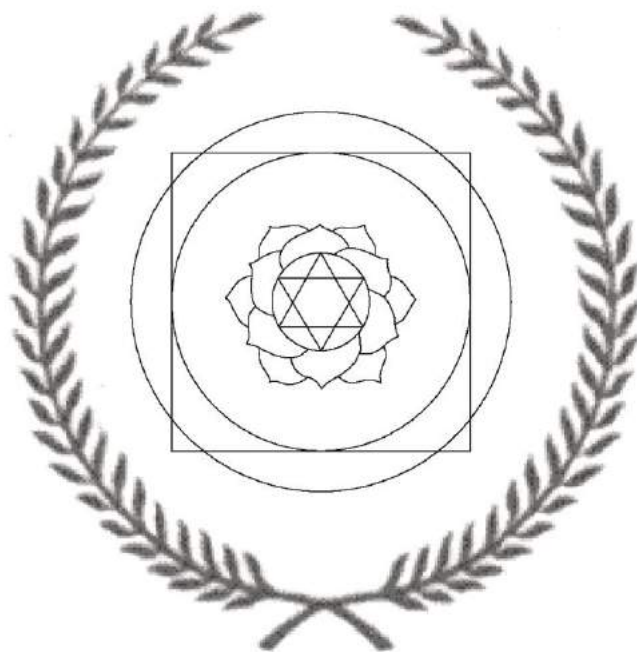


# Institute of Interpersonal Hypnotherapy



## Fundamentals of Hypnotism Introduction

## **Program of Study - Fundamentals of Hypnotism**

### **Objectives**

To study and learn the concepts that relate to the field of Hypnotism. To achieve fundamental skills in the use of hypnotic induction and the effective delivery of suggestions. To educate students about the safe and effective use of hypnosis and its legal and ethical practice.

### **Description**

A comprehensive 100 clock hour series of Courses to teach the theory and practice of the fundamentals of hypnotism.

<b>Class Code</b>	<b>Description</b>	<b>Clock Hours</b>
HT101	Introduction	15
HT102	Building Rapport	2.5
HT103	Depth of Hypnotic State	2.5
HT104	Understanding the Subconscious Mind	5
HT105	The Structure of a Hypnotic Session	5
HT106	Styles of Trance Induction	5
HT107	Deepening Techniques	5
HT108	Effective Suggestion Delivery	5
HT109	Self-Hypnosis	2.5
HT110	Basic Neuro-Linguistic Programming	10
HT111	Smoking Cessation Protocol	5
HT112	Weight Loss Protocol	5
HT113	Stress Reduction Protocol	2.5
HT114	Practical Hours	30
<b>Total Clock Hours</b>		<b>100</b>

## **The Pass-Code System – Online**

At the beginning and end of every Online Interactive Tutorial and every Live Online Class a Pass-Code is given to ensure student attendance. This system is required for all students who intend to receive IHH diplomas and certifications.

Please do not share your pass-codes with anyone else as this compromises the system.

This system helps to ensure not only class attendance, yet also it ensures distance learning hours have been completed as well.

Students with 70% or more of completed Pass-Codes for graduation from any given Program.

How to log your pass-codes will be explained to you via email and in your introductory first live class if that has not happened already. You may always contact Student Services with any questions regarding your pass-codes.

## Course Descriptions

- HT101 Introduction**  
(15 clock hours)  
Introduces students to the nature of hypnosis, theories of hypnosis, the legal practice of hypnosis and the history of hypnosis. Myths and misconceptions concerning the hypnotic state are dispelled and a solid foundation for the study of hypnotism is established.
- HT102 Building Rapport**  
(2.5 clock hours)  
Students are introduced to the importance of rapport between the hypnotist and the client and various skills are learned and practiced to ensure this is well understood.
- HT103 Depth of Hypnotic State**  
(2.5 clock hours)  
Prepares students for understanding the various levels of hypnosis and their relationship to suggestibility. Various scales are discussed and a thorough understand of the full range of hypnotic phenomena is explained.
- HT104 Understanding the Subconscious Mind**  
(5 clock hours)  
Theories concerning the nature of the mind are discussed where students come to understand the relationship of the conscious mind to the subconscious mind. This Course includes the functions of the subconscious mind, ways to access it and understanding how to utilize its power to create positive change.
- HT105 The Structure of a Hypnotic Session**  
(5 clock hours)  
Prepares students to successfully complete an entire hypnotic Programming session based upon a format of rapport building, education and pre-talk, followed by trance induction, testing and the effective delivery of suggestions and trance termination.
- HT106 Styles of Trance Induction**  
(5 clock hours)  
Prepares students to develop the necessary skills to induce hypnotic trance with multiple styles including paternal, maternal, confusion and mechanical styles of hypnosis. Induction methods are also covered from each of these styles.
- HT107 Deepening Techniques**  
(5 clock hours)  
Prepares students to deepen the hypnotic state after hypnotic inductions have been utilized. Instructs students in multiple styles of deepening and associates various tests to ensure depth of trance based upon suggestibility.
- HT108 Effective Suggestion Delivery**  
(5 clock hours)

Prepares students to deliver suggestions and affirmations to a hypnotized subject. The structure of proper suggestion is taught as well as multiple hypnotic adjuncts to assist in accessing the subconscious mind.

**HT109**

**Self-Hypnosis**

(2.5 hours)

Prepares the student to enter the hypnotic state for him/herself, as well as how to teach hypnosis to others. This Course encourages self-entrancement and teaches that all hypnosis is really self-hypnosis as it works to encourage the hypnotist to empower his/her client to enter the trance state on his/her own.

**HT110**

**Basic Neuro-Linguistic Programming**

(10 clock hours)

Prepares the student in the basic practice of Neuro-Linguistic Programming (NLP) in establishing and working with anchors, hypnotic language patterns and other NLP techniques related to the practice of hypnosis. Also introduces the student to the basic presuppositions of NLP, its origins and its practice within and outside of the fields of hypnosis.

**HT111**

**Smoking Cessation Protocol**

(5 clock hours)

Prepares the student for an entire treatment strategy in working with a client to stop smoking using hypnosis and NLP. Students learn a powerful three session protocol to assist clients not only stopping smoking but eliminating the subconscious motivation towards the behavior.

**HT112**

**Weight Loss Protocol**

(5 clock hours)

Prepares the student for an entire treatment strategy in working with a client to lose weight and to create a healthy lifestyle using hypnosis and NLP. Students learn a powerful three session protocol to assist clients to not only lose weight, but also to eliminate the subconscious blocks towards achieving their goals.

**HT113**

**Stress Reduction Protocol**

(2.5 clock hour)

Prepares the student to utilize various relaxation methods to bring more peace and clam into their client's lives. Techniques include the use of hypnosis, NLP, relaxation and meditation techniques.

**HT114**

**Practical Hours**

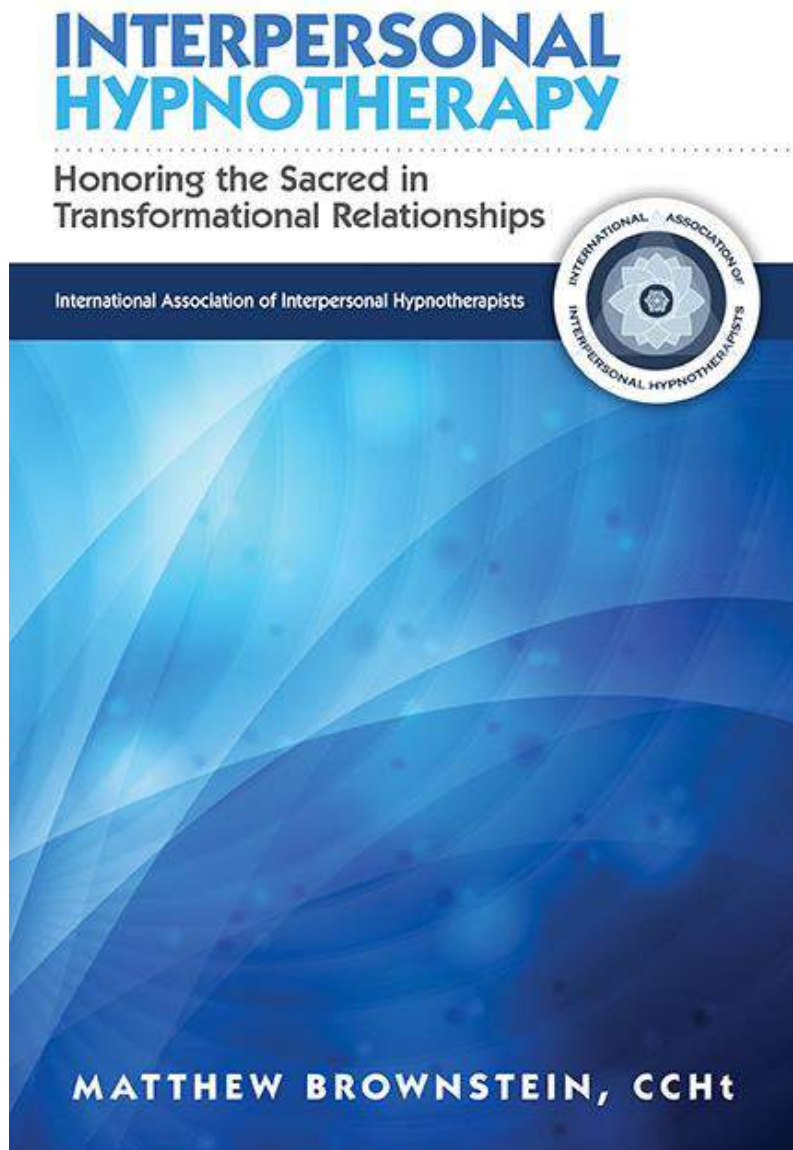
(30 clock hours)

Practical (hands-on) hours are interspersed throughout this Program to encourage students to practice each and every technique that they have been taught on their fellow students. This allows students to not only practice what they are learning, but also to experience it for themselves.



## Books - Fundamentals of Hypnotism

1. **Interpersonal Hypnotherapy** – Matthew Brownstein, CCHt  
Read: All
2. **Hypnosis for Change** – Josie Hadley  
Read Chapters – Chapters 1, 2, 3, 21 and 22



[Click here for our Online Amazon Store for IIH Books](#)



# The International Society of Interpersonal Hypnotherapists

[www.interpersonalthypnotherapy.com](http://www.interpersonalthypnotherapy.com)

## IAIH Mission

The mission of the International Association of Interpersonal Hypnotherapists is to set the standard for the education and ethical practice of Interpersonal Hypnotherapists worldwide. Through the efforts of Board and Association Members, IAIH intends to continue to raise the standards of Hypnotherapy training in a way that nourishes the unique qualities of an Interpersonal Hypnotherapist. Through public awareness, high ethical standards, compliance with Federal and State standards of education, transparency, continuing education and synergistic growth, IAIH works to lead the way in global transformation through honoring the importance of relationships in every aspect of the human experience.

## IAIH Values

- Member Driven
- Relationship Centered
- High Standards in Education
- Excellence in Core Competencies
- Clarity in Policy and Procedure
- Integrity in Consumer Affairs
- Open and Sustainable Resources
- Conscious Communications
- Consistency in Credentialing
- Dynamic and Adaptable Growth
- Leadership Amongst Equality
- Business Ethics and Standards
- Accountability Amongst Peers
- Measurable Educational Objectives
- Global Vision – Individual Success
- Quality and Consistency

## IAIH Association Standards

In the relatively brief history of the standards of Hypnotherapy Education many organizations have developed to facilitate the credentialing, examining and educating of the schools and practitioners of Hypnosis and Hypnotherapy. The International Association of Interpersonal Hypnotherapists honors the good work of these many fine organizations and respects their pioneering and continuing work. The IAIH came into existence to support the international free and open practice of Hypnotherapy, while raising the standards of the finest Hypnotherapy organizations in existence, while fostering a space for the field of Interpersonal Hypnotherapy to grow and prosper.

## **These standards include:**

Recognition and Protection: IAIH works on every level to protect the free and open practice of Hypnotherapy. This includes a dedicated team of professionals who work with federal, state, county and city levels of government to ensure Hypnotherapy is recognized as the respectable occupation that it rightly deserves.

State-Licensure: IAIH has strict requirements for its approved educational institutions. Schools must be licensed by their respective State's Department of Education and maintain regular on-site visits through state-inspectors. Yearly license renewal is required where compliance with all Federal, State, County and City rules and laws are maintained. Schools not meeting these standards are placed upon probation and lose IAIH certification if contingencies are not met within IAIH acceptable timeframes.

Hours of Training: IAIH certified schools must offer a minimum of 500 hours of State-Licensed Hypnotherapy training with a curriculum that is approved by the IAIH to be in alignment with our standards, protocols and teachings. IAIH practitioners are unique in their training in Interpersonal Hypnotherapy principles. All approved schools follow strict guidelines to ensure core competencies are met and that educational objectives are achieved.

Ethics: All IAIH schools and practitioners sign a Code of Ethics requiring the highest available standards in education and professional practice. School and/or practitioner certification are revoked if a designated IAIH Review Board determines that actions have violated IAIH rules and ethics.

Continuing Education: All IAIH schools are required to engage in a minimum of 8 continuing hours of education per year in topics that include, yet are not limited to: compliance, admissions, career services, eLearning, financial aid, marketing, management, operations, retention and placement rates. All IAIH certified practitioners are required to engage in 15 hours of Hypnotherapy related education every year through IAIH approved organizations.

## **Association Benefits**

- IAIH Certifications
- IAIH Online Directory with Webpage and Link to Your Website
- Online Library
- Online Member Forums
- Yearly Conferences
- Monthly Newsletter
- Social Media Network
- Law and Legislation Protection and Updates



- Discounts on Malpractice and Liability Insurance
- Anahat Education Group, Inc. Affiliations
- Silent Light Publishers Books and Magazines

### **Levels of Certification**

- IAIH Certified Hypnotherapist
- IAIH Certified Clinical Hypnotherapist
- IAIH Certified Transpersonal Hypnotherapist
- IAIH Certified Interpersonal Hypnotherapist

## **Other Organizations/Associations**

IAIH Minimal Requirements:

1. 500 total hours of training at a minimum
2. State-Licensure of all schools
3. Required CEUs
4. Active law and legislative work with IAIH attorney Gary Urso
5. Required Student Learning Objectives, Instructor Training, Testing, Attendance Tracking and Online and In-House Supervised Practical hours
6. 1 to 5 Teacher-to-Student Ratio for all In-House Practical Hours
7. Standardized Credentialing that is not misleading to the public
8. A solid and well-structured Code of Ethics
9. Yearly Conferences as a Member-Driven Organization
10. Student Surveys and Retention and Placement Tracking



FLORIDA DEPARTMENT OF  
**EDUCATION**  
fldoe.org



 **FAPSC**  
Florida Association of  
Postsecondary Schools and Colleges

**VR**  
**Vocational  
Rehabilitation**



## **HT101 - Introduction - (10 clock hours)**

Introduces students to the nature of hypnosis, theories of hypnosis, the legal practice of hypnosis and the history of hypnosis. Myths and misconceptions concerning the hypnotic state are dispelled and a solid foundation for the study of hypnotism is established.

### **Student Learning Objectives**

1. Discuss the 6 major components of the IAH definition of hypnosis and how this would be explained to a prospective client
2. Describe the origins of the word "hypnosis" and why it is misleading
3. Use the general understanding of "certified and clinical certified hypnotherapist" in an explanation to a health care practitioner of your training qualifications
4. Discuss State Hypnosis Law and the basis of ethical, legal and professional practice
5. Prepare a simple talk to a new client about myths and misconceptions about hypnosis and explain what it is and what it is not
6. Display a proper attitude to have about a person's ability to be hypnotized
7. Demonstrate how to respond to a client who is "non-responsive"
8. Apply 3 ways to resolve non-responsiveness in a client.

## TIPS FOR SUCCESSFUL COURSE COMPLETION

1. Beginner's Mind - Come to class with an open beginner's mind.
2. **Take It or Leave It - You do not have to agree with everything you hear. Take what you like and leave what you do not.**
3. Understanding - Come in with a non-judgmental attitude based upon compassion, kindness and loving-acceptance of yourself and your fellow students.
4. Experience - Take responsibility for your own experience as a student and as a hypnotic subject. You are the co-creator of your reality.
5. Respect - Respect the belief systems of others. Come from an attitude of seeking truth and understanding and let go of the need to be right.
6. Engage - You are encouraged to discuss topics, share your own wisdom and to engage constructive dialogues for growth and understanding. **Remember, however, that the teacher is responsible to lead the class and to ensure that the complete curriculum is taught.**

## **HYPNOSIS DEFINED**

*A natural, yet altered, state of mind where communication and responsiveness with the subconscious mind is present.*

*IIH General Working Definition*

Hypnosis is a natural state of mind with special identifying characteristics:

1. An extraordinary quality of relaxation.
2. An emotionalized desire to satisfy the suggested behavior: The person feels like doing what the hypnotist suggests, provided that what is suggested does not generate conflict with his belief system.
3. The organism becomes self-regulating and produces normalization of the central nervous system.
4. Heightened and selective sensitivity to stimuli perceived by the five senses and four basic perceptions.
5. Immediate softening of psychic defenses.

*Gil Boyne*

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

*Milton H. Erickson*

Hypnosis is a state of mind in which the critical faculty of the human is bypassed, and selective thinking established.

*Dave Elman*

The uncritical acceptance of a suggestion by the patient in a trance.

*Leslie LeCron*

Hypnosis is the term applied to a unique, complex form of unusual but normal behavior which can be induced in all normal persons under suitable conditions and also in many persons suffering from various types of abnormality. It is primarily a special psychological state with certain physiological attributes, resembling sleep only superficially and marked by a functioning of the individual at a level of awareness other than the ordinary conscious state.

*Encyclopedia Britannica*

## HYPNOSIS FURTHER DEFINED

**Hypnosis** - Exaggerated form of suggestibility. A state of hypersuggestibility with an increased receptivity to suggestion where there is communication between the conscious and the subconscious mind.

**Hypnotism** – The science and art of inducing the trance state in one’s self or others. The field of study which encompasses, among other things, hypnotic trance; its induction, management, and application; and related subjects such as the phenomena of 'waking suggestion' and naturally occurring ('hypnoidal') trance states.

### Origin of the word

*“Hypnosis” is derived from the name of the Greek god of sleep “Hypnos” and was coined by an English physician Dr. James Braid in 1843.*

\*Conveys an erroneous impression that hypnosis is the same as sleep

**Hypnotic trance** - An altered state of awareness ('trance') in which unconscious or dissociated responses to suggestion are enhanced in quality and increased in degree ('hyper-suggestibility')

**Hypnotic induction** ('hypnogenesis') - The process by which hypnotic trance is induced in the operator ('auto-' or 'self-hypnosis') or in others ('hetero-hypnosis').

**Heterohypnosis** – Hypnosis performed by a hypnotist and directed to another person.

**Hypnoid** – A state resembling sleep.

**Hypnotherapy**. The use of therapeutic techniques or principles in conjunction with hypnosis. Treatment utilizing hypnosis.

**Hypnoanalysis**. The use of hypnotherapy to develop personal insight and self-awareness in order to bring about a therapeutic result.

**Hypnagogic** - Of, relating to, or associated with the drowsiness preceding sleep

**Self-Hypnosis (Auto-Hypnosis)** – Placing one’s self into the hypnotic state.

*All Hypnosis is self-hypnosis*

## What Is Meant By The “Hypnotic State”?

- Somewhat similar to sleep, yet hypnosis and sleep are not the same thing
- In hypnosis the reflexes are present. In natural sleep the reflexes are diminished or absent
- The subject is fully aware of what is happening and is extremely alert
- Hypnosis is a state of hyper-acuity

### Hypnosis involves:

1. Motivation
2. Relaxation
3. Suggestion

### Hypnosis can be described as a state of being:

1. Relaxed
2. Receptive
3. Responsive

### Two Kinds of Hypnosis

1. Hetero-hypnosis: The induction of the hypnotic state in a subject by someone else (the hypnotist- sometimes called the “operator”). The subject permits the hypnotist to bring about this state because he desires it.
2. Autohypnosis or self-hypnosis: The induction of the hypnotic state by oneself. Self-induced where we heighten our own suggestibility. The voluntary acceptance and application of one’s own suggestions (auto-suggestion).



**The Hypnotherapist stresses the need for the client to become emotionally self-sustaining.**

*As a hypnotherapist it is my job to become obsolete in the lives of my clients...*

## **III FIVE KEY DEFINING COMPONENTS OF HYPNOSIS**

1. Natural

2. Altered

3. Communication and Responsiveness with the Subconscious Mind

4. By-passing the Critical Factor

5. Selective Thinking is Established



## **Characteristics of the Hypnotic State**

1. An emotionalized desire to fulfill suggested behavior
2. A heightened responsiveness to instruction/suggestion
3. An extraordinary quality of mental, emotional and physical relaxation.

## **THE FUNDAMENTAL AGREEMENT**

1. Readiness for Change
2. They must believe that the change they desire is possible for them and that the hypnotist is capable of assisting them with that change
  - a. Tell success stories
  - b. Responsiveness Exercises
  - c. Hold these beliefs yourself:
    1. A strong faith and belief in yourself
    2. In the methods of hypnosis
    3. In the client and their ability to heal

\*\*The hypnotic induction is a contract. They come to be hypnotized and it is our job to hypnotize them.

## Facts and Information about the Profession of Hypnotherapy

What you are about to read will help you gain a better understanding of hypnotism services and a clearer way of thinking about using them. Our purpose is to provide you with the necessary information and understanding to properly evaluate hypnotism services for your particular use.

### Benefits of Hypnosis

A wonderful quality of hypnosis is that you can be taught to use it alone, at will, and without complicated procedures. This fact makes many benefits readily available throughout your lifetime. Hypnosis can be used to further any human endeavor.

