach that age of disillusionment and look around themselves. Life seems to have passed them by and they wonder why and how they missed the boat. What they don’t realize is that the divine power to change is there, inside them, waiting to be their obedient servant, capable of giving them everything they wish for. A farfetched idea? No. Not far fetched. It is a scientifically proven fact. The secret starts with self-awareness and is completed by hetero-suggestions and autosuggestions. Hetero-suggestion and Self-Hypnosis are self-awareness expansion techniques that are used to overcome the programming of your past. It moves you toward the natural processes of being successful, being prosperous, having abundant health and much happiness.

Following are the most common questions asked and the answers concerning hypnosis:

1. WHAT IS HYPNOSIS?
Hypnosis is a natural state of mind. Waking is a state of accomplishment. You are not asleep while in hypnosis. Sleep is a state of rest. Hypnosis is a state given to us for self-improvement. Sadly, we seldom use it.

2. WHY DO SOME PEOPLE HAVE DOUBTS ABOUT HYPNOSIS?
Hypnosis is such a misunderstood phenomenon. For centuries it has been affiliated with spiritualism, witchcraft and various other “unexplainable” events. Based on “B” movies, cheap novels and exaggerated claims made by undisciplined persons.

3. DOES HYPNOSIS WEAKEN THE WILL?
No. Self-Hypnosis strengthens it. Hypnosis works with the will, not against it.

4. IS HYPNOSIS DANGEROUS?
There has never been a documented case of harm coming to anyone from the therapeutic use of hypnosis.

5. WHAT DOES IT FEEL LIKE TO BE HYPNOTIZED? CAN I BE HYPNOTIZED?
The answer to this is extremely important because it may determine whether or not you can benefit from hypnosis. Some people give up hypnosis after a few sessions because they were disappointed in their reactions, believing they are not suitable subjects. Many people believe they will go through something different, new and spectacular in the hypnotic state. They equate hypnosis with being anesthetized or being asleep or unconscious. Hypnosis is a very pleasant feeling of complete physical and mental relaxation. It is similar to that moment between knowing you are awake and going into the sleep-state. Because, while in hypnosis, you find your mind active, you hear every sound in the room, that you can resist the suggestions if you wish to, your attention keeps wandering, thoughts racing hear and there, realizing you are not asleep and remember everything perfectly, that you have not fallen asleep, allows you to believe you have failed to enter the hypnotic state.

6. CAN A PERSON BE HYPNOTIZED AGAINST THEIR WILL?
No one is hypnotized against his/her will. Entering hypnosis is a consent state. The hypnotist assists and guides the subject, who then hypnotizes him/herself.

7. WHAT IS SELF-HYPNOSIS?
Techniques exist by which one can attain a state of self-hypnosis and gain complete relaxation under the most stressful conditions. In this state, the subconscious mind is open to therapeutic suggestions.
8. DO PEOPLE HAVE TROUBLE COMING OUT OF HYPNOSIS?
A person may choose to stay in hypnosis after an experienced hypnotist asks them to come out of it. The reason being, it is such a relaxed feeling of enjoyment, and they prefer to stay hypnotized a while longer. If the hypnotherapist were to leave or in an extreme situation, die, the person would merely drift into a natural sleep to awaken at a more personally convenient time. In self-hypnosis, you have complete and utter control, and set your own limits. There has never been a documented case of someone unable to come out of hypnosis.

9. WHAT IS THE SUBCONSCIOUS MIND?
The conscious mind, the mind you are conscious of, is your “ME”. It is the critical part of your mind. The subconscious mind is the one that directs your conduct through the habits and emotional desires acquired from the influences of your environment.

10. WHAT IS AUTOSUGGESTION?
Through proper use of autosuggestion, you reprogram the subconscious mind to make decisions favorable to your welfare. The new suggestions help in overcoming unwanted habits, a lack of concentration and any other unhealthy attitudes that doom you to failure.

11. HOW DOES SELF-HYPNOSIS DIFFER FROM HYPNOSIS BY HYPNOTIST?
In self-hypnosis YOU choose your own time limits, realizing you have a choice and can now select your area for self-improvement. Using a hypnotist at the beginning of your awareness training is of great benefit. It speeds up the retraining process.