#### With hypnosis you can:

- Develop and express awareness and intuition.
- Feel worthwhile, self-confident, zestful.
- Gain a happier home life; become a better husband, wife, parent, or friend.
- Acquire the ability to relax completely in any situation.
- Make better decisions.
- Improve concentration.
- Overcome procrastination.
- Increase the quality of your emotional expression.
- Reduce conflict and stress.
- Promote health and well-being.
- Regain your natural ability to sleep easily.
- Sell yourself, your ideas, and your services with confidence and enthusiasm.
- Increase your income.
- Attract and maintain worthwhile friendships.
- Discover your negative mental patterns and how they affect you.
- Free yourself from hostility, resentment, fear of rejection.
- Select your goals in life; chart your course for their realization.
- Program your mind with positive mental concepts and success attitudes.
- Develop the ability to construct mental images easily.

### Purposes

Hypnotic services are available in four major forms and eight application areas. The four major forms are:

1. Individual consultations
2. Small group settings such as weight-loss and stop smoking programs
3. Self-hypnosis classes
4. Audio recordings

## **Eight Areas of Application are:**

1. Mental and emotional health
2. Physical health
3. Psychic and spiritual development
4. Creative and educational endeavors
5. Athletics and sports motivation
6. Business interests
7. Legal concerns
8. Use of imagery to achieve personal goals

Hypnotherapists offering private sessions usually provide recommendations for the purchase of books and audio products. Some hypnotherapists provide both group and private sessions.

## **Providers**

Those providing hypnotic services specifically in the eight application areas are:

**Mental and emotional health:** psychotherapists; hypnotherapists; marriage, family, and child counselors; clinical social workers; rehabilitation, alcoholism, and career counselors; and an array of Human Potential specialists

**Physical health:** physicians, natural childbirth coaches, chiropractors, nutrition consultants, dentists, holistic health practitioners, massage practitioners and body workers, acupuncturists, etc.

**Spiritual development:** hypnotherapists who incorporate a spiritual philosophy and a belief in a higher power into their therapeutic framework, and who may have religious affiliations such as priest, minister, rabbi, pastoral counselor

**Creative and educational endeavors:** music, art, writing, speed reading, foreign language, and public speaking teachers; and presenters of general self-improvement programs

**Athletics and sports motivation:** athletic coaches and trainers; and sports instructors for enthusiasts in golf, tennis, marksmanship, bowling, etc.

**Business interests:** Sales and management consultants focus upon increasing sales motivation and improving interpersonal relationships with hypnosis

## **Hypnotherapists assist clients in using imagery to:**

- (a) Gain insight
- (b) Find new solutions
- (c) Restructure old, restrictive, limiting ideas
- (d) Intensify positive feelings
- (e) Eliminate negative feelings
- (f) Strengthen a sense of self-control
- (g) Develop new, healthy habits
- (h) Reduce or eliminate a symptom
- (i) Discover initial causes of problems

- (j) Re-educate and reprogram the sub-conscious mind
- (k) Rediscover their "Divine Nature."

## USES OF HYPNOTHERAPY

The following list is not complete as there are many other uses for the practice of hypnosis. Items that are considered of a medical or psychological nature are to be treated by only licensed professionals who are qualified to do so, or through the referral of such a practitioner of the healing arts.

Weight Control	Stopping Addictions
Problem Solving	Improving Job Performance
Stress Management	Finding Your Earthly Purpose
Physical and Mental Relaxation	Increasing Financial Prosperity
Motivation Problem	Ending Writers Block
Gambling Problem	Stuttering
Excessive Drinking	Healing Claustrophobia
Pain Management	Healing Grief and Loss
Driving Phobias	Increasing Physical Energy
Test Anxiety	Resolving Angry Feelings
Insomnia	Becoming More Optimistic
Self Esteem	Spiritual Guidance
Panic Attacks	Expansion of Consciousness
Depression	Trauma (incest, rape, physical and emotional abuse, cult abuse);
Excessive Anxiety	Sexual dysfunctions
Study and Exam Performance	Concentration difficulties
Bed Wetting	Behavior Modification
Migraine Headaches	Dentistry – During dentistry, a person responsive to self hypnosis
Emotional Difficulties	methods may control salivation, bleeding and pain.
Sports Performance	Amnesia
Changing Habitual Behavior	Analgesia
Ending Insomnia	Anesthesia
Lowering High Blood Pressure	Prevention of Gagging and Nausea
Relationship Problems	Creative visualization for healing
Enhancing Sports Performance	Birthing
Present and Past-Life Regression	Hypnotic Dreamwork
Ending Fears and Phobias	Uncovering memories that are normally inaccessible

*Anything the mind affects, hypnosis can work on...*

## The Legal Basis For *Hypnotherapist*: A Brief History

In the early 1970's the occupation of "Hypnotherapist" was acknowledged by the United States Department of Labor in a document which was formally known as The Dictionary of Occupational Titles. This occupational description read:

CODE: **079.157-010**

TITLE(s): **HYPNOTHERAPIST (profess. & kin.)**

"Induces hypnotic state in client to increase motivation or alter behavior patterns: Consults with client to determine nature of problem. Prepares client to enter hypnotic state by explaining how hypnosis works and what client will experience. Tests subject to determine degree of physical and emotional suggestibility. Induces hypnotic state in client, using individualized methods and techniques of hypnosis based on interpretation of test results and analysis of client's problem. May train client in self-hypnosis conditioning."

As The Dictionary of Occupational Titles is no longer in print, it is our understanding that the Occupational Information Network (ONET) Index has now become a federally accepted standard as a directory for listed occupations. Hypnotherapist was listed under the category of "Therapist, Other", yet upon careful further review ONET no longer lists the separate categories of "Therapists, Other."

Now the United States Department of Labor, Bureau of Labor Statistic's Instructional Program Data lists Hypnotherapist as "513603 Hypnotherapy/Hypnotherapist", along with other such occupations as Acupuncture, Homeopathic Medicine, Massage Therapy, Yoga Teacher, and Health Professions and Related Clinical Sciences. <http://www.bls.gov/jobs/forms/ip3datastandard.pdf>

It is therefore our opinion that while the occupational title of Hypnotherapist is still becoming more and more accepted that many other states are licensing this occupation because of the need to regulate schools offering diplomas in this field.

### Definition Non-Medical

You will notice that the definition from the Dictionary of Occupational Titles contains no medical terms, nor does it say you have to be a licensed physician, psychologist, or social worker. It simply means that the U.S. Department of Labor defined *hypnotherapist* in the specific ways stated.

### Not a Licensed Profession

As of this writing [1989], there never has been a formal opinion in any of the United States of America that the occupational title "Hypnotherapist" is restricted to those holding a license in the healing arts or counseling professions.

In 1971, California Senator James Whetmore asked the question, "Is the practice of hypnotism restricted by state law to persons licensed to practice medicine or psychology?" The answer came in the form of a formal ruling from the California Attorney General:

OPINION #17-24-April 14, 1971. “The practice of hypnotism is not prohibited by state law unless practice constitutes the unauthorized practice of medicine or psychology.”

You have a constitutionally guaranteed civil right to pursue gainful employment in a lawful (not forbidden by law) occupation. Don't be misled by those who fail to understand the law. Legislative committees in numerous states have repeatedly determined that licensing of an occupational group shall be required only when the unlicensed practice is proven to represent a threat to public health and safety. There has never been a documented case of harm from the use of hypnosis. Therefore, hypnotherapy remains a non-licensed profession!

## **Hypnosis Law – An Overview**

### **Federal**

### **States**

Next Page Discusses Florida Hypnosis Law

Other States

Other Countries

### **County**

### **City**

# **FLORIDA STATUTES FOR THE PRACTICE OF HYPNOSIS**

485.001 Short title.

485.002 Legislative intent.

485.003 Definitions.

485.004 When practice of hypnosis prohibited.

485.005 Penalties.

**485.001 Short title.**--This chapter shall be known as the "Hypnosis Law."

**History.**--s. 2, ch. 61-506; s. 201, ch. 2000-160.

**Note.**--Former s. 456.30.

**485.002 Legislative intent.**--

(1) It is recognized that hypnosis has attained a significant place as another technique in the treatment of human injury, disease, and illness, both mental and physical; that the utilization of hypnotic techniques for therapeutic purposes should be restricted to certain practitioners of the healing arts who are qualified by professional training to fulfill the necessary criteria required for diagnosis and treatment of human illness, disease, or injury within the scope of their own particular field of competence; or that such hypnotic techniques should be employed by qualified individuals who work under the direction, supervision, or prescription of such practitioners.

(2) It is the intent of the Legislature to provide for certain practitioners of the healing arts, such as a trained and qualified dentist, to use hypnosis for hypnoanesthesia or for the allaying of anxiety in relation to dental work; however, under no circumstances shall it be legal or proper for the dentist or the individual to whom the dentist may refer the patient, to use hypnosis for the treatment of the neurotic difficulties of a patient. The same applies to the optometrist, podiatric physician, chiropractic physician, osteopathic physician, or physician of medicine.

(3) It is, therefore, the intent and purpose of this chapter to regulate the practice of hypnosis for therapeutic purposes by providing that such hypnotic techniques shall be used only by certain practitioners of the healing arts within the limits and framework of their own particular field of competence; or by qualified persons to whom a patient may be referred, in which event the referring practitioner of the healing arts shall be responsible, severally or jointly, for any injury or damages resulting to the patient because of either his or her own incompetence, or the incompetence of the person to whom the patient was referred.

**History.**--s. 1, ch. 61-506; s. 2, ch. 65-170; s. 194, ch. 97-103; s. 48, ch. 97-264; ss. 195, 267, ch. 98-166; s. 201, ch. 2000-160.

**Note.**--Former s. 456.31.

**485.003 Definitions.**--In construing this chapter, the words, phrases, or terms, unless the context otherwise indicates, shall have the following meanings:

(1) "Hypnosis" shall mean hypnosis, hypnotism, mesmerism, posthypnotic suggestion, or any similar act or process which produces or is intended to produce in any person any form of induced sleep or trance in which the susceptibility of the person's mind to suggestion or direction is increased or is intended to be increased, where such a condition is used or intended to be used in the treatment of any human ill, disease, injury, or for any other therapeutic purpose.

(2) "Healing arts" shall mean the practice of medicine, surgery, psychiatry, dentistry, osteopathic medicine, chiropractic medicine, naturopathy, podiatric medicine, chiropody, psychology, clinical social work, marriage and family therapy, mental health counseling, and optometry.

(3) "Practitioner of the healing arts" shall mean a person licensed under the laws of the state to practice medicine, surgery, psychiatry, dentistry, osteopathic medicine, chiropractic medicine, naturopathy, podiatric medicine, chiropody, psychology, clinical social work, marriage and family therapy, mental health counseling, or optometry within the scope of his or her professional training and competence and within the purview of the statutes applicable to his or her respective profession, and who may refer a patient for treatment by a qualified person, who shall employ hypnotic techniques under the supervision, direction, prescription, and responsibility of such referring practitioner.

(4) "Qualified person" shall mean a person deemed by the referring practitioner to be qualified by both professional training and experience to be competent to employ hypnotic technique for therapeutic purposes, under supervision, direction, or prescription.

**History.**--s. 3, ch. 61-506; s. 2, ch. 65-170; s. 1, ch. 95-279; s. 195, ch. 97-103; s. 1, ch. 97-198; s. 193, ch. 97-264; ss. 196, 268, ch. 98-166; s. 201, ch. 2000-160.

**Note.**--Former s. 456.32.

**485.004 When practice of hypnosis prohibited.**--It shall be unlawful for any person to engage in the practice of hypnosis for therapeutic purposes unless such person is a practitioner of one of the healing arts, as herein defined, or acts under the supervision, direction, prescription, and responsibility of such a person.

**History.**--s. 4, ch. 61-506; s. 201, ch. 2000-160.

**Note.**--Former s. 456.33.

**485.005 Penalties.**--

(1) MISDEMEANOR.--Any person who shall violate the provisions of this chapter shall be guilty of a misdemeanor of the second degree, punishable as provided in s. 775.082 or s. 775.083.

(2) REVOCATION OF LICENSE.--A violation of any of the provisions of this chapter by any person licensed to practice any branch of the healing arts in this state shall constitute grounds for revocation of license, and action may be taken by the respective boards in accordance with the applicable statutes.



(3) **CIVIL LIABILITY.**--Any person who shall be damaged or injured by any practitioner of the healing arts, or by any person to whom such a practitioner may refer a patient for treatment, may bring suit against the practitioner either severally, or jointly, with the person to whom the referral was made.

(4) **CONSTRUCTION IN RELATION TO OTHER LAWS.**--No civil or criminal remedy for any wrongful action shall be excluded or impaired by the provisions of this chapter.

**History.**--s. 5, ch. 61-506; s. 387, ch. 71-136; s. 201, ch. 2000-160.

**Note.**--Former s. 456.34.

#### **491.041 f.s.**

**Abstract:** --A person licensed under this chapter who is qualified as determined by the board may practice hypnosis as defined in s. 485.003(1). The provisions of this chapter may not be interpreted to limit or affect the right of any person qualified pursuant to chapter 485 to practice hypnosis pursuant to that chapter or to practice hypnosis for nontherapeutic purposes, so long as such person does not hold herself or himself out to the public as possessing a license issued pursuant to this chapter or...

#### **490.0141 f.s.**

**Abstract:** --A licensed psychologist who is qualified as determined by the board may practice hypnosis as defined in s. 485.003(1). The provisions of this chapter may not be interpreted to limit or affect the right of any person qualified pursuant to chapter 485 to practice hypnosis pursuant to that chapter or to practice hypnosis for nontherapeutic purposes, so long as such person does not hold herself or himself out to the public as possessing a license issued pursuant to this chapter or use a title ...

#### **485.002 f.s.**

**Abstract:** (3) It is, therefore, the intent and purpose of this chapter to regulate the practice of hypnosis for therapeutic purposes by providing that such hypnotic techniques shall be used only by certain practitioners of the healing arts within the limits and framework of their own particular field of competence; or by qualified persons to whom a patient may be referred, in which event the referring practitioner of the healing arts shall be responsible, severally or jointly, for any injury or damages...

#### **485.004 f.s.**

**Abstract:** 485.004 When practice of hypnosis prohibited. --It shall be unlawful for any person to engage in the practice of hypnosis for therapeutic purposes unless such person is a practitioner of one of the healing arts, as herein defined, or acts under the supervision, direction, prescription, and responsibility of such a person. 61-506; s.

#### **485.004 f.s.**

**Abstract:** 485.001 Short title. --This chapter shall be known as the "Hypnosis Law." 61-506; s.

#### **485.004 f.s.**

**Abstract:** 485.004 When practice of hypnosis prohibited. --It shall be unlawful for any person to engage in the practice of hypnosis for therapeutic purposes unless such person is a practitioner of one of the healing arts, as herein defined, or acts under the supervision, direction, prescription, and responsibility of such a person. 61-506; s.

**485.001 f.s.**

**Abstract:** 485.001 Short title. --This chapter shall be known as the "Hypnosis Law." 61-506; s.

**485.003 f.s.**

**Abstract:** (2) "Healing arts" shall mean the practice of medicine, surgery, psychiatry, dentistry, osteopathic medicine, chiropractic medicine, naturopathy, podiatric medicine, chiropody, psychology, clinical social work, marriage and family therapy, mental health counseling, and optometry. (4) "Qualified person" shall mean a person deemed by the referring practitioner to be qualified by both professional training and experience to be competent to employ hypnotic technique for therapeutic purposes, ...

**490.003 f.s.**

**Abstract:** 2. A psychology program within that educational institution which, at the time the applicant was enrolled and graduated, had programmatic accreditation from an accrediting agency recognized and approved by the United States Department of Education or was comparable to such programs. 2. A psychology program within that educational institution which, at the time the applicant was enrolled and graduated, had programmatic accreditation from an agency recognized and approved by the United States ...

**464.012 f.s.**

**Abstract:** Such certification shall be required for initial state certification and any recertification as a registered nurse anesthetist or nurse midwife. The board may by rule provide for provisional state certification of graduate nurse anesthetists and nurse midwives for a period of time determined to be appropriate for preparing for and passing the national certification examination. (2) The board shall provide by rule the appropriate requirements for advanced registered nurse practitioners in the...

## **Styles and Types of Hypnosis – AN OVERVIEW**

Western

Oriental

Self-Hypnosis/Self-Entrancement

Direct/Paternal

Indirect/Maternal

Inferred

Mechanical

Confusion

Narcohypnosis

# **TRAINING VIDEO WITH MATTHEW BROWNSTEIN**


## Understanding Hypnosis

Video Notes:

## MYTHS AND MISCONCEPTIONS/WHAT HYPNOSIS IS NOT

### Dispel Myths to:

- a. Educate clients, groups, the public
- b. Allay fears
- c. To get better responsiveness
- d. Help the client to know clearly what to anticipate – building belief and expectation
- e. Increase the reputable nature of hypnotherapy as a profession

 When educating the client about myths and misconceptions, ask them, “What myths or misconceptions are you familiar with concerning hypnosis?” Elicit the response from them and respond to what they said.

**Your therapy is only as good as your trance...therefore educate your clients...**

#### Myth #1:

A hypnotist is a person gifted with special, mystical or unusual powers.

#### Fact:

A hypnotist is a human being without unusual or mystical powers. A well-trained hypnotist understands that the person hypnotizes himself. He uses the effective delivery of suggestions to facilitate an altered state of mind and teaches his client to bring about or self-induce the hypnotic state.

#### Myth #2:

A person may not be easily awakened and may remain in the hypnotic state for a long time or get “stuck” in this state.

#### Fact:

No one has remained indefinitely in a hypnotic state. The state can be terminated at will. It is as simple as opening the eyes. You cannot get stuck in hypnosis and not “wake up.”

#### Myth #3:

Hypnosis affects a cure in just one or two sessions. *It is a panacea.*

#### Fact:

In many instances one or two sessions of hypnosis may enable a person to break a habit. However, in the majority of cases it requires a number of sessions before a favorable result is obtained. – it is not a panacea (it cannot cure all human problems; and it cannot do it instantly.)

#### Myth #4:

Many people cannot be hypnotized.

#### Fact:

90% of all people can be hypnotized.

Myth #5:

Only the gullible or weak-minded can be hypnotized.

Fact:

You cannot hypnotize a feeble-minded person. It takes imagination and a willingness to cooperate-a willingness to accept suggestions. The more intelligent and imaginative the person the easier it is to hypnotize him. People who are gullible are easily deceived or duped. The truth is the more creative and intelligent a person is the easier it is to induce hypnosis. The more analytical and controlling a person is, the harder it is to induce hypnosis.

The best subject is a person who has a definite reason or motivation for wanting to be hypnotized.

Myth #6:

When in hypnosis you are out of control.

Fact:

You cannot be hypnotized against your will. You have to “want” to be hypnotized in order for it to happen.

To be hypnotized

1. You must want to be hypnotized
2. You must have confidence in the hypnotist
3. You must be willing to accept suggestion
4. You must be free from fear
5. You must be free from the need to be in control

“Remove fear-the biggest block of all-and you’ll be able to hypnotize one hundred people out of a hundred.”  
– Dave Elman

Myth #7:

A person could be made to do anything or say anything, and is under the hypnotist’s control. They could be made to commit a crime or go against their moral principles.

Fact:

In hypnosis a person will not go against his or her moral principles. He will not commit an anti-social act. He has the power to select only the suggestions he is willing to accept. He will reject any improper suggestions. He will never commit a crime or an illegal act.

You cannot be given a suggestion or posthypnotic suggestion to go against your moral principles.

Myth #8:

Hypnosis is sleep, an unconscious state and when hypnotized a person is not aware of his surroundings.

Fact:

In hypnosis awareness is increased. If he falls asleep he is not in hypnosis. In hypnosis you are aware of everything that is going on around you. Hypnosis might resemble sleep, yet it is not sleep, and is in fact a state

of expanded awareness. You are fully aware of what is being said to you when in hypnosis and can reject any suggestion that is given to you at anytime.

The ego never totally dissociates when in hypnosis. The ego is present when in hypnosis and therefore you would never act outside of your code of ethics.

The senses are generally enhanced (hyper-acuity) when a person is in the hypnotic state. He hears any sounds in the general area and is quite aware of what is going on. Quite often he is more aware and not less aware.

*“I am not here to put people to sleep, I am here to assist in waking them up.”*

Myth #9:

A person must be deeply hypnotized to be helped

Fact:

You do not need to be in a deep state of hypnosis to benefit from it. Beneficial results can come from taking suggestions while in a light trance.

Myth #10:

Hypnosis is unnatural and artificial

Fact:

Hypnosis is a natural, yet altered state of mind.

Myth #11:

Hypnosis is merely relaxation and is nothing more.

Fact:

You can be relaxed and yet not be hypnotized – and you can be hypnotized and not be relaxed. Relaxation is only one aspect of one kind of trance.

Myth #12:

Hypnosis is catalepsy and a person cannot move when in that state.

Fact:

Catalepsy can occur in or out of trance and is not hypnosis in and of itself. The apparently “catatonic” state known as the *hypnotic coma* is not an unconscious or cataleptic state, but is such a state of profound relaxation that the person does not want to move, think or speak. However, he is fully conscious and can terminate that state anytime he would want to.

Myth #13:

The eyes must be closed for hypnosis to be present.

Fact:

Closing the eyes does not imply hypnosis. The eyes can actually be opened in a hypnotic state.

Myth #14:

Hypnosis is brainwashing.

Fact:

Brainwashing – The American Heritage Dictionary defines Brainwashing as “Intensive, forcible indoctrination, usually political or religious, aimed at destroying a person's basic convictions and attitudes and replacing them with an alternative set of fixed beliefs.” Brainwashing involves an altered state where some form of deprivation is present. A hypnotist cannot make someone do something that they would not do normally and empowers his client to access this state himself and to make his own positive changes.

Myth #15:

Hypnosis is a surrender of one’s will to the hypnotist. It is one “stronger soul” having power over a “weaker soul,” where the hypnotic subject is under the power of the hypnotist.

Fact:

A hypnotist does not have power over another person. **Modern hypnosis uses the word “in” when describing hypnosis, in that a person is “in” a hypnotic state. Modern hypnosis does not use the word “under” as if the hypnotic subject is “under” the power of the hypnotist.** This old model has been found untrue. In modern hypnotherapy both the hypnotist and his client are seen as equals where the hypnotist facilitates process, but does not control it. Also avoid using the phrase “down into hypnosis” for the same reason.

Clients resolve their issues from their own inner resources – i.e. from their own subconscious mind.

The hypnotherapist is a “facilitator.”

Myth #16:

Hypnosis is truth serum. A person could be made to say anything, reveal secrets or say embarrassing things.

Fact:

You can lie in hypnosis. *You can edit and withhold information in hypnosis.* You do not have to reveal secrets. When hypnotized, you will not do anything against your will. You can reject any suggestion that is given to you. A client will never divulge or do anything that he or she would not say or do in a regular waking state.

Myth #17:

Hypnosis is anti-religious.

Fact:

There are no religious connotations associated with hypnosis.

Myth #18:

When hypnotized repressed memories of trauma always emerge.

Fact:

Hypnosis can be used to uncover repressed memories, but the hypnotic state itself does not, by default, bring them to the surface. A client will never see something that he or she is not ready to see and such memories will only come up if the client and/or the hypnotist intend to bring them up.



## **THE HIGHLY HYPNOTISABLE PERSON**

*H. Spiegel, The International Journal of Clinical and Experimental Hypnosis*

1. Responds immediately to suggestions for regression, anesthesia, amnesia, motor responses and hallucinations
2. Trusting disposition with an almost unreasonable faith and hope in the therapist
3. Usually lacking any sense of reasonable cynicism
4. Easily ignores previous premises and beliefs and replaces them readily with new ones.
5. Quickly suspends the usual critical level of judgment based on past experience
6. Generally extremely empathetic and deeply influenced by the mood of others
7. Very sensitive to the events of the present and can even review the past as if it exists in the present. Finds regression rather easy and relives events as if they were still occurring -Revivification
8. Excellent, even photographic, memory
9. Easy to learn new information
10. Able to concentrate to such a degree that external events are totally blocked out
11. Increased power of imagery and reduced critical judgment
12. Appear to use their right non-verbal brain hemisphere more predominantly

## FACILITATING THE HYPNOTIC STATE

- 90% of all people can be hypnotized.
- Those who are considered mentally handicapped may have trouble accessing the state due to an inability to focus and readily take suggestion.

### Difficult Subjects may include:

1. Those who are afraid.

“Remove fear-the biggest block of all-and you’ll be able to hypnotize one hundred people out of a hundred.”  
– Dave Elman

- a. People who are afraid of being controlled or manipulated – The need to be in control.
- b. “An on-guard personality” – Being ever-vigilant.
- c. Those who are angry are afraid and will control events rather than allow process to occur.
- d. Fear of divulging secrets.
- e. Fear of tapping into memories, emotions or information that they feel they cannot cope with.

2. Those who do not have confidence in:

- a. Themselves – low self-esteem – The belief that “I am not good at anything.”
- b. The hypnotist
- c. The techniques or method used

3. Those who do not want to be hypnotized.

4. Those who claim to have a “strong will” who are not willing to take suggestions.

5. Those with a closed heart based on strongly suppressed emotions

6. People who have a secondary gain to wanting to keep their problem (also known as a negative payoff.)

7. Those who are mentally impaired and have an inability to fixate or take suggestions. There must be informed consent and a willingness to participate.

8. Those who have had a negative experience of hypnosis in the past. Having had an ineffectual experience of hypnosis.

9. Those with whom you do not have good rapport.

# RESOLUTIONS FOR NON-RESPONSIVE CLIENTS/ HELPING PEOPLE TO RESPOND BETTER TO HYPNOSIS

- Clients who are difficult to hypnotize are considered “non-responsive,” they are not “resistant” and are never to be told that they are resisting. They are always doing well.
1. Uncover the reason for the lack of responsiveness
    - a. Stem-Sentence completion (5-7 times for each sentence)
      - “The one thing that scares me most about hypnosis is...”
      - “If I ever let go of control I would...”
      - “The one thing I do not want to tell you is...”
    - b. Discuss their cares and concerns
      - Educate
      - Dispel Myths
      - \*Discuss the unimportance of depth of trance
  2. Build More Rapport
    - a. Share personal experiences – Share like experiences – Build commonality
    - b. Reflective/Empathic Listening
    - c. Mirroring/Matching
    - d. Connect emotionally
  3. Work on Hypnotic Conditioning
    - a. Teach self-hypnosis
    - b. Make a custom-made Hypnotic Conditioning CD for them to use at home
      - Use a more maternal/indirect/inferred induction style
      - Speak as if they are hypnotizing themselves
      - Educate during the entire experience
      - Use suggestions related to getting better at hypnosis:  
“Every time you practice hypnosis you go faster and deeper into the hypnotic state.”
  4. Opening the Heart Work
    - a. Silent Light Publisher’s *Opening the Heart 2-Disc CD Set*
    - b. Teach them *Focusing* by Eugene Gendlin, PhD
    - c. Consider Breathwork as a way to access the subconscious mind
      - \* As long as emotion is flowing, the subconscious is open
  5. Shift to other styles/types of induction
    - \* Avoid going from maternal to paternal without a thorough explanation or clients might feel as if you are angry with them.
  6. Use of a pendulum

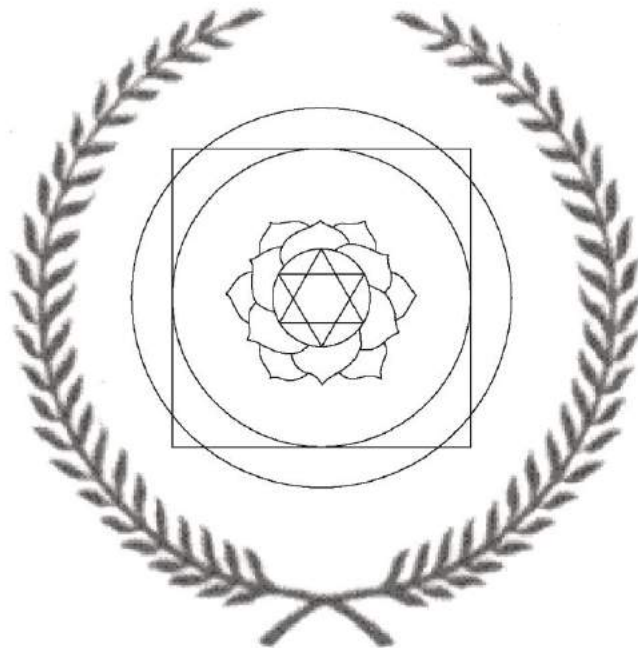
**TRAINING VIDEO WITH MATTHEW BROWNSTEIN**

**Introduction to Hypnotherapy**

## **Course HT101 - Review**

1. What are the 6 major components that make up the IAH definition of hypnosis?
2. Explain the origin of the word hypnosis:
3. What is the difference between a certified and clinical certified hypnotherapist according to the IAH?
4. What is the basis of Florida Law for the practice of hypnotism?
5. What are some of the major myths and misconceptions about hypnosis?
6. What is the proper attitude to have about a person's ability to be hypnotized?
7. When a client is not responding to suggestions we would say that he/she is...
8. List 3 of the ways to resolve non-responsiveness in a client:

# Institute of Interpersonal Hypnotherapy



## Fundamentals of Hypnotism

# Building Rapport

## **HT102 - Building Rapport** (2.5 clock hours)

Students are introduced to the importance of rapport between the hypnotist and the client and various skills are learned and practiced to ensure this is well understood.

### **Student Learning Objectives**

1. Discuss the importance of rapport in one's ability to induce trance
2. Demonstrate essential rapport building skills
3. Develop the confidence to facilitate a client's session
4. Describe rapport building and rapport breaking
5. Demonstrate the appropriate demeanor and responses when interacting with clients.

# BUILDING RAPPORT

**Rapport** – A relationship where there is mutual trust or emotional affinity.

French, from *raporter*, to bring back

## Key Components of Rapport

1. Develop personal wholeness – Do your own personal/spiritual growth work and train yourself to see your client as “perfect, whole and complete.”
2. Develop trust – Avoid overt use of rapport-building techniques
3. Develop commonality/agreement/common ground
4. Develop emotional/empathic connection
5. Pace other people and meet them in their world
6. Adapt to their style of speaking
7. Figure out what motivates them
8. Understand their preferred working style
9. Know how to handle their concerns, complaints or fears – educate – dispel myths
10. Deal resourcefully with difficult people
11. Communicate effectively and with confidence
12. Sincerely care for their well-being
13. Create a safe and conducive environment for the hypnotic experience
  - a. Building/Office
  - b. Diplomas
  - c. Books
  - d. Lighting



## **RAPPORT BREAKERS**

1. Not validating another person's feelings
2. Telling someone to be/feel something different from what they are experiencing at a given moment
3. Interrupting
4. Making assumptions
5. Use of the word "should"
6. Giving advice or teaching agendas that are not requested
7. Leading the client rather than following
8. Judging
9. Believing that you are superior in some way to your client
10. Having expectations of how they should be or how they should perform
11. Inappropriate laughter
12. Asking them questions that are too personal before they are ready to share
13. Avoiding eye contact or staring excessively
14. Attempting to impose your own beliefs upon them
15. Forgetting their name or calling them the wrong name
16. Being emotionally inaccessible yourself
17. Asking the client to open emotionally before they are ready to do so
18. Bad breath

## CONFIDENCE/ THE ATTITUDE OF THE HYPNOTIST

1. Do your own personal growth work/personal wholeness
  - a. Spiritual Growth
  - b. Mental/Emotional Health
  - c. Physical Health
  - d. Career/Financial Success
  - e. Healthy Relationships
2. Live from a high sense of integrity and impeccability with your thoughts, words and deeds
3. Have profound enthusiasm for your work
4. Believe in:
  - a. yourself
  - b. your client
  - c. your training
  - d. Higher Power
5. Have the best interests of your clients in mind
6. Know that you are worthy of the respect of others
7. Commend yourself through your self-image and positive inner self talk
8. Be willing to be humble and to ask for help
9. Understand the power of silence
10. Trust your intuition, inner guidance and felt-sense
11. Live intentionally and deliberately
12. Develop all that is good and best in you



*"Confidence displayed in every act."*

*I'm the hypnotist and you are the client when I put you into trance, you go into trance...*

## On Being a Good Listener

1. Do not interrupt
2. Place 100% of your attention on the talker
3. Make eye contact
  - a. Mirror and match eye contact
  - b. When emotion is flowing maintain eye contact
4. See the talker in a positive light – think positively about them
  - a. See them as already reaching their goals
  - b. See them as perfect, whole and complete
  - c. See them as greater than their problems and emotions

*“The patient is healed the moment the therapist ceases to judge the patient.”*

- A Course in Miracles

5. See them with compassion – understanding, forgiveness, acceptance, commonality and love
6. Find something in them or about them that is lovable. Find something to appreciate about the talker.
7. Use reflective and empathic listening skills
8. Check for accuracy
9. Use open ended questions
  - The four w's and how

# NLP RAPPORT BUILDING SKILLS

## 1. Reflective and Empathic Listening

a. Reflective

b. Empathic

## 2. Mirroring and Matching

a. Mirroring

b. Matching

## 3. Pacing and Leading

a. Pacing

b. Leading

## **Exercise #1 – Rapport Building and Listening Skills**

Round 1 – Listening without any validation

Round 2 – Listening with only head nods and “mm-hms”

Round 3 – Only Reflective Listening

Round 4 – Only Reflective/Empathic Listening

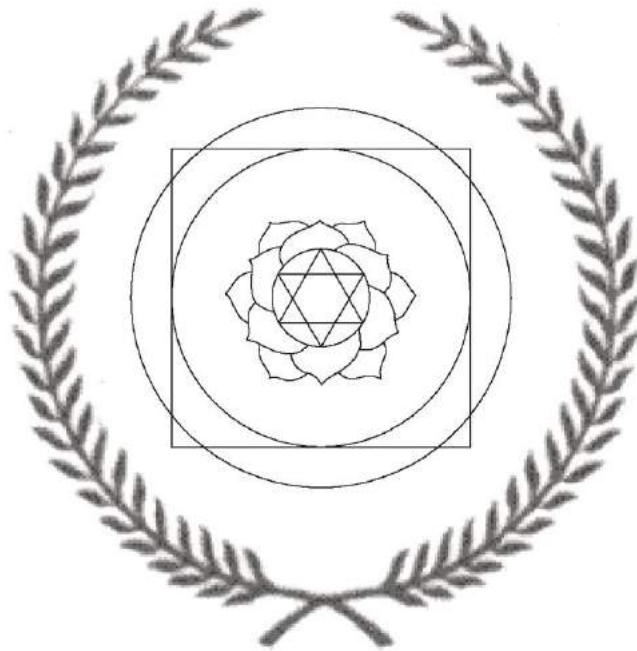
Round 5 – Reflective/Empathic Listening with Mirroring and Matching

Round 6 – Authentic Listening utilizing all methods from Rounds 1 through 5

## Course HT102 - Review

1. What is Rapport?
2. How do we build Rapport?
3. What is Reflective/Empathic Listening?
4. What is Mirroring/Matching?
5. What is Pacing/Leading?
6. How do we know when we have rapport?
7. What is the best attitude for the hypnotherapist to have when interacting with his/her client?

# Institute of Interpersonal Hypnotherapy



## Fundamentals of Hypnotism Depth of Hypnotic State

## **HT103 - Depth of Hypnotic State (2.5 clock hours)**

Prepares students for understanding the various levels of hypnosis and their relationship to suggestibility. Various scales are discussed and a thorough understanding of the full range of hypnotic phenomena is explained.

### **Student Learning Objectives**

1. Explain the importance of measuring depth of trance
2. Discuss the relative unimportance of depth of trance
3. Discuss the primary identifying characteristics of trance
4. Create a chart showing levels of trance and the basic phenomena associated with each
5. Explain, from observation, the signs that an altered state has been induced
6. Create a chart showing the 4 brain wave states and the basic phenomena associated with each.



**Depth of hypnosis is dependent upon increased responsiveness to suggestion.**

### **Insusceptible**

- Client fails to react in anyway

### **Light Hypnosis**

- Physical relaxation
- Catalepsy of eyes
- Slow easy breathing
- Easy catalepsy of small muscle groups
- Pulse usually slows down
- Hypnotic Mask/Pallor
- Sigh

### **Medium Hypnosis**

- Larger muscle groups achieve catalepsy
- Partial amnesia may occur
- Some level of control of sensations – Glove Anesthesia
- Some degree of hallucinations – largely kinesthetic like feelings of floating
- Gustatory, olfactory and tactile illusions

### **Deep Hypnosis/Somnambulism**

- Mental relaxation
- Amnesia – For session or specifics
- Hallucinations – Positive and Negative
- Anesthesia

### **Esdaile/Hypnotic Coma**

- James Esdaile
- Dave Elman – Basement of Relaxation
- Deepest Trance State
- Also known as the Plenary State
- “Stuporous state where mind and senses are dulled”
- Strong desire not to move or speak

# SIGNS OF HYPNOSIS

## **Five visible signs of hypnosis from Dave Elman:**

1. Lacrimation
2. Reddening of the sclera
3. Eyes rolling up
4. Warm skin
5. Eye lid flutter

## **Other signs of hypnosis:**

1. Catalepsy
2. Slow Easy Breathing – Deepened Respiration
3. Salivation/Swallowing
4. Hypnoamnesia
5. Hypnohallucination
6. Stomach Gurgle
7. Hypnotic Mask
8. Hypnotic Sigh

9. Hyperacuity of the senses

10. Time Distortion

## **PHYSICAL SIGNS OF TRANCE**

There are several common physical manifestations of trance. It is important to be aware that one person may exhibit all of the physical signs in hypnosis while another person may show only one sign or none at all and still be deeply hypnotized.

1. Eye lid flutter
2. Increased lacrimation of the eyes.
3. Redness or glazed appearance of the eyes just after ending trance.
4. Hypnotic cast or mask on the face – as they go into hypnosis, all tension leaves their face; they often look different.
5. Lower pulse and respiratory rate.
6. Extraordinary physical relaxation.
7. “Hypnotic sigh” as the subject enters trance.

## Davis-Husband Scale

Depth	Score	Objective Symptoms
Insusceptible	0	
	1	
	2	Relaxation
Hypnoidal	3	Fluttering of lids
	4	Closing of eyes
	5	Complete physical relaxation
	6	Catalepsy of eyes
Light Trance	7	Limb catalepsies
	8	
	9	
	10	Rigid catalepsy
	11	Anesthesia [glove]
	12	
	13	Partial amnesia
	14	
Medium Trance	15	Post-hypnotic anesthesia
	16	
	17	Personality changes
	18	Simple post-hypnotic suggestions
	19	
	20	Kinesthetic delusions and complete amnesia
	21	Ability to open eyes without affecting trance
	22	
	23	Bizarre post-hypnotic suggestions
	24	
	25	Complete somnambulism
26	Positive visual hallucinations; post-hypnotic	
Somnambulistic Trance	27	Positive auditory hallucinations; post-hypnotic
	28	Systematized post-hypnotic amnesia
	29	Negative auditory hallucinations
	30	Negative visual hallucinations; hyper-aesthesias

## LeCron- Bordeaux Scale

Depth	Score	Symptoms and Phenomena Exhibited
Insusceptible	0	Subject fails to react in any way
Hypnoidal	1	Physical Relaxation
	2	Drowsiness apparent
	3	Fluttering of eyelids
	4	Closing of eyes
	5	Mental relaxation, partial lethargy of mind
Light Trance	6	Heaviness of limbs
	7	Catalepsy of eyes
	8	Partial limb catalepsy
	9	Inhibition of small muscle groups (ideomotor response)
	10	Slower and deeper breathing, slower pulse
	11	Strong lassitude (disinclination to move, think or act)
	12	Twitching of mouth or jaw during induction
	13	Rapport between subject and operator
	14	Simple posthypnotic suggestions heeded
	15	Involuntary start or eye twitch on awakening
	16	Personality changes
	17	Feeling of heaviness throughout entire body
	18	Partial feeling of detachment
Medium Trance	19	Recognition of trance (difficult to describe but definitely felt)
	20	Complete muscular inhibition (kinesthetic delusions)
	21	Partial amnesia
	22	Glove anesthesia
	23	Tactile illusions
	24	Gustatory illusions (sense of taste)
	25	Olfactory illusions (pert. to smell)
	26	Hyperacuity to atmospheric conditions
	27	Complete catalepsy of limbs or body

## LeCron- Bordeaux Scale - Continued

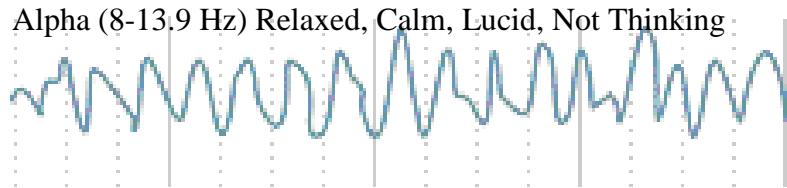
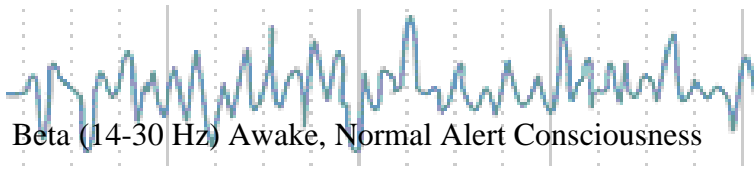
Deep or Somnambulistic Trance	28	Ability to open eyes without affecting trance
	29	Fixed stare when eyes are open; pupillary dilation
	30	Somnambulism
	31	Complete amnesia
	32	Systematized posthypnotic amnesia
	33	Complete anesthesia (erase pain)
	34	Posthypnotic anesthesia (analgesia)
	35	Bizarre posthypnotic suggestions heeded
	36	Uncontrolled movements of eyeballs...eye coordination lost
	37	Sensation of lightness, floating, swinging, of being bloated/swollen, detached feelings
	38	Rigidity and lag in muscular movements and reactions
	39	Fading and increase in cycles of the sound of the operator's voice (like radio station
	40	Control of organic body functions (heart beat, blood pressure, digestions)
	41	Recall of lost memories (hypermnnesia)
	42	Age regression
	43	Positive visual hallucinations; posthypnotic
	44	Negative visual hallucinations; posthypnotic
	45	Positive auditory hallucinations; posthypnotic
	46	Negative auditory hallucinations; posthypnotic
	47	Stimulation of dreams (in trance or posthypnotic in natural sleep)
	48	Hyperesthesia (unusual sensibility to sensory stimuli, such as pain or touch)
	49	Color sensations experienced
Plenary Trance ESDAILE STATE	50	Stuporous condition in which all spontaneous activity is inhibited. Somnambulism can be developed to that effect.