12. WHO CAN BE HYPNOTIZED?
Anyone with an open mind, with reasonable intelligence and who is able to concentrate.

13. HOW DOES HYPNOSIS WORK?
The human mind is extremely suggestible and is being bombarded daily with suggestive stimuli from external sources, and suggestive thoughts and ideas from the inside. A good deal of suffering is the consequence of “negative” thoughts and impulses invading one’s mind from subconscious recesses.
Unfortunately, past experience, guilt feelings and repudiated impulses and desires are constantly pushing themselves into awareness, directly or in disguised forms. These thoughts become feelings which sabotage one’s happiness, health and efficiency. By the time one has reached adulthood, there has been a buildup of “negative” modes of thinking, feeling and acting which persist like bad habits. Like any habit, they are hard to break or change. Using hypnosis, we are able to transform negative attitudes into more positive ones. It takes time to extinguish old habit patterns so do not be discouraged if there is no immediate effect. As you begin using the principles being taught, you will notice the change. Even when no apparent changes are visible on the surface, much is happening on the inside. An analogy may be useful; if you were to hold a batch of white ink blotters above the level of your eyes so that you see only the bottom blotter, then begin to dribble drops of ink onto the top blotter, as you do this, you observe nothing happening or changing to the bottom blotter until sufficient ink has been poured to soak through into the entire thickness. Eventually the ink will come down. During this period while nothing seemingly has happened, changes were always occurring. Had the process been stopped before enough ink had been poured we would be tempted the process a failure. Hypnotic suggestions are like ink poured on layers of resistance; one must keep repeating them before they soak in to begin to influence old destructive patterns.
14. HOW CAN I HELP IN THE TREATMENT PROCESS?
It is important to mention to your hypnotherapist your reactions to the process of change, using hypnosis, regardless of how unfair or ridiculous they may seem. Important clues may be derived from your reactions, dreams and resistances to provide understanding of your inner conflicts and help in your progress.

15. WHAT IF I CAN’T BE HYPNOTIZED?
Most people feel or think this very same way. The fear is giving up control. The opposite is true. You are exercising a more powerful form of thought control than at other times by accepting the suggestions given. The only thought to prevent you from going into hypnosis is the thought “I cannot be hypnotized”.

16. WHAT CAN SELF-HYPNOSIS DO FOR ME?
Anything you want it to do!
Instant learning and photographic memory systems are based on self-hypnosis. Champions in many sports use it to improve their game concentration. You can now learn to overcome unwanted and undesirable habits, such as smoking, overeating or drinking. Effective Pain control is now at your fingertips. You regain self-confidence. You realize success is within easy reach of an active mind, and that erasing harmful emotions leads to a happier and healthier life.
QUESTIONS AND ANSWERS ABOUT HYPNOTHERAPY:

1. DO I NEED HYPNOTHERAPY? WILL IT WORK FOR ME?
Hypnosis is an alternative to other methods of treatment for change. If you have nervous symptoms such as tension, depressions, fears, chronic fatigue and certain physical complaints for which your doctor finds no physical basis; if you find it difficult to get along in your work or in relationships with others; if you have school or marital problems; or, if you feel irritable, unhappy and believe you are not getting the most out of life, then hypnosis is for you.

2. HOW DOES HYPNOTHERAPY WORK?
Nervous symptoms and unwarranted unhappiness are the product of inner emotional conflicts. By using hypnotherapy, you are assisted in understanding your conflicts. In this way it is possible for you to do something constructive about solving them.

3. CAN PHYSICAL SYMPTOMS BE CAUSED BY EMOTIONS?
Many physical symptoms are psychosomatic in nature, which means that they have an emotional or nervous basis. When you come to think of it, it's not really so strange that emotional strain or worry would produce physical symptoms. After all, every organ in your body is connected with your brain by nerve channels; and it is logical that when you are upset emotionally by some crisis or conflict, you feel the effects in various organs of the body.

4. IF I CANNOT SOLVE MY PERSONAL PROBLEMS WITHOUT HELP, DOES THAT MEAN THAT I HAVE A “WEAK WILL” OR THAT I AM ON THE WAY TO A MENTAL BREAKDOWN?
NO. Even if you have no serious symptoms, it is difficult to work out emotional problems by yourself, because you are too close to them and cannot see clearly. More and more people, even those with a great deal of psychological knowledge, are seeking help these days because they realize this. The fact that you desire help is a compliment to your judgment and is no indication that you are approaching a mental breakdown. In reality, the opposite is true. Seeking professional help is a sign of mental soundness, awareness, inner strength and confidence.

5. WHAT HAPPENS TO THE INFORMATION ABOUT ME?
It is natural to be concerned. All case records are confidential. Professional Hypnotherapists are listed in the Federal Register as a non-medical occupation. Since hypnotherapy is outside of the “Medical” community’s scrutiny, unless your insurance company pays for the treatment, your files are secret and never become a part of the National Medical Information Network database. No one (doctors, family, etc.) has access to your personal records, unless you have given your written permission.