## **FALSE SOMNAMBULISM**

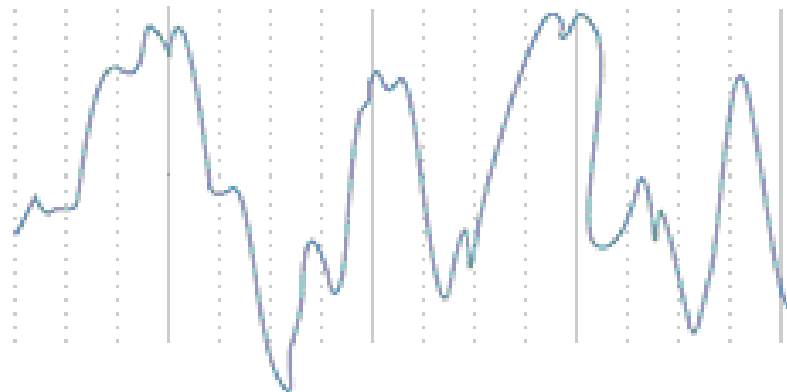
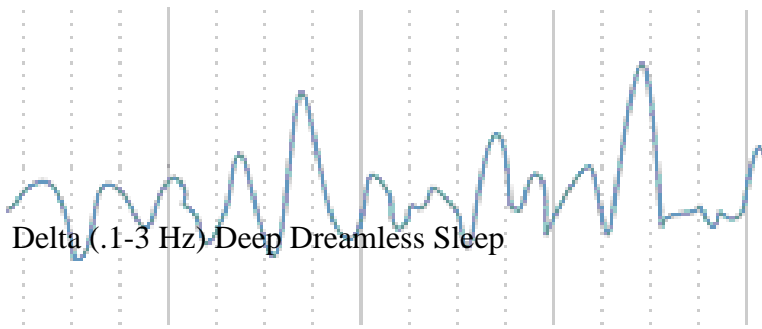
1. Too lethargic to speak
  2. This can happen in any depth of trance
  3. Client is so relaxed that they do not want to move or speak
  4. Be careful of this when working with pain management techniques
  5. Their lack of response does not necessarily imply that they are resisting, but simply that they feel so good that they do not want to move or speak
  6. Further tests after Elman Numeric Amnesia are required to ensure true somnambulism has occurred
  7. Explain Esdaile State phenomena
- Explain how to terminate the Esdaile state if client refuses to come out or to respond...



# FOUR CATEGORIES OF BRAINWAVE PATTERNS



Theta (4-7.9 Hz) Deep Relaxation and Meditation, Guided Imagery

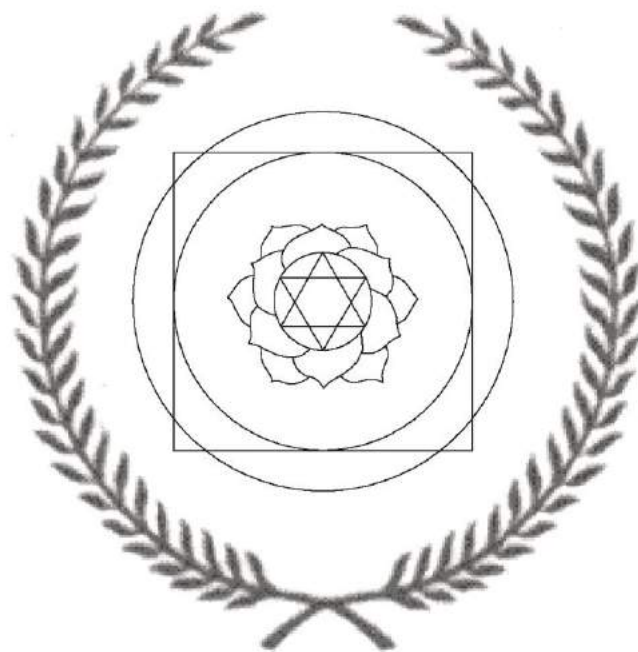


<b>Beta</b>
<ul style="list-style-type: none"> <li>Concentration</li> <li>Arousal</li> <li>Alertness</li> <li>Cognition</li> <li>Higher levels associated with anxiety, disease, feelings of separation, fight or flight.</li> </ul>
<b>Alpha</b>
<ul style="list-style-type: none"> <li>Relaxation</li> <li>Superlearning</li> <li>Relaxed Focus</li> <li>Light Trance</li> <li>Increased Serotonin Production</li> <li>Pre-sleep, pre-waking drowsiness, meditation, beginning to access the subconscious mind</li> </ul>
<b>Theta</b>
<ul style="list-style-type: none"> <li>Dreaming sleep (REM sleep)</li> <li>Increased creativity</li> <li>Increased retention of learned material</li> <li>Hypnagogic imagery</li> <li>Trance</li> <li>Deep meditation</li> <li>Access to subconscious mind</li> </ul>
<b>Delta</b>
<ul style="list-style-type: none"> <li>Dreamless Sleep</li> <li>Deep, trance-like, non-physical state, loss of body awareness</li> <li>Access to superconscious mind</li> </ul>

## **Course HT103 - Review**

1. How do we measure depth of trance?
2. Why is depth of trance not important in most cases of hypnotherapy?
3. What is the primary identifying characteristic of trance?
4. What are the 5 major levels of trance?
5. What are some of the signs that someone is hypnotized?
6. What are the 4 major brain wave states?

# Institute of Interpersonal Hypnotherapy



## Fundamentals of Hypnotism Understanding the Subconscious Mind

## **HT104 - Understanding the Subconscious Mind** (5 clock hours)

Theories concerning the nature of the mind are discussed where students come to understand the relationship of the conscious mind to the subconscious mind. This course includes the functions of the subconscious mind, ways to access it and understanding how to utilize its power to create positive change.

### **Student Learning Objectives**

1. Explain the basic functions of the subconscious mind
2. Demonstrate how to influence the subconscious mind
3. Draw a diagram of the mind, while explaining its various parts and stages of development
4. Describe the role of the critical factor and how hypnosis by-passes it
5. Give examples of the dual nature of the mind while educating a client.

## THE SIX FUNCTIONS OF THE SUBCONSCIOUS



*Self-Hypnosis by Charles Tebbetts*

The subconscious...

1. serves as a memory bank or computer
2. controls and regulates the involuntary functions of the body
3. is the seat of our emotions
4. is the seat of the imagination
5. carries out our habitual conduct
6. is the dynamo that directs our energy

# **THE FIVE PRINCIPLES OF CONVINCING THE SUBCONSCIOUS MIND**

## **CHARLES TEBBETTS**

1. Repetition
2. Identification with group or parent
3. Ideas presented by authority figures (and from peer groups)
4. Intense emotion
5. Hypnosis

# ANATOMY OF THE MIND

## THE SUBCONSCIOUS MIND

1. Takes care of all the processes that are occurring out of conscious awareness. Regulates the involuntary functions of the body. Controls the autonomic nervous system.
2. The subconscious has no power to reason. Accepts and acts upon any fact or suggestion given to it. It is very literal. Does not know the difference between fact and fiction. It does not differentiate between what you perceive as happening only in your mind (as imagined) and what you perceive as being outside of you (as real) - for your subconscious, it's all the same. For your subconscious the "reality" is determined by your feelings. In hypnosis, most words are subconsciously interpreted literally.
3. The subconscious is your feeling mind, your emotional mind. It is the place where emotions are stored.
4. The subconscious stores information from all of the senses – It stores past experiences, learnings, memories, emotions, and beliefs. What gets stored is registered as being true. Memory is a mixture of fact, perception and fantasy.
5. The subconscious is like a bio-computer – once it is programmed with a certain idea or belief it will operate out of that idea or belief as if it were reality. It stores the data for all the experiences we have ever had, every thought, every word that has ever been said to us, and everything we observe by our five senses. It contains our values and our core beliefs about ourselves.
6. Ideas/beliefs become impressed upon the subconscious mind through emotions. The more intense the emotions, the deeper the idea becomes imprinted upon the subconscious. When more intense emotions accompany ideas, the less repetition is required to impress the ideas in the subconscious mind.
7. The subconscious is storing information 24/7; no matter what state of consciousness you are in. This mind never sleeps. Under drug anesthesia, a person can subconsciously be aware of conversations.
8. The subconscious mind communicates through symbolic language. Symbolic images, music, and metaphors - all work very well with the subconscious.
9. The subconscious responds well to metaphors. Metaphors by-pass the conscious mind and speak to the subconscious which works well with symbolism and imagery.
10. The subconscious mind responds well to rhythm. Rhythmic music, drums or the sound of a metronome are proven ways to alter brain wave states; thus facilitating trance.
11. The subconscious is only concerned with the NOW. It is only concerned with feeling good now. It has two directions: 1. Away from pain, and 2. Towards pleasure – First it moves you away from pain as a survival mechanism. It wants to be correct/right. It wants to be safe and feel good. Maladaptive behaviors become a movement away from pain.

## 12. Primary movements of the Subconscious Mind

- a. **The movement away from pain,**
  
- b. **The movement toward pleasure.**

### The Subconscious Mind

1. Guides the Autonomic Nervous System – Sympathetic and Parasympathetic
2. Memory Storage
3. Is Literal
4. Doesn't discern fact from fantasy
5. Moves away from pain and toward pleasure
6. Seat of emotions
7. Programmed to be right
8. Stores beliefs and scripts
9. Picture Consciousness
10. Creative Intelligence
11. Synthesized Creativity
12. Seat of Imagination



## HOW THE MIND INTERPRETS

Loveisnowhere.

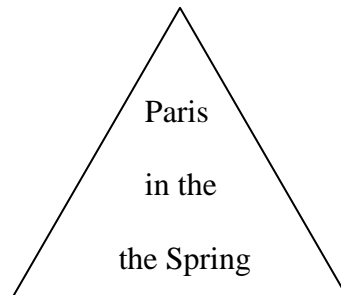
DOCTOR RAKES LEAVES AFTER MEETING.

Theytoldhimbetbeatthefrontdoor.

Would you rather have an elephant eat you or a gorilla?

How many times does the letter “F” appear in the following sentence?

Finished files are the result of years of scientific study combined with the experience of many years.



The sentence below is printed backward. Read through the sentence once from right to left.

“.rat eht saw tac ehT”

## THE CRITICAL FACTOR

1. Hypnosis is a method used to bypass the critical factor of the conscious mind. The critical factor is considered to be a part of the conscious level of awareness.
2. The Critical factor examines, interprets and filters incoming ideas. When ideas are similar to those already held, it allows them into the mind, and when they are too divergent, they are rejected.
3. In hypnosis the subject accepts suggestions uncritically so that the reasoning, analytical qualities of the conscious mind are suspended and the suggestion goes unchanged to the subconscious.
4. Hypnosis works to bypass the critical factor to reprogram the subconscious mind.
5. The "critical factor" is a part of the conscious mind.
6. It is the analyzing, checking, guard at the gate between the conscious mind and the subconscious mind.
7. It has the power to accept or reject suggestions from entering the subconscious mind. That which does not match subconscious programming is rejected. Hypnosis opens this veil so that new information can be put in.
8. Once information is put into the subconscious it is interpreted with the awareness of a 7 year old.
9. The critical factor is not present in young children. The door is wide open. From the age of 7 to 11 it begins to solidify and by the age of 15 the door is closed.

### 3 Ways to by-pass the Critical Factor

1. Bore them with a repetitive idea that does not require analysis. Repetitive presentation of a monotonous idea.
2. Engaging primitive survival mechanism. Tribal consciousness. Startle Command.
3. Overload. Presenting the conscious mind with an overwhelming amount of ideas. Opposing ideas. Used in confusion inductions.

## THE CONSCIOUS MIND

1. Reasoning/Analytical Logical Mind
2. Will/Volition - Choice of Action
3. Conscious Thoughts
4. Conceptual, calculating, interpreting mind
5. *The conscious mind can reason inductively and deductively.*
6. Look, listen and learn

### The Conscious Mind

Reasons and Judges

Analyzes and Criticizes

Accepts or rejects

Inductive Reasoning: reasoning from detailed facts to general principles

Deductive Reasoning: reasoning from the general to the particular (or from cause to effect)

The subconscious mind only reasons deductively

## THE DUAL NATURE OF THE MIND

The conscious and the subconscious mind are both present simultaneously when in hypnosis.

## **THE SUPERCONSCIOUS MIND**

### **aka Higher Self/Spirit**

1. Problem solving intelligence
2. Connects you to the Universal Mind/God/Goddess, All That Is
3. Love, Forgiveness, Healing, Peace, Intuition, Inspired Creativity, Grace

## THE “UNCONSCIOUS” MIND

# CONSCIOUSNESS

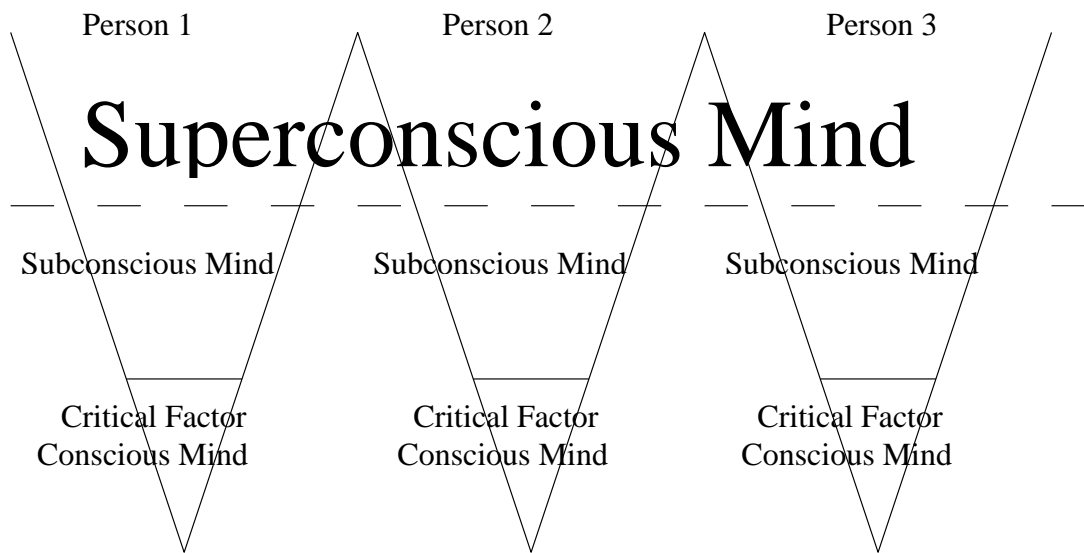
Reality - Absolute

reality - relative

# MODELS OF THE MIND

\*\* Explain at least one of these models to a new client during the initial pre-talk. Be sure to stress that there is a conscious and a subconscious mind each with their own functions and abilities.

## Triangles



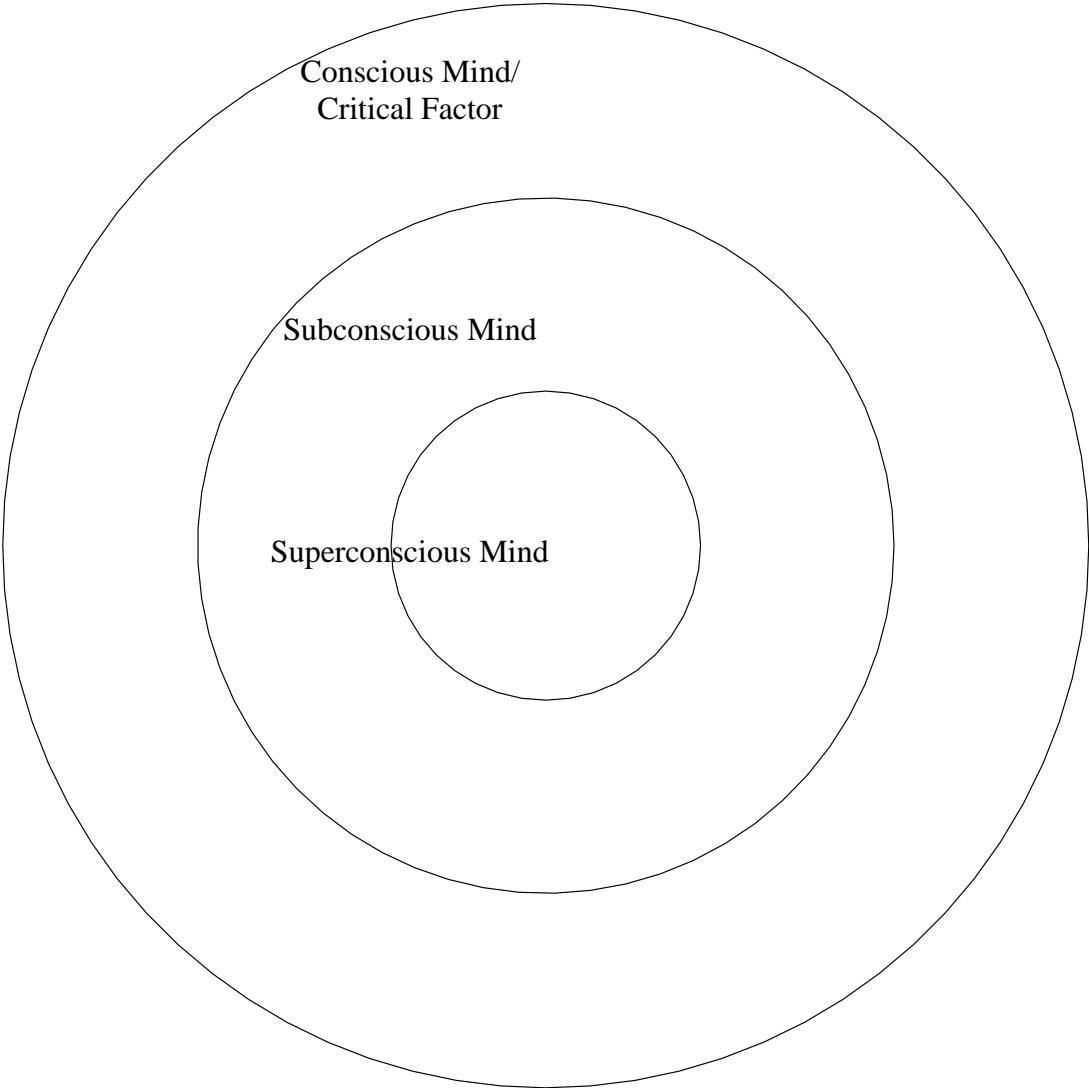
Conscious Mind

Critical Factor

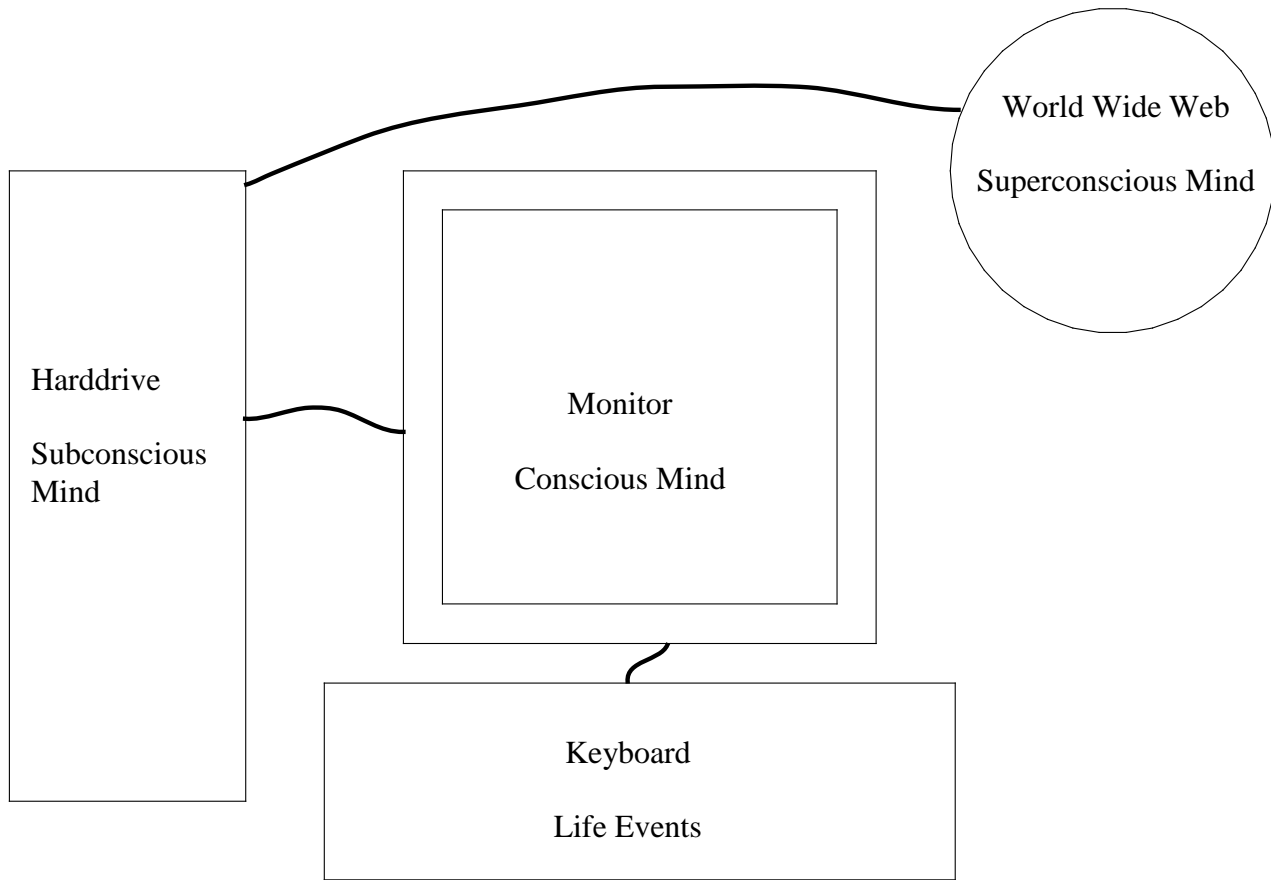
Subconscious Mind

Superconscious Mind

Concentric Circles



# Bio-Computer





# BRAIN HEMISPHERES

1. The two different sides of the brain control two different modes of thinking.
2. People tend to use one mode more predominantly than the other.

## Left Brain

- Verbal Behavior
- Analytical Tasks
- Language
- Logical Thinking
- Skilled Movement
- Words and Numbers
- Counting/Measurement
- Accuracy
- Sequential
- Linear
- Rational
- Objective
- Looks at parts

## Right Brain

- Non-verbal Activities
- Global and Patterned Tasks
- Imagination/Creative Thinking
- Intuition
- Aesthetics/ Music
- Random
- Holistic
- Synthesizing
- Simultaneous
- Subjective
- Looks at wholes
- Discrimination of shapes/geometry
- Reading faces
- Understanding of metaphors
- Expressing and reading emotions

## How and Why Hypnosis Works

SUGGESTION is the key to hypnotism.

Hypnosis implies the SUSCEPTIBILITY to suggestion.

Suggestions are accepted when the CRITICAL FACTOR of the conscious mind is bypassed.

Once new information has entered and been accepted by the SUBCONSCIOUS MIND, then that new programming becomes real for the subject.

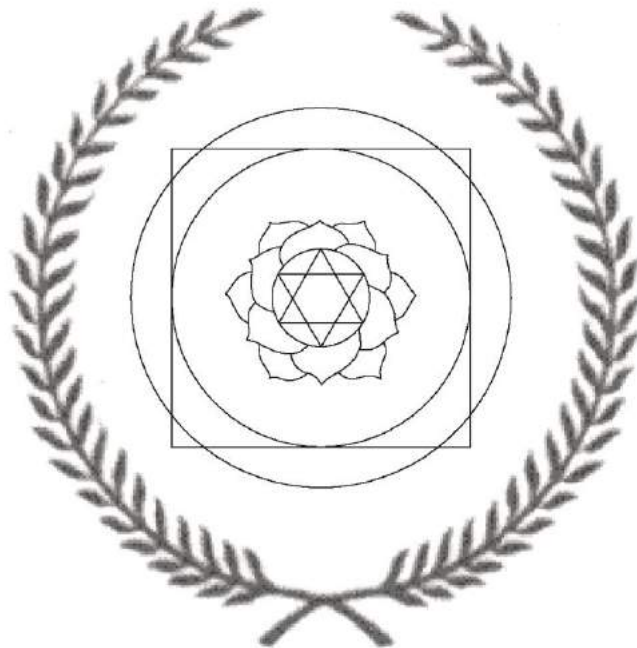
*The acceptance of a previous suggestion paves the way for the acceptance of future suggestions...*

*The effects of hypnosis are accumulative and progressive...*

## Course HT104 - Review

1. List the major functions of the Subconscious Mind:
2. List the five major ways to influence the subconscious mind:
3. In hypnosis, most words are subconsciously interpreted \_\_\_\_\_.
4. \_\_\_\_\_ is a mixture of fact, perception and fantasy.
5. The \_\_\_\_\_ examines, interprets and filters incoming ideas. When ideas are similar to those already held, it allows them into the mind, and when they are too divergent, they are rejected.
6. The critical factor is considered to be a part of the \_\_\_\_\_ mind.
7. At what age does the critical factor begin to solidify?
8. At what age is it “closed?”
9. List 3 ways to by-pass the critical factor:
10. What is meant by the dual nature of the mind?

# Institute of Interpersonal Hypnotherapy



## Fundamentals of Hypnotism

# The Structure of a Hypnotic Session

## **HT105 - The Structure of a Hypnotic Session** (2.5 clock hours)

Prepares students to successfully complete an entire hypnotic programming session based upon a format of rapport building, education and pre-talk, followed by trance induction, testing and the effective delivery of suggestions and trance termination.

### **Student Learning Objectives**

1. Write the basic outline of a hypnotic programming session
2. Explain the important components of a pre-talk
3. Describe how suggestions lead to successive suggestions
4. Discuss the rules and laws of the mind
5. Explain the major components of a client intake
6. Discuss why it is important to work without scripts.

# **THE STRUCTURE OF A HYPNOTIC SESSION**

1. Pre-Talk – Interview
2. Explain how hypnosis works/educate, answer questions, debunk myths  
Explain cooperation – Hypnotist as a coach–client as an athlete
3. Responsiveness Exercises (susceptibility testing)
4. Induction
5. Deepening
6. Suggestibility Testing
7. Suggestion Therapy/Guided Imagery (or other appropriate processes)
8. Termination-De-Hypnotize
9. Short Post-Trance Interview

## THE PRE-TALK

Pre-talk → Responsiveness Exercises → Induction → Deepening → Testing → Suggestions → De-Hypnotizing

1. Care for your client
  - a. Can I get you anything? Water? Bathroom?
  - b. Is there anything you might want to share or ask before we do anything at all?
2. Build Rapport
3. Discover the Problem
4. Use intuitive listening/get to the heart of the issue
5. Discover the goal
6. Educate/Dispel Myths
7. Excite their imagination
8. Build Belief
9. Build Expectation
10. Mutually agree upon the modality to be used
11. Check for Comfort
12. Create Yes-Mindset

*Everything that happens leads to the next experience of the hypnotic ritual...*

*The acceptance of one suggestion paves the way for the acceptance of the next suggestion...*

# THE LAWS OF THE MIND

## 1. The Mental Law of Reverse Effect

The greater the conscious effort, the less the subconscious mind responds.

The Mental Law of Reverse Effect is a law of your mind that says that the greater the conscious effort, the less the subconscious mind responds. This means that when you get stressed over things and try too hard, your deep inner mind responds less in helping you to reach your goals. The harder you try to sleep, the harder it is. The more you try to remember a name, the harder it is to remember. The moment you just let go and give up, that is when it comes. The Mental Law of Reverse Effect ties into the Universal Law of Least Effort. Through relaxing and surrendering, we accomplish everything with effortless ease.

*When assisting a client to recall from memory, they should be told to in the post-hypnotic suggestion, "Form your question clearly in your mind, stay relaxed, and wait for the answer"*

## 2. The Mental Law of Dominant Effect

The strongest emotion always wins

*A strong emotion takes precedence over the intellect in directing behavior.*

*Imagination has a more powerful influence on behavior than reason/knowledge.*

The Law of Dominant Effect is another mental law that states that the strongest emotion will always win. If your fear to avoid failure is stronger than your desire to succeed, then inevitably you will hold yourself back because the fear will win. It is important to look at your negative emotions and beliefs and to question these against reality and then to let them go. It is also important to cultivate strong positive emotion toward success so that any limiting feelings do not run the show. There may always be some level of fear and doubt, but the optimism and faith should be much stronger.

aka. LPMI – The Law of Predominant Mental Images

## 3. The Mental Law of Repetitive Effect

The Mental Law of Repetitive Effect is another mental law: Given enough repetition, the subconscious mind will eventually consider what it is hearing to be true. It is important to repeat over and over again what you wish to manifest. It is not enough to say it once. Your deep inner mind is like a computer; once it is programmed to act in a certain way, it will act that way. Childhood conditioning is quite repetitive, and success programming requires that we take a good deal of time to reprogram our subconscious mind with what we want by repeating suggestions, affirmations, visual images and feelings over and over again.



#### 4. **The Mental Law of Experience**

The Mental Law of Experience is a law of the mind that states that the last moment of an experience that is observed is what will stay with the mind throughout the day. For instance, imagine that you had a great time at a party but that when you were leaving someone told you that you said something that made you look stupid, you would remember that statement far longer than the party that you actually enjoyed. This law is important when reprogramming your mind for success because it reminds us to end hypnotic programming and creating and manifesting on a positive, optimistic and upbeat note. You will carry the last statement with you far more than the bulk of the experience.

## **RULES OF THE MIND**

**Rule Number One:** Every thought or idea causes a physical reaction (Organ Language).

(Also known as the Law of Impressed Thought – every impression on them mind has a physical expression.)

Your thoughts can affect all of the functions of your body. Worry thoughts trigger changes in the stomach that can, in time, lead to ulcers. Anger thoughts stimulate your adrenal glands, and the increased adrenaline in the blood stream causes body changes. Anxiety and fear affect your pulse rate.

Ideas that have a strong emotional content almost always reach the subconscious mind, because it is the feeling mind. Once accepted, these ideas continue to produce the same body reaction over and over again. In order to eliminate or change chronic negative bodily reactions we must reach the subconscious mind and change the idea responsible for the reaction. This is easily done with self-hypnosis and auto-suggestion.

**Rule Number Two:** What is expected tends to be realized.

(Also known as The Law of Expectancy – what we expect tends to be realized.)

The brain and the nervous system respond only to mental images. It does not matter if the image is self-induced or from the external world. The mental image formed becomes the blueprint, and the subconscious mind uses every means at its disposal to carry out the plan. The subconscious mind acts to fulfill the pictured situation. Worrying is a form of programming a picture of what we don't want: "The things that I have feared have come upon me."

Many persons suffer from chronic anxiety, which is simply a subconscious mental expectancy that something terrible will happen to them. On the other hand, we all know people who seem to have the "magic touch." Life seems to shower them with blessings for no apparent reason, and so we call them "lucky." What seems to be luck is in reality, Positive Mental Expectancy-a strong belief that they deserve to be successful: "We become what we think about."

Our physical health is largely dependent upon our mental expectancy. Physicians recognize that if a patient expects to remain sick, lame, paralyzed, helpless, even to die, the expected condition tends to be realized. Here is where self-hypnosis can become the tool to remove despondency and negative attitudes and bring about a hopeful, positive expectancy-the expectancy of health, strength, and well-being, which then tends to be realized.

**Rule Number Three:** Imagination is more powerful than knowledge when dealing with your own mind or the mind of another.

This is an important rule to remember when using self-hypnosis: Reason is easily overruled by imagination. This is why some persons blindly rush into some unreasonable act or situation. Violent crimes based upon jealousy are almost always caused by an overactive imagination. Most of us feel superior to those who lose their savings to confidence men or blindly follow a demagogue such as Hitler or are sold worthless stocks. We can easily see that such people have allowed their imagination to overcome their reason. But we are often blind to our own superstitions, prejudices, and unreasonable beliefs. Any idea accompanied by a strong emotion such

as anger, hatred, love, or our political and religious beliefs usually cannot be modified through the use of reason. In using self-hypnosis, we can form images in the subconscious mind-the feeling mind-and can remove or amend the old ideas.

**Rule Number Four:** Opposing ideas cannot be held at the same time.

This does not mean more than one idea cannot be remembered or harbored in your memory; it refers to the conscious mind recognizing an idea. Many people try to hold opposing ideas simultaneously. A man might believe in honesty and expect his children to be honest, all the while engaging daily in slightly dishonest business practices. He may try to justify by saying, "All of my competitors do it; it's an accepted practice." However, he cannot escape the conflict and the effect upon his nervous system of trying to hold opposing ideas at the same time.

**Rule Number Five:** Once an idea has been accepted by the subconscious mind, it remains until it is replaced by another idea.

The **companion rule** to this is: The longer the idea remains the more opposition there is to replacing it with a new idea.

Once an idea has been accepted, it tends to remain. The longer it is held, the more it tends to become a fixed habit of thinking. This is how habits of action are formed, both good and bad. First there is the thought and then the action. We have habits of thinking as well as habits of action, but the thought or idea always comes first. Hence it is obvious if we wish to change our actions we must begin by changing our thoughts. We accept certain facts as true. For example, we accept as true that the sun rises in the east and sets in the west, and we accept this even though the day may be cloudy and we cannot see the sun. This is an instance of a correct fact conception which governs our actions under normal conditions. However, we have many thought habits which are not correct and yet are fixed in the mind. Some people believe that at critical times they must have a drink of whiskey or a tranquilizer to steady their nerves so that they can perform effectively. This is not correct but the idea is there and is a fixed habit of thought. There will be opposition to replacing it with a correct idea.

Now in advancing these rules, we are speaking of fixed ideas, not just idle thoughts or passing fancies. We need to alter fixed ideas or use them. No matter how fixed the ideas may be or how long they have remained they can be changed with self-hypnosis and auto-suggestion.

**Rule Number Six:** An emotionally-induced symptom tends to cause organic change if persisted long enough.

It has been acknowledged by many reputable medical men that more than seventy percent of human ailments are functional rather than organic. This means that the function of an organ or other part of the body has been disturbed by the reaction of the nervous system to negative ideas held in the subconscious mind. We do not mean to imply that every person who complains of an ailment is emotionally ill or neurotic. There are diseases caused by germs, parasites, viruses, and other things attacking the human body. However, we are a mind in a body and the two cannot be separated. Therefore, if you continue to fear ill health, constantly talk about your "nervous stomach" or "tension headaches," in time organic changes must occur.

**Rule Number Seven:** Each suggestion acted upon creates less opposition to successive suggestions.

The longer a mental trend lasts unbroken, the easier it is to follow. Once a habit is formed, it becomes easier to follow and more difficult to break.

In other words, once a self-suggestion has been accepted by your subconscious mind it becomes easier for additional suggestions to be accepted and acted upon. That is why when you are just beginning with self-hypnosis and auto-suggestion we suggest you start with simple suggestions. You can suggest that you feel a tingling sensation or a warm and pleasant feeling. When these have been followed you can move on to more complicated suggestions. You should begin now with the suggestion that you will automatically awaken from self-hypnosis in ten minutes.

**Rule Number Eight:** When dealing with the subconscious mind and its functions, the greater the conscious effort, the less the subconscious response.

This explains why “will power” doesn’t really exist! If you have insomnia you’ve learned, “The harder you try to go to sleep, the more wide awake you become.” The rule is, “When dealing with the subconscious mind, take it easy.” This means you must work to develop a positive mental expectancy that your problem can and will be solved. As your faith in your subconscious mind increases, you learn to “let it happen” rather than trying to “force it to happen.”

## TO SCRIPT OR NOT TO SCRIPT???

Reasons not to read from scripts:

1. It is a sign of not being skilled at your craft and will cause clients to lose faith in you.
2. Sessions should be customized for clients rather than doing “cookbook hypnotism.”
3. It is important for you to learn the fundamentals so well that you could write your own scripts.
4. Scripts will lack important information for your client or contain extra information that is irrelevant to your client.

## **The Basic IIH Intake**

“Column A and Column B”

### Column A

Sypmtoms/Behaviors/Issues

Emotions

Stem-Sentence Completion

...makes me feel so...

Beliefs

Stem-Sentence Completion

...makes me feel like I am...

### Column B

How would you like to feel?

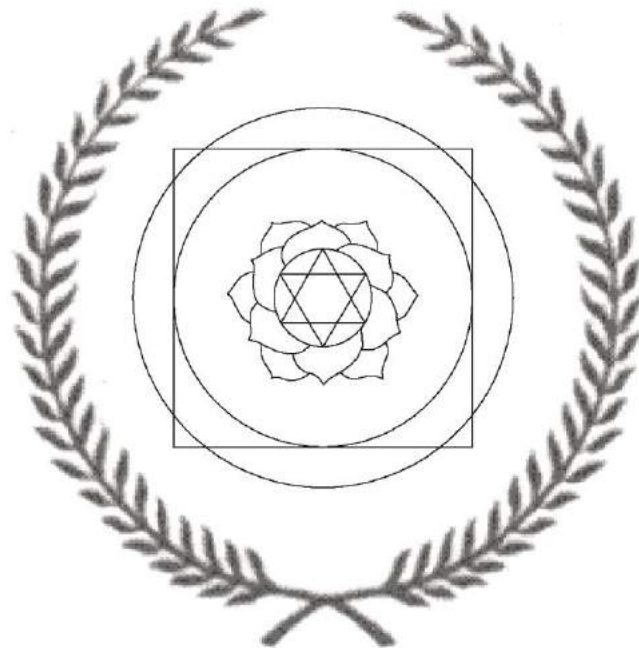
Or

What is the Truth?

## Course HT105 - Review

1. Describe the basic outline of a hypnotic programming session:
2. List the important components of the pre-talk:
3. The acceptance of one suggestion paves the way for\_\_\_\_\_.
4. Review the 3 major points to cover during a client intake:
5. Why is it important to be able to work without scripts?

# Institute of Interpersonal Hypnotherapy



## Fundamentals of Hypnotism



# Styles of Trance Induction

## **HT106 - Styles of Trance Induction** (5 clock hours)

Prepares students to develop the necessary skills to induce hypnotic trance with multiple styles including paternal, maternal, confusion and mechanical styles of hypnosis. Induction methods are also covered from each of these styles.

### **Student Learning Objectives**

1. Verbally demonstrate language patterns that build belief, create expectation and excite the imagination
2. Discuss the 5 components of misdirected attention and how they form the trance ritual
3. Explain responsiveness exercises and why they are used
4. Demonstrate proficiency in the 4 major responsiveness exercises
5. Analyze the 5 major styles of induction and when to use them
6. Discuss semantics and the importance of language patterns
7. Demonstrate verbally the basic structure of an suggestibility test, such as eye catalepsy
8. Apply the 5 components of rapid and instantaneous inductions through demonstration

## BEMAH (Traditional Model of Trance Induction)

### B = Belief

- Build their confidence that they can go into a trance – they need to believe they can be hypnotized
- Build their confidence in you – they need to believe that you can hypnotize them
- Educate and tell success stories
- Can be increased by suggestion therapy
- Make the process incremental to make it more believable

### E= Expectation

- Excite their imagination
- Tell inspiring stories about trance
- Educate – The subjective nature of trance
- May have developed before coming to you – keep that expectation going

## MA = Misdirected Attention (5 Components)

- The Trance Ritual

### 1. Fixation

- Narrowing the field of attention
- Staring – Fixed-eye gaze, spot on ceiling, fingers, pendulum, your eye
- Mental fixation – repeated word or phrase
- Physical fixation – focus on any sensation

### 2. Distraction

- Distract them from what is distracting them from trance
- Use of hypnotic adjuncts – voice roll, music, tap of forehead, leg or arm, hypnotic patten, finger snap, hand clap
- Metronome – 45 to 50 bpm – speaking in rhythm

### 3. Relaxation

- Lulling the critical factor into a sense of safety and therefore bypassing it
- Both body and mind

### 4. Suggestion

- Giving instructions to be acted upon to help them to go into trance

### 5. Repetition

- Restating the same instructions

## Reframing BEMAH

### RA = Refocused Attention (The formal induction process)

(Not MA, but RA) – Misdirected Attention comes from magic. “Mis” relates to mistake. Refocused Attention moves from externalized to internalized subjective experience.

## H = Hypnosis

## RESPONSIVENESS EXERCISES

Pre-talk → **Responsiveness Exercises** → Induction → Deepening → Testing → Suggestions → De-Hypnotizing

### (RESPONSIVENESS AND RESPONSIVENES EXERCISES)

#### Responsiveness (formerly known as susceptibility)

- Being susceptible to, or capable of receiving suggestions
- The ability to receive or be impressed by deep emotions or strong feelings
- Openness
- Evaluating a clients receptivity to hypnosis through understanding their willingness and ability to take suggestions
- Assessing the clients willingness to take or act on suggestions so they can go into hypnosis
- Helps to determine the style of hypnosis to use
- Refers to the pre-hypnotic stage – Tests done before inducing hypnosis

#### To Increase Responsiveness:

1. Be sure to develop rapport
2. Educate as to what is expected of the client
3. Educate to dispel myths and misconceptions and to resolve fears
4. Discover the cause of non-responsiveness through stem-sentence completion
5. Develop a Yes-Mindset – Ask questions that get you a “yes” answer

## Types of Responsiveness Exercises (Susceptibility Tests)

1. **Lemon Responsiveness Exercise**
2. **Balloon/Bucket**
3. **Hand Clasp - Solid Block of Wood**
4. **Hand Clasp – Arms Overhead**
5. **Finger Clamp**
6. **Swing-Sway**

The word “Test” can be replaced with the word “Exercise,” when discussing this topic with a client.

The word “suggestible” is one baby step beyond “gullible”  
Stupid -> Gullible -> Suggestible

Rather use the word “Responsive”

\*\*Can your client teach his/her subconscious mind to be responsive to his/her own positive intention(s)?

Tell them often: “Notice how responsive your subconscious mind is becoming to your intention.”

They come to us because their problem has taken control of them. They consciously wish things would change but they do not. Their subconscious in that case is not being responsive to the conscious mind’s desires. We train them to allow their subconscious mind to become responsive to their positive intentions.

We are on their team and help them to reach their goals. They cannot do this wrong. They cannot fail. There is no “power-play.” They are always doing well.

Use the word “good.”

**Tell Your Client, these Exercises will:**

1. Teach you how to best respond to me
2. Teach me how to best work with you.

## LEMON EXERCISE

As you allow your eyes to close and I would like for you to actively imagine, think about, sense or feel as if I just walked back into this room with a big, yellow, juicy lemon. Imagine that we cut a wedge out of that lemon and you take that lemon wedge up to your mouth and that you take a big bite out of a sour, yellow, tart, juicy lemon. Imagine that lemon juice washing over your lips, your tongue, your cheeks and your gums. Imagine as if you just bit into this very sour and tart, yellow, juicy lemon.

Whether you like the taste or not you can imagine as if you had just bitten into a very sour lemon.

Now, you can open your eyes and tell me what you experienced.

How was that?

What did you notice?

### Transform ideas into biological actions

## BALLOON/BUCKET RESPONSIVENESS EXERCISE

Allow your arms to extend in front of you, shoulder height, and then close your eyes down.

Imagine that on your left arm that I just tied 50 helium balloons around your left wrist and that your left arm is hollow and filled with helium gas. Imagine that your left arm is getting so light that it begins to float and lift, to lift and rise... getting lighter and lighter as if the balloons are pulling it up to the ceiling.

At the same time imagine that on your right arm that I just placed a very heavy bucket of water around your right wrist and that your right arm becomes very heavy as if it is filled with lead weight. You can imagine as if your right arm is being pulled down towards the floor.

As your left arm gets lighter, your right arms get heavier.

Left arm floating, rising and lifting.

Right arm getting heavier and heavier.

You can open your eyes and look at your hands.

Great, now you can rest your hands back down and return them to normal.

## THE LANGUAGE PATTERN OF A HYPNOTIC TEST

- Can apply to arms, eyes, hands, fingers or even the whole body
1. Your hands are now locking down tight
  2. Any effort to pull them apart makes them lock down even tighter together
  3. You can try to pull them apart but find them locking down tighter
  4. When you are convinced that they are not going to pull apart, then nod you head yes.



## HAND CLASP – SOLID BLOCK OF WOOD RESPONSIVENESS EXERCISE

Interlace your fingers together.

Place your arms out in front of you making your elbows straight, stiff and rigid.

Now squeeze your hands nice and tight together. [Non-verbal – squeeze hands and arms]

You can now close your eyes and imagine that your arms are carved from a solid block of wood. As if your hands are fused together as if they are carved out of a solid block of wood.

Now any effort to pull your hands apart makes them lock down tighter together. Any effort to pull your fingers apart makes them lock down tight.

You can try to pull your hands apart, but find them locking down tight.

When you are convinced that your hands simply will not pull apart, then you can nod your head yes.

Good. When I snap my fingers your hands release and return to normal.

## HAND CLASP – ARMS OVERHEAD RESPONSIVENESS EXERCISE

- Better for Stage Hypnosis/Groups
- Can be used when someone fails the first hand clasp test and you educate and then want to test again.

Interlace your fingers together. Push your palms away from your body and now move your arms way up above your head. Good, now you can close your eyes.

Keep pushing your palms away from you and feel as if your fingers are fused together.

Now any effort to pull your hands apart makes them lock down tighter together. Any effort to pull your fingers apart makes them lock down tight.

You can try to pull your hands apart, but find them locking down tight.

When you are convinced that your hands simply will not pull apart, then you can nod your head yes.

Good. When I snap my fingers your hands release and return to normal.

## FINGER CLAMP RESPONSIVENESS EXERCISE

With your index fingers pointed up, interlace your fingers together and place them here in front of your face.

You can keep your eyes open and keep staring at your hands.

Good, now squeeze your fingers tight together...[Non-verbal cues given]

And pull your index fingers apart.

Now imagine that I just took a metal screw clamp and placed it here over your fingers and I begin to turn the screws that begin to push your fingers closer and closer together.

*(Keep turning screws until the fingers touch)*

Now feel as if the clamp is locking your fingers down tighter and tighter together.

Any effort to pull your fingers apart now causes them to lock down tight. Any effort to pull your fingers apart now causes them to lock down tight.

You can try to pull your fingers apart, but find they are locked tight together.

When you are convinced that they are not going to pull apart, then just nod your head yes.

Good, I'll now remove the clamp and your fingers come apart easily.

**Exercise #2 - Educating Clients about Hypnosis and Responsiveness**  
**Exercises – Building Belief and Expectation**

Educate about Myths and Misconceptions using questions and explanations. Ensure the client's concerns are addressed and resolved.

Practice:

Lemon Test

Balloon/Bucket

Hand Clasp

Finger Clamp

Practice the basics of Building Belief, Exciting the Imagination and Building Positive Expectancy

## **HYPNOTIC ADJUNCTS**

1. Lighting
2. Comfort of chair
3. Yes Mind-Set
4. Rapport
5. Headphones
6. Hypnotic Patter – continuous talking on and on and on
7. Voice Roll/Voice Modulation – emphasize or modulate – rolling or elongating
8. Hand Slap/Finger Snap – In a moment you will hear a sound and then you will go twice as deep
9. Music – engineered for trance
10. Waves – Sounds – Rhythm
11. Pattern Interrupt – Tapping forehead, leg or arm – snapping – Physical or audible misdirect
12. Metronome – 45 to 50 bpm – practice speaking to rhythm
13. Therapist Self-entrancement
14. Flashlights or candles

*Non-verbal communications and tactile suggestions serve to intensify the verbal suggestions.*

### **Suggestion by observation**

- You do what you want them to do or show them what to do first before they do it

## STYLES OF TRANCE INDUCTION

Pre-talk → Responsiveness Exercises → Induction → Deepening → Testing → Suggestions → De-Hypnotizing

### Direct/Paternal Inductions

1. Authoritarian style
2. Clear commands and instructions
  - You are now...
  - You will now...
3. Fatherly style – direct
4. People with a fear of authority figures may rebel against this style
5. However some people are used to taking orders
6. Works quite well for the overly intellectual
7. Good for left brained people or the very intellectual
8. Good for those with an expectation of what hypnosis should be

## Indirect/Maternal Inductions

1. Permissive style – asking permission
  - Would it be okay if we...
  - Why don't we...
2. Very relaxing and lulling – gentle voice
3. Vocabulary indicates therapist is a companion – going together – You relax in your chair while I relax in mine
4. Use of inviting words – create an air of safety
5. NOTE; If you start with maternal and get no response and then shift to paternal the client will feel like they have done something wrong
  - So start with paternal and move to maternal
  - Or clearly explain your change in strategy and let them know you are not mad at them
6. Use the word “we”
7. I relax, you relax
8. Allow yourself
9. Sometimes a beneficial style for a more experienced client

## Inferred Inductions

1. Indirect suggestions that elicit a response without telling the client what to do directly
2. Popularized by Milton Erickson
3. Use of NLP Language patterns can greatly contribute to this style
4. Story telling



## Mechanical Inductions

1. Object of fixation
2. Spot on Ceiling
3. Watch
4. Pendulum
5. Revolving Disk
6. Flashlight
7. Candle
8. Metronome
9. Music designed for inducing hypnosis/altered states

## Confusion Inductions

Two or more opposing suggestions given simultaneously results in conscious mind overload

1. Counting Numbers
2. Intersperse Letters
3. Hand Positions
4. Feet Positions
5. Pattern Interrupts
6. Hypnotist Distractions

## DEHYPNOTIZE/TERMINATION OF HYPNOSIS

1. Counting down brings you into trance, counting up brings you out
2. Count one to five and say “wide awake” or “fully aware”
3. Use suggestions for being awake and refreshed
4. Suggest that they look forward to returning to hypnosis
5. Include powerful and positive suggestions
6. Use of the 4 R’s
  - Rested
  - Refreshed
  - You can Return to this state anytime you wish
  - And you Remember the entire experience
7. Use of “Sneaky Pete”
8. Self-releasing suggestions – especially for clients who exhibit fears or concerns

## De-Hypnotizing Script

Pre-talk → Responsiveness Exercises → Induction → Deepening → Testing → Suggestions → **De-Hypnotizing**

“In just a moment I am going to begin helping you to come out of the hypnotic state. I will be counting from one to five and when I get to the number five you will be fully back here now, wide awake, and back to your full and regular waking consciousness.

Number One: Coming back more and more now to the sound of my voice.

Number Two: Feeling good about yourself, the world and everyone in it.

Number Three: Feeling Rested and Refreshed, you Remember this entire session and you can Return to this state anytime you wish.

On Number Four: Coming back more and more now beginning to breath and move and stretch... feeling as if cool spring water just rushed over your eyes and face.

One, Two, Three, Four and on Number Five: Wide Awake – Back right here now to your full and regular waking consciousness.”

# PAVING THE WAY FOR SUCCESSFUL INDUCTION OF TRANCE

## **Excite the Imagination**

- B of BEMAH
1. Tell them how well they did on Responsiveness Exercises
  2. Tell success Stories

## **Develop Mental Expectancy**

- E of BEMAH
1. Through Responsiveness Exercises
  2. What we expect tends to be realized
  3. Tell/Show them what's going to happen before it does
  4. Describe the session to the client – step-by-step – continuing to excite the imagination and building expectation.

## HYPNOTIC INDUCTONS

*There are no poor clients, only poorly trained therapists; and I am not one of those...*

1. Eye Fixation
2. Moon Gaze
3. Sequential Imagery
4. Breath Related
5. Two Finger Eye Closure
6. Hand Wave
7. Elman
8. Hand Press
9. Hand Shake
10. Confusion
11. Metal Plates
12. Modified Hand Press with Hand Wave

### 3 General Methods of Trance Induction (based upon the speed at which trance is induced)

1. Instantaneous (Trance induced within 1 minute)
2. Rapid Inductions (Trance induced within 1 to 3 minutes)
3. Relaxation Inductions (Trance induced within 5 to 15 minutes or more)

## SEMANTICS

*Semantics is the science of the meaning of words.*

*Words must be used carefully by the hypnotist because the client's understanding of a word may be different than the hypnotist.*

1. Hypnotized persons respond with a literalness to the meaning of words – “Can you lift your hand?”
2. Avoid words that might cause fear – “Arm is like a dead weight” “Eyes glued shut”
3. Avoid words that might shock a client – “How is your pain?”
4. The client can be habituated to key words which will evoke responses – “Sleep” or “Relax”
5. The word “subject” as in “hypnotic subject” implies inferiority or that they are under your control
6. The word “susceptible” implies weakness or as if someone is prone to sickness – rather, use the word “responsive”
7. The concept of being “highly suggestible” can imply gullibility
8. Be mindful of the use of the word “try”
9. Be mindful of the use of the word “sorry”
10. Be mindful of the use of the phrase “Now I want you to”
11. Be mindful of the use of the word “but”
12. Never tell someone that they are “under” hypnosis

**"Under"  
Hypnosis**



## EYE FIXATION INDUCTION

- External simple point of fixation
- Good for basic hypnotic programming sessions and for groups

Allow your eyes to open and place all of your attention on one spot upon the ceiling.

Fixate all of your gaze at that one point as if nothing else matters.

Now take a big breath in, fill your lungs, and as you exhale, repeat in your mind “relax”.

Good.

Now take another big breath in, focus on that spot, and now as you exhale repeat in your mind “relax.”

One more time now, take another big breath in, fill your lungs completely...and now as you exhale, think to yourself, “relax”.

Good.

Now you can breathe normally.

I am going to count backwards from five down to one and when I get to the number one your eyes will close down and you will completely let go...beginning the process of entering into deep hypnosis.

Number Five: Eyelids now beginning to get heavy, droopy, drowsy and sleepy

Number Four: Keep staring at that spot as if nothing else matters

Number Three: Staying right here now in the present moment

Eyelids getting more and more heavy

Now on Number Two, take a big breath in and fill your lungs again

Now on Number One, let your eyes close down and just let go completely.



## MOON GAZE INDUCTION

- Internal fixation with eyes closed
- Good for nighttime sleep programming sessions

With your eyes closed, gently roll your eyes up into your forehead and imagine a little window where the curtains are pulled closed. As you open the curtains you can imagine looking out through that window and into the night sky. There you will find a large full moon. Imagine gazing up, into that space in your forehead, and continue to stare at that large silver gray moon.

Now take a big breath in, fill your lungs, and as you exhale, repeat in your mind “relax”.

Good.

Now take another big breath in, focus on that moon, and now as you exhale repeat in your mind “relax.”

One more time now, take another big breath in, fill your lungs completely...and now as you exhale, think to yourself, “relax”.

Good.

Now you can breathe normally.

I am going to count backwards from five down to one and when I get to the number one your inner gaze will relax and you will completely let go.

Number Five: Focus all of your attention on that bright full moon

Number Four: Keep staring at that moon as if nothing else matters

Number Three: Staying right here now in the present moment

Keep gently rolling your eyes up and keep gazing at that moon

Now on Number Two, take a big breath in and fill your lungs again.

Now on Number One, let your inner gaze relax, let your eyelids be comfortably closed and just let go completely.

## SEQUENTIAL IMAGERY AS AN INDUCTION

- Guiding the session with imagery to an inner journey
- Use the BEMAH formula to ensure it is actually an induction
- **Fixation** is the internal imagery – **Distraction** is the journey
- **Repeat Suggestions** for **Relaxation**
- Use Visual, Auditory and Kinesthetic Cues (VAK)
- Page 68 of Medical Hypnotherapy

### Examples:

1. The colors of the chakras
2. Into a field or a meadow
3. Into a purple mist
4. Down a long corridor to a white light
5. Down a spiral staircase to a closed door
6. Into a special place where you fall asleep

## BREATH RELATED INDUCTION

- Be sure to use the BEMAH formula
1. Every breath is now taking you deeper
  2. Start with deep breaths, holding at the top of the inhalation
  3. Use with Progressive Relaxation and/or Countdown

## TWO FINGER EYE CLOSURE INDUCTION

- Dave Elman Technique
- Fixation on hand
- Slowly lower hand until “Eye Closure”
- “Eye Closure” is one of the signs of hypnosis. You do not close the eyelids. You are causing the eyelids to become strained and fatigued. As your hand goes down, wait for the eyelids to close.
- Press down gently on the outer lids giving a verbal and non-verbal cue: “Eyes Seal Down Closed”
- Use repetitive suggestions – Eyes get droopy, drowsy, heavy, sleepy
- Thumb and index fingers gently close the eyes and hold for a moment

Focus on my hand and as my hand starts to lower allow your eyelids to become heavy, droopy, drowsy and sleepy. [Begin lowering hand and repeat verbal cues]

Allow those eyelids to get heavier and heavier.

Closing.. Closing... Closing... Closing... and Sleep...

[After eye closure, move into Pretend or Real Eye Catalepsy]

## HAND WAVE INDUCTION

- Hand as point fixation
- Three breaths with the hand moving as coordinated with the breathing
- At the top of the third inhalation, leave the hand up high as they exhale

Allow your eyes to open and place all of your attention on one spot on my hand.

Fixate all of your gaze at that one point as if nothing else matters.

Now take a big breath in, fill your lungs, and as you exhale, repeat in your mind “relax”.

Good.

Now take another big breath in, focus on that spot, and now as you exhale repeat in your mind “relax.”

One more time now, take another big breath in, fill your lungs completely...and now as you exhale, think to yourself, “relax”.

Good.

Now you can breathe normally. [Here the hand stays above the head and moves into 2-Finger Eye Closure]

I am going to count backwards from five down to one and when I get to the number one your eyes will close down and you will completely let go...

Number Five: Eyelids now beginning to get heavy, droopy, drowsy and sleepy

Number Four: Keep staring at my hand as if nothing else matters

Number Three: Staying right here now in the present moment

Eyelids getting more and more heavy

Now on Number Two, take a big breath in and fill your lungs again

Now on Number One, let your eyes close down and just let go completely.

[Seal eyelids down closed with a non-verbal cue as with 2-Finger Eye Closure]

## MODIFIED DAVE ELMAN INDUCTION

Now take a long deep breath and hold it for a few seconds. As you exhale this breath, allow your eyes to close and let go of the surface tension in your body. Just let your body relax as much as possible right now.

Now, place your awareness on your eye muscles and relax the muscles around your eyes to the point they just won't work. When you're sure they're so relaxed that as long as you hold on to this relaxation, they just won't work, hold on to that relaxation and test them to make sure they won't work.

Now, this relaxation you have in your eyes is the same quality of relaxation that I want you to have throughout your whole body. So, just let this quality of relaxation flow through your whole body from the top of your head, to the tips of your toes.

Now, we can deepen this relaxation much more. In a moment, I'm going to have you open and close your eyes one more time. Again, when you close your eyes, double the relaxation you now have. Make it become twice as deep. Ok, now once more, open your eyes...close your eyes and double your relaxation...good. Let every muscle in your body become so relaxed that as long as you hold on to this quality of relaxation, every muscle of your body will not work.

In a moment, I'm going to have you open and close your eyes one more time. Again, when you close your eyes, double the relaxation you now have. Make it become twice as deep. Ok, now, once more, open your eyes...close your eyes and double your relaxation...good. Let every muscle, in your body become so relaxed that as long as you hold on to this quality of relaxation, every muscle of your body will not work.

In a moment, I'm going to lift your (right or left) hand by the wrist, just a few inches, and drop it. If you have followed my instructions up to this point, that hand will be so relaxed it will be just as loose and limp as a wet dish cloth, and will simply plop down. Now don't try to help me or you will have to remove relaxation. Let me do all the lifting so that when I release it, it just plops down and you'll allow yourself to go much deeper.

(If subject helps to lift hand say,) "No, no let me do all the lifting, don't help me. Let it be heavy. Don't help me. You'll feel it when you have it."

"Now that you are physically relaxed, I want to show you how to mentally relax. You see, (person's name), when you relax your mind, you can do anything. We want your mind to be just as relaxed as your body. So, when I tell you to, I want you to start counting backward from 100 out loud. For each number, starting at 100, first say the number out loud. Then I want you to double your mental relaxation as you make the number disappear completely from your mind. You'll say the number, then relax it out, sending it out of your mind. Then, when that number is gone, say, 'More relaxed.' Then say the next number, and relax it out of your mind, and so on. By the time you reach 97, you will be so mentally relaxed that all numbers will have completely disappeared from your mind temporarily. Now at any point when you notice that all of the numbers are gone, simply say, 'gone.'"

Alright, begin by saying, '100.' Then double your relaxation and send it out of your mind. When it's completely gone from your mind, say, 'More relaxed.'"

Client says, "100"

"Make it disappear as you double your mental relaxation. When it's completely gone from your mind, say, 'More relaxed.'"

Client says, "More relaxed."

“Now say the next number.”

Client says, “99.”

“Make it disappear as you double your mental relaxation. When it’s completely gone from your mind, say, ‘More relaxed.’”

Client says, “More relaxed.”

“Good, Say the next number.”

Client says, “98.”

“Send it out of your mind.”

Client says, “More relaxed.”

“Good. Just continue doubling your mental relaxation.”

Client says, “97.”

“Double your mental relaxation.”

Client says, “More relaxed.”

“Numbers faded away completely now... When all the numbers are gone from your mind, just say, ‘Gone.’”

Client says, “Gone.”

“Now let your mind be filled with nothingness.”

# INSTANTANEOUS INDUCTIONS

1. Gaining instant access to the subconscious mind where suggestions for trance can be rapidly achieved
2. Can be quite good for overly intellectual people
3. At the time of shock, tribal animals look to a leader for direction and become highly suggestible
4. During times of trauma or when a pattern is interrupted from the norm, the subconscious is open to suggestions
5. The client must overcome their inhibitions for going into hypnosis beforehand, therefore a pre-talk may be necessary to dispel myths, educate and build rapport
6. If a client has already done hypnosis, then very little may be needed beforehand to create readiness
7. This method can be used with any other style of hypnosis including paternal, maternal, indirect, mechanical or confusion styles.

Rapid Inductions Involve Five Components:

1. Loss of Equilibrium
  - a. Partial Loss of Equilibrium
    1. Standing – Pulling the Body Forward
    2. Seated – Handshake and Drawing the Head Forward
  - b. Total Loss of Equilibrium
2. Startling Command - Psychic Shock
  - direct and forceful command to “sleep”
3. Misdirection – Physical or Mental (Mental Confusion)
4. Relaxation
5. Fulfillment of the trance ritual
  - “I am the hypnotist, you are the subject, you go into trance.”



## **TRAINING VIDEO - INSTANT INDUCTIONS**

## HAND PRESS INDUCTION – Rapid Induction

- Loss of equilibrium – Sense of disorientation
  - Startling command – Psychic shock
  - Fulfillment of the trance ritual
1. Client is sitting – adjust your body position accordingly
  2. Client pushes down on one of your hands – you pull your hand away – loss of equilibrium
  3. You ask them to stare into one of your eyes – you put your finger under that eye, telling them to look directly into your eye
  4. Send psychic messages from your eyes – “You are going into trance.”
  5. Use the language pattern for eye fixation – exchange the word “relax” with the word “sleep”
  6. On Number One – “SLEEP”
  7. Move into Head Roll

## HAND SHAKE INDUCTION – Rapid Induction

- Loss of equilibrium – Sense of disorientation
  - Startling command – Psychic shock
  - Fulfillment of the trance ritual
  - Be sure this induction is safe to use on the client
1. Client is sitting – adjust your body position accordingly
  2. Client holds one of your hands – you pull their arm – loss of equilibrium
  3. You ask them to stare into one of your eyes – you put your finger under that eye, telling them to look directly into your eye
  4. Send psychic messages from your eyes – “You are going into trance.”
  5. Use the language pattern for eye fixation – exchange the word “relax” with the word “sleep”
  6. On Number One – “SLEEP”
  7. Move into Head Roll and Arm Drop

## CONFUSION INDUCTIONS

- Incorporates all of the components of BEMAH and Rapid Inductions
- Takes longer than a rapid induction
- Useful for difficult clients who are overly analytical

Tell them what is going to happen: “We are going to do a very powerful induction, which will cause you to go very quickly into a deep hypnotic state. There will be a moment when I say the word “SLEEP.” when that happens, your eyes will close, you turn loose and relaxed and you will drop into a deep hypnotic state.”

Elements to Utilize:

1. Counting backwards
2. Interspersing letters
3. Body posture – hands, feet, arms, legs
4. Keep changing things and readjusting

Wait for a moment of hesitation on their part, when they are overwhelmed and having trouble trying to keep up, then pull an arm, say “SLEEP” and move into a Head Roll. Say “Turn loose and completely let go.”

Consider continuing with slightly rapid arm drops, followed by rapid eye open and closure, and gradually slowing down and pacing them into trance.

## METAL PLATES INDUCTION

- Incorporates all of the components of BEMAH and Rapid Inductions
- Useful for difficult clients who are overly analytical or clients who are proving difficult to hypnotize
- Be sure this induction is safe to use on the client

Tell them what is going to happen: “We are going to do a very powerful induction, which will cause you to go very quickly into a deep hypnotic state. There will be a moment when I say the word “SLEEP.” when that happens, your eyes will close, you will turn loose and relaxed and you will drop into a deep hypnotic state.”

1. My hand is an electromagnet
2. Your hands are metal plates
3. When I turn the magnet on your hands start moving together. When they touch they drop to your lap and you completely turn loose and let go.
4. Snap fingers. Magnet is on. “Your hands move closer and closer. The magnet gets stronger and stronger.”

Repeat this cycle twice. On the second cycle, as the hands get close together, grab the arms and say “3...2...1...and...SLEEP NOW.”

Turn into two arm drops – one arm, then the other.

## MODIFIED HAND PRESS WITH HAND WAVE

- Hand Press Induction with Hand Wave without eye contact
- Three breaths with the hand moving on coordination with the breathing
- At the top of the third inhalation, leave the hand up high as they exhale

Allow your eyes to open and place all of your attention on one spot on my hand while pushing down on my other hand.

Fixate all of your gaze at that one point as if nothing else matters.

Now take a big breath in, fill your lungs, and as you exhale, repeat in your mind “sleep”.

Good.

Now take another big breath in, focus on my hand, and now as you exhale repeat in your mind “sleep.”

One more time now, take another big breath in, fill your lungs completely...and now as you exhale, think to yourself, “sleep”.

Good.

Now you can breathe normally. [Here the hand stays above the head and moves into a snap and a Head Roll]

I am going to count backwards from five down to one and when I get to the number one your eyes will close down and you will completely let go....

Number Five: Eyelids now beginning to get heavy, droopy, drowsy and sleepy

Number Four: Keep staring at that my hand as if nothing else matters

Number Three: Staying right here now in the present moment

Eyelids getting more and more heavy [Start moving hand in towards face]

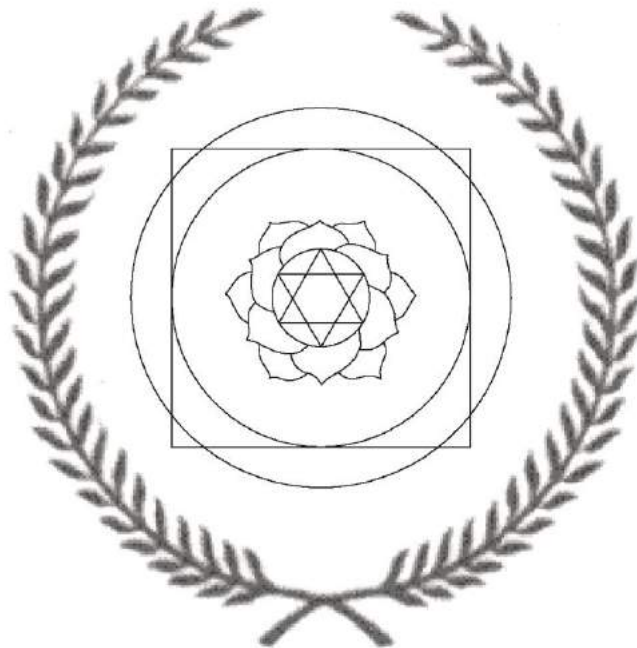
On Number Two, take a big breath in and fill your lungs again

Now on Number One and “SLEEP NOW” – Head Roll

## Course HT106 - Review

1. What is B & E of BEMAH?
2. What is MA of BEMAH?
3. What are Responsiveness Exercises and why do we use them?
4. Name Five Responsiveness Exercises:
5. List the Five Major Styles of Induction:
6. Semantics is:
7. Review the basic language pattern of a simple induction like Eye Fixation:
8. Rapid and Instantaneous Inductions involve Five Components, these are:

# Institute of Interpersonal Hypnotherapy



## Fundamentals of Hypnotism



# Deepening Techniques

## **HT107 - Deepening Techniques** - (5 clock hours)

Prepares students to deepen the hypnotic state after hypnotic inductions have been utilized. Instructs students in multiple styles of deepening and associates various tests to ensure depth of trance based upon suggestibility.

### **Student Learning Objectives**

1. Explain why deepening techniques are used
2. Describe how deepening techniques and tests are interrelated
3. Utilize a language pattern demonstrating fractionation
4. Demonstrate the effective use of deepening techniques - both simple and longer
5. Explain why we use suggestibility tests
6. Create protocols that show deepening and testing in relationship to depths of trance
7. Explain the difference between real and pretend eye catalepsy and when each would be used
8. Define and demonstrate the use of compounding
9. Give an example of ratification of the trance state in a creative way

## **DEEPENING TECHNIQUES**

- Can be defined as: Re-induction (re-inducing a deeper level of trance)
- Use at every transition. At every bridge.
- Many deepening techniques are also tests for the degree of responsiveness of the client.

Everything becomes a deepening technique:

1. Sounds – including “The more unexpected a sound, the deeper you will go.”
2. Feelings
3. Thoughts
4. Breath
5. My voice

### **Deepening Techniques:**

1. **Head Roll (also a test)**
2. **Arm Drop (also a test)**
3. **Rhythm of Breathing**
4. **Eye Open and Closure**
5. **Progressive Relaxation**
6. **Countdown**
7. **Wolberg Arm Levitation (also a test)**
8. **Elman Numeric Amnesia (also a test)**
9. **Basement of Relaxation/Elevator (also a test)**

## FRACTIONATION/DEEPENING BY RE-INDUCTION

1. Excellent for use with hypnotic conditioning sessions
2. They learn to follow your instructions
3. They become more responsive
4. Use often

“In a moment I am going to bring you slightly out of the hypnotic state. Then, we will do another induction that will be even more powerful, which will cause you to go back even deeper into the hypnotic state. This is called deepening by re-induction and it will cause you to go far deeper than you are right now. I will count from 1 to 3 and when I get to 3 you will open your eyes and we will do this even more powerful induction. 1,2,3...allow your eyes to open...” [Usually continue with a rapid induction to re-induce trance.]

## DEEPENING BY REALIZATION

- When the client realizes they have responded well by either passing a test or experiences some hypnotic phenomena.
- They have experienced an altered state by realizing that something different is happening. By this realization, they go deeper into trance.

## RATIFICATION – RATIFYING THE TRANCE

1. corroborate, approve. 2. validate, establish.

- This helps the client to realize that they were hypnotized and to validate the fact that they were in an altered state, thus increasing the effectiveness of the session.
- Used after de-hypnotizing
  - “What convinced you that you were hypnotized?”
  - “At what point did you realize that you were hypnotized?”
  - “Tell me about the experience of hypnosis.”

## Head Roll

- Slowly roll the head from side-to-side
- Check for any tension in the neck and shoulders
- Deliver suggestions for relaxation
- Also can be used to cause some loss of equilibrium
- Tell them what you are going to do before you do it

“In a moment I will gently rock your head from side-to-side. As I do, let me do all of the work and simply allow all of those muscles in your neck and shoulders to go loose, limp and relaxed. That’s right. Go deeper, deeper and deeper relaxed.”

## Arm Drop

- Lift one arm by the wrist using only one hand
- Do not hold the elbow with your other hand
- Test to be sure all of the muscles in the arm are relaxed as you move the arm side-to-side
- Drop it where it already was before lifting it

“In a moment I am going to lift your right arm. When I do, let it be loose and limp just like a rag doll. Allow me to do all of the work and just give me all of the weight. Good. Now, when I drop your arm, you will go three times deeper than you are right now... 3, 2, 1 and sleep now. [Drop arm and snap fingers on the number 1]

## Rhythm of Breathing

- Coordinate the rhythm of your voice with the pace of their breathing
- Often combined with a Countdown Technique. Say words and numbers on their exhalations. Slow down as you go to pace and lead their breathing into deeper levels of relaxation.
- “Every breath causes you to go even deeper...”

## Elman – Eye Open and Closure with Compounding

- See Elman induction
- Slower Style

“In just a moment I am going to have you open and then close your eyes. When you do, this will be your signal to double your level of relaxation. When your eyes open and close make your level of relaxation twice as deep. Now open your eyes briefly...good...close them back down, and double your level of relaxation...make it twice as deep.

In just a moment we are going to do that again. I will have you open and then close your eyes and when this happens remember that is your signal to double your level of relaxation. Want this to happen and you can easily make it happen. Now allow your eyes to open again briefly and then close them back down and make this level of relaxation twice as deep.

Now in just a moment I will have you do that one last time. When I ask you to, then open and close your eyes and find how easy it is to double your level of relaxation even further. Remember, only you can do this, I cannot do it for you. Okay, now once again, eyes open...good, now close them back down and double your level of relaxation, making it twice as deep.”

## Eye Open and Closure – For Hypnotic Conditioning

- Used to establish post-hypnotic suggestion – 3,2,1 – “Sleep Now,” snap fingers
- Repeat 5 times or more
- This is a faster style, which can be used with more paternal and direct styles that help to overwhelm the conscious mind.
- Coordinate the last cycle with an inhalation and an exhalation

“In a moment I am going to count from 1 to 3 and when I do you will open your eyes. Then I will count from 3 to 1, snap my fingers and say “Sleep Now.” Each time we do this, you are going to double your level of relaxation. You will also be conditioned that the words “3, 2, 1, Sleep Now,” will be my signal for you to quickly and easily enter back into a deep hypnotic state.

Now, 1...2...3....Eyes Open...3...2...1...Sleep Now [Repeat 5 times or more]

[Last cycle:] Take a big breath in. 1...2...3....Eyes Open...Exhale...3...2...1...Sleep Now...and double your level of relaxation, make it twice as deep.

## RRI – Repeated Re-Induction for PHI – Post-Hypnotic Induction

## Progressive Relaxation

- Longer deepening technique used after inductions and shorter deepening techniques
- Relaxing the body one part at a time
- Consider moving from toes to head or from head to toes
- Use other words besides relax

Calm	Tranquil	Safe
Serene	Gentle	Easy
Letting Go	Releasing	Unwinding
Loose	Limp	Lazy

### Parts of the body to relax:

- Feet and Toes
- Ankles and Lower Legs
- Knees and Behind the Knees
- Upper Legs
- Hips and Buttocks
- Entire Pelvic Region
- Belly and Lower Abdomen
- Lower, Middle and Upper Back
- Chest, Ribcage, Heart and Lungs
- Shoulders
- Upper Arms and Elbows
- Forearms and Wrists
- Hands and Fingers
- Neck and Throat
- Jaw and Root of Tongue
- Face and Eyes
- Head and Scalp
- Breathing
- Mind

### Adjuncts:

- Sunlight
- Moonlight
- Spiritual Light
- Waterfall of Cascading Energy
- Liquid Love
- Combine with Countdown
- Consider Associated (Here and Now) or Dissociated (In a Special Place)

## Countdown

- Count backwards from 10 to 1 interspersing relaxing words in between the numbers

Down	Deeper Down
Relax	Sleep
More Relaxed	Letting Go

- Utilizes Trance Logic
- Slow down towards the lower numbers
- Very effective when coordinated with breathing – Pace and Lead
- “To be your own inner hypnotist, repeat the words and numbers that I say in your mind.”
- Use Compounding – “Every number that I count will cause you to go twice as deep.”
- Therapist self-entrancement
- Can be combined with staircase, elevator, escalator, forest path or any other relevant guided imagery
- Use rhythm – with music, their breathing, a metronome or any other rhythmic pace.

“In a moment I am going to count from 10 down to 1 and with each descending number that I count, allow yourself to enter into deeper and deeper levels of relaxation.

10 – Going deeper...deeper and deeper relaxed

9 – Drifting down...down...down

8 – Deeper...deeper...deeper relaxed

7 – Down...down...down

6 – More relaxed...more relaxed...more relaxed

5 – Deeper...deeper...deeper

4 – Down...down...down...just letting go

3 – Sleep...sleep...sleep

2 – Deeper relaxed...deeper relaxed...deeper relaxed

1 – Deeper...Deeper...Deeper...

## Modified Elman Numeric Amnesia

“Now that you are physically relaxed, I want to show you how to mentally relax. You see, (person’s name), when you relax your mind, you can do anything. We want your mind to be just as relaxed as your body. So, when I tell you to, I want you to start counting backward from 100 out loud. For each number, starting at 100, first say the number out loud. Then I want you to double your mental relaxation as you make the number disappear completely from your mind. You’ll say the number, then relax it out, sending it out of your mind. Then, when that number is gone, say, ‘More relaxed.’ Then say the next number, and relax it out of your mind, and so on. By the time you reach 97, you will be so mentally relaxed that all numbers will have completely disappeared from your mind temporarily. Now at any point when you notice that all of the numbers are gone, simply say, “gone.”

Alright, begin by saying, ‘100.’ Then double your relaxation and send it out of your mind. When it’s completely gone from your mind, say, ‘More relaxed.’”

Client says, “100”

“Make it disappear as you double your mental relaxation. When it’s completely gone from your mind, say, ‘More relaxed.’”

Client says, “More relaxed.”

“Now say the next number.”

Client says. “99.”

“Make it disappear as you double your mental relaxation. When it’s completely gone from your mind, say, ‘More relaxed.’”

Client says, “More relaxed.”

“Good, Say the next number.”

Client says, “98.”

“Send it out of your mind.”

Client says, “More relaxed.”

“Good. Just continue doubling your mental relaxation.”

Client says, “97.”

“Double your mental relaxation.”

Client says, “More relaxed.”

“Numbers faded away completely now... When all the numbers are gone from your mind, just say, ‘Gone.’”

Client says, “Gone.”

“Now let your mind be filled with nothingness.”



## Basement of Relaxation/Elevator

- Used by Dave Elman to induce the “Esdaile State”
- Use of an elevator to descend three floors
- Use other imagery if an elevator or basement induces fear
- Letters are used instead of numbers as numeric amnesia has usually already been induced
- Esdaile State is also known as the “Hypnotic Coma” or “Plenary State.”

“Now you are already experiencing a profound level of physical and mental relaxation, however I am going to show you how to achieve the very depths of relaxation...the very depths of hypnosis.

To do this, I would like you to imagine yourself in an elevator with three floors beneath you. Floor A, floor B and floor C. Now floor C is the very basement of relaxation and it is where you simply cannot go any deeper. To get to floor C you will have to relax even more – physically and mentally. In fact, the only way that the elevator can go down is that you will have to relax even more deeply.

Let’s begin by having you relax even more and allow the elevator to slowly go down to floor A. When you have relaxed that much more deeply and have made it to floor A, simply say out loud the letter “A”.

Good. Now keep going deeper and deeper relaxed to floor B. To do this you will have to relax even more physically and mentally. Go deeper now. Relaxing even more and when you make it to that next level of profound relaxation, simply say the letter “B.”

Good. Now let’s go all the way down to the very basement of relaxation. This is floor C, where you will be so relaxed that you will barely want to move or think or speak. This is complete and total physical and mental relaxation. Go down now, deeper and deeper relaxed and when you make it to floor C, you might just be able to say out loud “C.”

[Clients are often so relaxed here that they do not say the letter “C”. Consider this a good sign of profound relaxation and continue moving on to your next phase of your work.]

That’s great. Now I want you to hold on to that profound level of physical and mental relaxation, for as long as you do your deep inner mind will be perfectly open and receptive to what is now about to occur...”

## TRANCE LOGIC

- A causes B even though A usually would not cause B
- Use often

### Examples:

- “The sound of my voice causes you to relax even deeper.”
- “Opening and closing your eyes will cause you to double your level of relaxation.”
- “When I lift and drop your arm you will notice how this causes you to go 3 times deeper into hypnotic sleep.”
- “Because of the transformation that has occurred here today you will easily accept all of the following suggestions that will easily become your reality.”

## COMPOUNDING

- Multiplying the effects of a suggestion

Can be used with:

- a. Eye Open and Closure
- b. Arm Drop
- c. Floors of an elevator or stairs

### Examples:

- “When you open and close your eyes this will cause you to double your level of relaxation.”
- “Every step that you take will cause you to go twice as deep.”
- “When I drop your arm back down to your lap you will go three times deeper than you are now.”

## BRIDGING

- Leading from one section of hypnosis to the next
- Learn to link things logically

### Examples:

1. From an induction into deepening
2. From deepening to testing
3. From deepening to the delivery of suggestions
4. From testing to a regression to a past event (Affect Bridge)

### Each arrow → is a bridge:

Pre-talk → Responsiveness Exercises → Induction → Deepening → Testing → Suggestions → De-Hypnotizing

### Exercise:

List five unrelated events and create a story of how they come seamlessly come together:

- 1.
- 2.
- 3.
- 4.
- 5.

## UTILIZATION

- Incorporating anything into the hypnotic experience
- In this model, there are no distractions or mistakes, but only opportunities
- Work within the client's model of reality and utilize their words, images and representational systems (More advanced training on this concept comes in Advanced Hypnotism's Ericksonian Training.)

### Examples:

- "The sound of the lawn mower outside only causes you to go twice as deep"
- "Any sounds you hear cause you to go deeper within yourself"
- "As you just exhaled deeply and let out that sigh notice how much deeper you now go within"

## SUGGESTIBILITY TESTING

Pre-talk → Responsiveness Exercises → Induction → Deepening → Testing → Suggestions → De-Hypnotizing

*Hypnotic tests such as “eye catalepsy” or “arm catalepsy” are used to bring about a conscious realization of the trance state.*

*After a client successfully experiences a hypnotic test, they tend to experience a deepening by realization.*

1. Any Susceptibility test – including lemon test, balloon/bucket, finger clamp or hand clasp
2. Head Roll
3. Arm Drop
4. Eye Catalepsy
5. Wolberg Arm Levitation
6. Arm Catalepsy
7. Elman Numeric Amnesia
8. Hypnohallucination – Positive or negative

## HEAD ROLL

- Slowly roll head from side-to-side
- Check for any tension in the neck and shoulders
- Deliver suggestions for relaxation
- Also can be used to cause some loss of equilibrium
- Tell them what you are going to do before you do it

“In a moment I will gently rock your head from side-to-side. As I do, let me do all of the work and simply allow all of those muscles in your neck and shoulders to go loose, limp and relaxed. That’s right. Go deeper, deeper and deeper relaxed.”

## ARM DROP

- Lift one arm by the wrist using only one hand
- Do not hold the elbow with your other hand
- Test to be sure all of the muscles in the arm are relaxed as you move the arm side-to-side
- Drop it where it already was

“In a moment I am going to lift your right arm. When I do, let it be loose and limp just like a rag doll. Allow me to do all of the work and just give me all of the weight. Good. Now, when I drop your arm, you will go three times deeper than you are right now... 3, 2, 1 and sleep now. [Drop arm and snap fingers on the number 1]

## EYE CATALEPSY

*To properly word the “eye catalepsy” test say, “As I count from five down to one your eye lids lock tightly closed. The more you try to open them, the tighter they lock closed. 5, 4, 3, 2, 1, try to open your eyes and find them locking tightly closed.”*

*If during the eye catalepsy test the client opens their eyes tell the client to close their eyes and do the test again adding imagery. If they open their eyes again, you may use stem sentence completion to help the client discover their inhibition to respond.*

- Actual test to be used after deepening is complete (as opposed to Pretend Eye Catalepsy)
- Usually used as a first significant test beyond head rolls and arm drops
- Test for Light Hypnosis

### Eye Catalepsy

1.  
In a moment I am going to gently touch your forehead and when I do your eyelids will become sealed down tightly closed [touch forehead].
2.  
Your eyelids are now locked down tightly closed  
Your eyelids are now locked down tightly closed
3.  
Any effort to open your eyes causes them to lock down even tighter  
Any effort to open your eyes causes them to lock down even tighter
4.  
You can try to open your eyes but find them locking down even tighter  
You can try to open your eyes but find them locking down even tighter
5.  
When you are convinced that they are just not going to open, then nod your head yes.
6.  
Good, now stop trying and go even deeper.

## What To Do If a Client Fails Eye Catalepsy

- Remember that clients are always doing well
- There is never a problem, simply continue with the following techniques:

### After First Attempt:

“Good, now close your eyes back down. [Use 2-finger eye closure to non-verbally suggest that the eyelids are sealed down closed.] Now imagine as if your eyelids are like one of those blinds that pull down over a window and the mechanism to have the blinds roll back up simply just does not work... so that you can pull on that curtain, but find that it remains completely sealed down closed.

(Other imagery to use: Lead weights on eyelids or Glue sealing eyelids shut.)

Now...[repeat eye catalepsy language pattern clearly and slowly.]

### After Second Attempt:

“That’s fine. Now just close your eyes back down and roll your eyes up into your forehead. Allow your eyelids to remain sealed down tightly closed and gently roll your eyes up to look into the space between your eyebrows. Keep rolling your eyes up and find those eyelids remaining sealed down closed.

Now...[repeat eye catalepsy language pattern clearly and slowly.]

- If even the following fail, then go to “Resolutions for Difficult Clients” or simply continue with hypnotherapy as you see fit

## FIH Pretend Eye Catalepsy

- To be used after a first simple induction (i.e. Eye Fixation)
- Not an actual test, but is used to bypass the critical factor of the conscious mind
- Serves as a deepening technique and prepares clients to more easily pass true eye catalepsy

“Bring your attention to your eyelids and as you do you can feel them becoming very heavy.

Imagine as if your eyelids are so heavy that they just will not work.

Imagine as if those eyelids are so heavy it is as if they are sealed down tightly closed.

Imagine that those eyelids are just so heavy that they simply will not work.

Now I'd like you to pretend, just pretend, as if you try to open your eyelids and find that they just do not work.

Good.

When you find that they are so heavy that they just do not work, then stop trying and go deeper within.”



## ARM CATALEPSY

- Tests for Medium Hypnosis
- Same basic language pattern as in any true test
- Usually turns into an Arm Drop

“In just a moment I am going to lift your arm and when I do I will have you make a fist with your hand. At that moment your arm will become stiff and rigid, solid, just like a steel bar.

[Lift arm offering verbal as well as non-verbal cues for the arm to be stiff and rigid]

Now imagine as if your arm is solid like a steel bar.

Your arm is now solid, stiff and rigid like a steel bar.

Any effort to bend your arm makes it lock down even tighter.

Any effort to bend your arm makes it lock down even tighter.

You can try to bend your arm but find it locking down stiff and rigid.

Try to bend your arm but find that it locks down tight.

When you are convinced that it is just not going to bend, then nod your head yes.

Good...stop trying and give me all of the weight of your arm.

[Turn into Arm Drop with proper language pattern with Compounding]

## WOLBERG ARM LEVITATION

- Tests for Medium Hypnosis, yet requires more responsiveness than Arm Catalepsy
- Also serves as a deepening technique
- Can be done before Arm Catalepsy as it leads into it well
- Use with Hypnotic Patter

### Step 1:

Bring your attention to your right hand and imagine that it is now placed over a nice warm fire place. Imagine as if you are warming your hands over this nice warm fire. Now as you do, you will notice a subtle tingling sensation in your right hand. As soon as you notice this tingling, then just nod your head yes. ...Good.

### Step 2:

Now imagine that your hand moves a little bit closer to the fireplace or that the fire gets a little bit warmer and as you do you will notice that your subconscious mind now begins to cause the tingling sensation to grow even stronger. As soon as you notice this tingling sensation has grown that much stronger, then you can once again nod your head yes. ...Good.

### Step 3:

Now imagine as if that tingling sensation in your right hand becomes a very light sensation, as if your arm is hollow and filled with helium gas. Imagine as if I just tied fifty helium balloons around your right wrist and that your right arm is filled with helium gas.

Now you will begin to feel the first sensations of movement as your hand and arm begin to float and lift, to lift and rise. Floating and lifting - lifting and rising. [Continue with hypnotic patter until the arm is as high as you would like it to be.]

[Or consider adding:] Now I am going to count from 1 to 20 and with each number your hand will get lighter as it now begins to float and lift and lift and rise.

- 1...lighter and lighter
- 2...moving and lifting, lifting and rising
- 3...as your arm gets lighter you go deeper
- 4...as your arm moves higher and higher it moves easier, getting lighter and lighter
- 5...20

[End with:] The moment it touches your (face, chin, nose, or chest) it drops loosely and limply to your lap and you go twice and deep into hypnotic sleep.

Consider: Imaginary rubber-band between nose and hand

[Or End With:] Arm Catalepsy with the arm above the head. Turn into Arm Drop.

## ELMAN NUMERIC AMNESIA

- See previous pages
- This is placed here again so that it can be seen in the order of proper testing
- Test for Deep Hypnosis

## HYPNOHALLUCINATION – POSITIVE AND NEGATIVE

- Positive hallucinations add something to one's experience that is not really there
- Negative hallucinations take something away that really is there
- Can be done through direct suggestion

“In a moment I will snap my fingers and when I do the number 5 will be erased from your mind.”

### Corridor of Forgetfulness

“Imagine in front of you is a long corridor, a long hallway, and in front of this corridor is a velvet drape that covers its entrance way. Now push the drape aside and begins to walk through the corridor.

[Begin Head Roll]

Now the number 5 is erasing from your mind. As I roll your head, keep walking through the corridor and the number 5 is erasing from your mind.

Any effort to speak that number makes your throat lock up tight and any effort to think it or speak it makes your mind grow blank.

The number F-I-V-E is now erasing from your mind. It is going...going...going...and...gone.

Now open your eyes and begin counting your fingers like this...”

## **Exercises #'s 3 to 6**

### **Exercise #3 - Basic Inductions, Deepening and De-Hypnotizing**

Eye Fixation  
Pretend Eye Catalepsy  
Eye Open and Closure with Compounding  
Progressive Relaxation or Countdown  
De-Hypnotize

### **Exercise #4 - Induction, Deepening, Testing, Basic Suggestion Delivery, De-Hypnotize**

2-Finger Eye Closure or Hand-Wave Induction  
Pretend Eye Catalepsy  
Eye Open and Closure with Compounding  
Progressive Relaxation or Countdown  
Eye Catalepsy  
Arm Catalepsy  
Deliver Basic Positive Suggestions  
De-Hypnotize

### **Exercise #5 - Rapid Inductions – Seated and Standing**

Hand Press  
Hand Shake  
Modified Hand Press with Hand Wave  
Confusion Induction  
Metal Plates Induction  
Standing Instantaneous Inductions

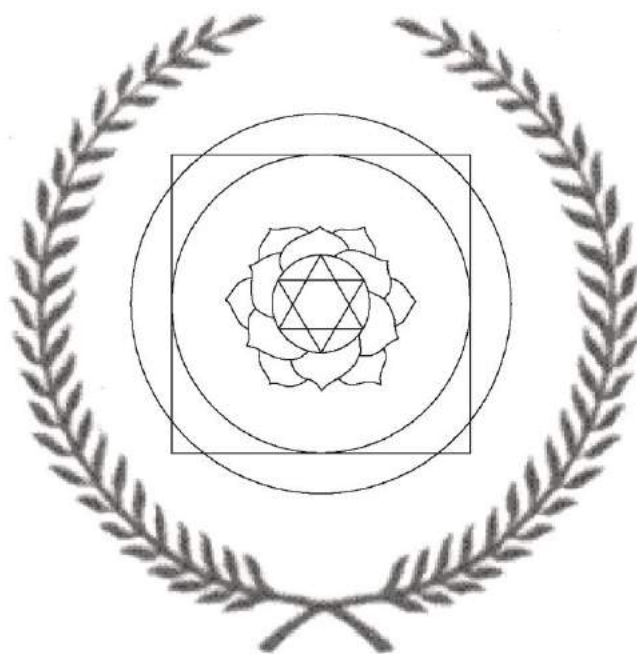
### **Exercise #6 - Synthesis of Modalities**

Simple Induction (Eye Fixation, Hand Wave, or 2-Finger Eye Closure or equivalent)  
Fractionation  
Seated Rapid Induction  
Deepening  
Eye Catalepsy  
Arm Catalepsy  
Elman Numeric Amnesia  
Basement of Relaxation  
Suggestion Delivery  
Check for Closure  
De-Hypnotize  
Post-Talk

## Course HT107 - Review

1. When do we use deepening techniques?
2. Can tests be deepening techniques and can deepening techniques be tests?
3. What is Fractionation?
4. Give examples of simple deepening techniques:
5. Give examples of longer deepening techniques:
6. Why do we use tests?
7. What tests measure which levels of trance?
8. What is the difference between real and pretend eye catalepsy? When is each one used?
9. What is Compounding?
10. What does it mean to Ratify the Trance State? Why do we do this? How do we do this?

# Institute of Interpersonal Hypnotherapy



## Fundamentals of Hypnotism Effective Suggestion Delivery

## **HT108 - Effective Suggestion Delivery** - (5 clock hours)

Prepares students to deliver suggestions and affirmations to a hypnotized subject. The structure of proper suggestion is taught as well as multiple hypnotic adjuncts to assist in accessing the subconscious mind.

### **Student Learning Objectives**

1. Write and deliver suggestions and affirmations based on general principles
2. Create hypnotic programming sessions using keywords, based upon beliefs, emotions and the presenting issue
3. Deliver visual images successfully to a client and assure a client of their ability to visualize

## **STRUCTURING YOUR SUGGESTIONS**

1. The motivating desire must be strong
2. Be positive
3. Always use the present tense – avoid the word “will” – use the word “now.”
4. Set a time limit
5. Suggest action, not the ability to act – avoid the word “can”
6. Be specific
7. Keep your language simple
8. Emotionalize
9. Use repetition
10. Be accurate
11. Be realistic
12. Personalize – Use the person’s name and cater the suggestion to them



# STRENGTHENING SUGGESTIONS

1. Self-Entrancement
2. Paint Pictures – Make it visual
3. Analog Marking/Embedded Commands – Emphasizing a part of a sentence using verbal or non-verbal means; e.g. a louder tone or a hand gesture
4. Rhythm
5. NLP Language Patterns
  - a. Use of Quotes
  - b. Double Bind – Use of the word “or”
  - c. Inferred Suggestions
6. Power of the Pause – Pause before important suggestions
7. Use of clients predominant representational system(s)
8. Use of all representational systems - VAK
9. Wrap Around
10. Sneaky Pete – Post-Termination Suggestion(s) with anchoring
11. Use of Tone
  - a. Tone up – Question
  - b. Tone Flat – Statement
  - c. Tone down – Command
  - Avoid making suggestions in a questioning tone

12. Give a reason – Use of the Implied Causative (Trance Logic)

A reason = A occurs because of B

- Use of the word “because”

Implied Causative = two or more ideas are joined together in such a way that they seem to be related even though they may have little or nothing to do with each other. A causes B even though A usually would not cause B (trance logic.)

13. If it seems too great, make it incremental

14. Deliver suggestions in the 2<sup>nd</sup> person, the 1<sup>st</sup> person and the 3<sup>rd</sup> person

- a. you are...
- b. I am...
- c. Joe is... or He is...

# AFFIRMATIONS AND SUGGESTIONS

## Affirmations

## Suggestions

*“The uncritical acceptance of an idea may be defined as suggestibility.”*

## VISUALIZATION

1. Instead of using the word “visualize”, consider using words like “imagine,” “sense,” “perceive” or “think about” so that clients are not intimidated by the use of the word visualize.
2. Encourage clients that they only need to understand the meaning of what you suggest that they see mentally and that it may not be a “Technicolor” image.
3. Remind clients that some people are more auditory or kinesthetic and that they cannot do this wrong. They will find their own way to conceive of what you mean and that is more than good enough.
4. Remember a picture is worth a thousand words and that the subconscious responds far better to images and feelings than it does to words – have them see and feel what you mean. Words are merely symbols of symbols.

### Improving Visualization Skills

1. Think of shapes – squares, triangles, circles
2. Change colors into the items that are those colors – orange into an orange, red into an apple, green into grass
3. Hand-to-Mind’s Eye Coordination – Imagine things that you do with your hands
  - Ask client about something they do often with their hands
    - a. Typing on a computer
    - b. Gardening
    - c. Vacuuming
    - d. Making your bed
    - e. Driving your car
    - f. Cooking a meal
4. Think about the Five Elements
  - a. Wood
  - b. Fire
  - c. Earth
  - d. Metal
  - e. Water
5. Incorporate all different senses working with one at a time
  - a. Visual - See
  - b. Auditory - Hear
  - c. Olfactory - Smell
  - d. Gustatory - Taste
  - e. Tactile - Touch

f. Kinesthetic – Feeling/Emotional

5. Eye blinking recreation exercise

- Look at external objects and then close eyes and imagine
  1. Shapes
  2. Colors
  3. Furniture
  4. One's self in the mirror
  5. Body parts – hand, finger, arm
  
- After seeing things as they are use creative visualization to change aspects of the image

# Designing Hypnotic Programming Sessions/CDs

## **Information Collected on Paper:**

1. Intention
2. Key Words
3. Key Phrases/Quotes
4. Suggestions/Affirmations
5. Metaphors
6. Special Place
7. Anchor/Trigger Phrase

## **Items to Include on Recording:**

- Music/Waves
- Intention
- Induction
- Pretend Eye Catalepsy
- Eye Open and Closure with Compounding
- Special Place/Inner Sanctuary
- Deepening Technique(s)
- Bridging to Suggestions
- Delivery of Suggestions/Affirmations
- Guided Visualization
- Metaphors
- Silent Time/Encouraged Auto-Suggestion and Visualization
- Creating and Manifesting
- Set up Anchor and Trigger
- De-hypnotize

## **Exercise #7 - Hypnotic Programming**

Column A – Symptom(s), Emotions, Beliefs

Column B – Positive Reframes with Keywords and Suggestions

Programming Session Including:

Setting an Intention

Induction

Deepening

Special Place

Bridging to Suggestions

Delivery of Suggestions

Visualization

De-Hypnotize

# **Class Participation in Designing a Hypnotic Programming Session**

Page 1 – Client Intake (Symptoms, Emotions, Beliefs)



## **Class Participation in Designing a Hypnotic Programming Session**

Page 2 – Intention, Keywords, Suggestions, Visualization, Special Place, Other(s)

## **Course HT108 - Review**

1. What is a Suggestion?
2. What is an Affirmation?
3. List 5 key points in structuring suggestions:
4. What other words can be used besides the word “visualize?”
5. What are the key components to look for during a client intake for designing hypnotic programming sessions?

## **HT109 – Self-Hypnosis** (2.5 hours)

Prepares the student to enter the hypnotic state for him/herself, as well as how to teach hypnosis to others. This course encourages self-entrancement and teaches that all hypnosis is really self-hypnosis as it works to encourage the hypnotist to empower his/her client to enter the trance state on his/her own.

### **SELF-HYPNOSIS**

- Self-entrancement
    1. Intention
    2. Comfortable position
    3. Induction
    4. Pretend Eye Catalepsy
    5. Eye Open and Closure with Compounding
    6. Inner Sanctuary/Special Place
    7. Deepening with Progressive Relaxation or Countdown
    8. Auto-Suggestion
    9. Visualization
    10. Other Uses
  
  - 11. De-Hypnotize/Terminate Session
- Options:
1. Anchor and Trigger Phrase
  2. PNI
  3. Creating and Manifesting

## Tips for Self-Hypnosis

1. One goal at a time
2. For the first two weeks practice twice per day morning and evening
3. Practice for at least one month depending on the desired goal
4. *If a client complains that while practicing self-hypnosis and repeating their therapeutic suggestions, thoughts of the problem they are attempting to remedy flood their mind, then further processing of the underlying issue could be needed. It's not that they are not concentrating hard enough. It's not that they are not deep enough in trance, and it is not that they are trying too hard and therefore engaging the conscious mind.*

## USES OF SELF-HYPNOSIS

1. Stress Reduction – Physical and Mental Relaxation
2. Healing and Pain Management – PNI
3. Suggestion Therapy – Auto-Suggestion
4. Visualization Work
5. Auto-Regression
6. Spiritual Guidance/Higher Self Work
7. Discovering the cause or solution to a problem
8. Creating and Manifesting

# TEACHING SELF-HYPNOSIS

- Teach as many of your clients as you can.
- “It is my job to become obsolete in your life.”

1. Record Session
2. Educate – Dispel myths, answer questions – “All hypnosis is self-hypnosis.”
3. Teach Eye Fixation
4. Explain Trance Logic
5. Teach Simple Progressive Relaxation
6. Explain the basics of auto-suggestion
7. Explain the basics of visualization
8. Give them a self-releasing suggestion/ simple de-hypnotizing process
  - a. Hand Lift
  - b. Count from 1 to 5
  - c. “Awake Now” “Wide Awake”
9. Establish and Anchor and a Trigger Phrase

## AUTOGENIC STRESS REDUCTION

Autogenic Training is derived from the Greek word (auto=self and genus, which means ‘originated’ = genes = training of the genes)

Tense and relax various parts of the body with auto-suggestion as coordinated with the breath.

- Left leg
- Right leg
- Hips and buttocks
- Low back and lower abdomen
- Upper body, shoulders and upper back
- Left arm
- Right arm
- Face
- Whole body

Auto-suggestion

“My left leg is relaxing”

(Repeat three times for each section of the body)

## HYPNOTIC CONDITIONING

- To put someone into trance faster
  - Pavlovian Response
- 
- Once trance is established
  - Repetition
  - Fractionation – Deepening by Re-induction
1. Tell Client to “Remember the Trance State”
  2. Use of same inductions
  3. Use of same music
  4. Conditioning to the chair, room and lighting
  5. Conditioning to the sound of my voice
  6. Post-hypnotic suggestions:
    - a. 3,2,1 Sleep Now
    - b. Elman Eye Open and Closure or Rapid Method
    - c. Arm Drop with 3,2,1 Sleep Now
    - d. Trigger Phrases

# ABREACTIONS

## Abreact

To release (repressed emotions) by acting out, as in words, behavior, or the imagination, the situation causing the conflict.

A term for reliving an experience in order to purge it of its emotional excesses; a type of catharsis. Sometimes it is a method of becoming conscious of repressed traumatic events.

Purging of emotional tension [ syn: catharsis]

The expression and emotional discharge of unconscious material (as a repressed idea or emotion) by verbalization especially in the presence of a therapist

The release of emotionally charged material from the mental process.

Emotional discharge, usually due to remembering past pain.

Unintentional release of energy with spontaneous and unconscious movement

These are seen as clues/road maps to something – subtle or gross – as energy held around a certain issue

They happen in or out of trance, yet are often amplified in trance

Could be in the form of laughter – the release of nervous energy

When observed it means there is some tension around what you have just addressed

Anything that comes up/moves can be treated as a part and addressed with Focusing, Parts Therapy or Stem Sentence Completion

Talk to these parts: “What are you doing for [client’s name]?”

Abreaction examples:

- 1 Head nod/shake
2. Arm/finger movements
3. Coughing/clearing throat
4. Sneezing
5. Twitches
6. Nervous laughter
7. Wincing



**E-motion = Energy in motion**

## **IDEOMOTOR ACTIVITIES**

**Ideomotor** – The involuntary capacity of muscles to respond instantaneously to thoughts, feelings and ideas.

Actions that occur “without thinking about it.”

Action without conscious intention

Examples: Pendulums, Ouija Boards, Flushing of Skin, Change in Heart Rate, Warmth, Blinking, Pupillary Dilation, Breathing.

**Ideosensory** – Refer to the capacity of the brain to develop sensory images, which may be kinesthetic, olfactory, visual, auditory, tactile or gustatory.

Negative Ideosensory Activity – Denial of actual sensory experiences – Not seeing something that is there

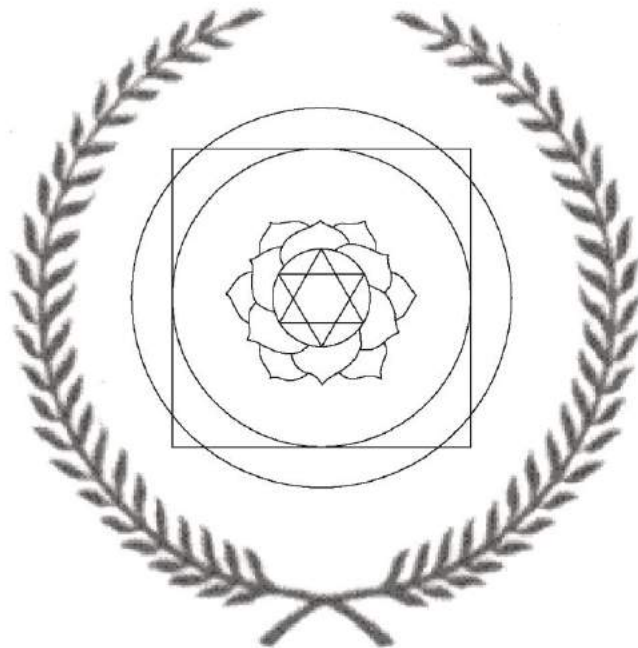
Positive Ideosensory Activity – Adding something to sensory experience that is not actually there – Imagining the smell of a certain odor that does not actually exist

**Ideomotor Questioning** – Finger Signals (explained in detail in Programs HT and CL)

## **Course HT109 - Review**

1. What is Self-Hypnosis?
2. Should a professional hypnotherapist teach his or her clients self-hypnosis?
3. A simple Self-Hypnosis Session could consist of:
4. Hypnotic Conditioning is used to:
5. Abreactions to be aware of may include:
6. Ideomotor Questioning refers to:

# Institute of Interpersonal Hypnotherapy



## Fundamentals of Hypnotism

# Basic Neuro-Linguistic Programming

## **HT110 - Basic Neuro-Linguistic Programming** (5 clock hours)

Prepares the student in the basic practice of Neuro-Linguistic Programming (NLP) in establishing and working with anchors, hypnotic language patterns and other NLP techniques related to the practice of hypnotism. Also introduces the student to the basic presuppositions of NLP, its origins and its practice within and outside of the fields of hypnosis.

### **Student Learning Objectives**

1. Explain what NLP is to a client
2. Explain the benefits of understanding Representational Systems
3. Demonstrate setting an Anchor
4. Demonstrate Stacking Anchors
5. Demonstrate the Circle of Excellence
6. Demonstrate the Red Box

## NLP – NEURO-LINGUISTIC PROGRAMMING

NLP is the practice of understanding how people organize their thinking, feeling, language and behavior to produce the results they do. NLP provides people with a methodology to model outstanding performances achieved by geniuses and leaders in their field.

A key element of NLP is that we form our unique internal mental maps of the world as a product of the way we filter and perceive information absorbed through our five senses from the world around us.

**Neuro:** Each individual has established their own unique mental filtering system for processing the millions of bits of data being absorbed through the senses. Our first mental map of the world is constituted of internal images, sounds, tactile awareness, internal sensations, tastes and smells that form as result of the neurological filtering process. The first mental map is called ‘First Access’ in NLP.

“Neuro” because all of our experiences, both conscious and subconscious, are derived through and from our senses and central nervous system.

**Linguistic:** We then assign personal meaning to the information being received from the world outside. We form our second mental map by assigning language to the internal images, sounds and feelings, tastes and smells, thus forming everyday conscious awareness. The second mental map is called the Linguistic Map (sometimes known as Linguistic Representation)

“Linguistic” because our mental processes are also coded, organized, given meaning and transformed through language.

**Programming:** The behavioral response that occurs as a result of neurological filtering processes and the subsequent linguistic map.

“Programming” because people interact as a system in which experience and communication are composed of sequences of patterns or “programs.”

NLP is a practical application of how people think. NLP is a unique model of how people learn, motivate themselves, and change their behavior to achieve excellence in any endeavor.

NLP lets you model, or copy, human excellence in any form. With NLP, you can identify what makes someone exceptionally skilled, and get that skill for yourself or teach it to others. NLP can help you become adept in whatever is important to you.

NLP is valuable whenever human communication skills can enhance results – in business consultation, management, negotiation, education, counseling, therapy, relationships, parenting, nursing, public speaking, sports performance and many other areas.

NLP can be used as a method of therapy but its applications are much broader. Even when used as a therapy, it’s basically a process of teaching people how to use their brains. Most therapy is remedial; that is, directed

towards solving problems from the past. NLP goes much further to study excellence and teach the skills that promote positive change that generates new possibilities and opportunities.



## **MAJOR PRESUPPOSITIONS OF NLP**

1. Communication is redundant. You are always communicating, in all three major representational systems: visual, auditory and kinesthetic.
2. The meaning of your communication is the response you elicit. Communication is not about what you intend, or about saying the right words; it's about creating an experience in, and getting a response from, the listener. The bottom line is the response you elicit.
3. People respond to their map of reality, not to reality itself. NLP is the art of changing these maps (not reality).
4. Requisite variety: The element in a system with the most flexibility will be the controlling element.
5. People work perfectly. No one is wrong or broken; it's simply a matter of finding out how they function now, so that you can effectively change that to something more useful or desirable.
6. People always make the best choice available to them at the time, but usually there are lots of other better ones.
7. Positive Intention: Behind every behavior is a positive intention.
8. Every behavior is useful in some context.
9. Choice is better than no choice.
10. Anyone can do anything. If one person can do something, it is possible to model it and teach it to anyone else.
11. People already have all the resources they need. What they need is access to these resources at appropriate times and places.
12. There is no such thing as failure, only feedback. Every experience can be utilized.
13. Chunking: Anything can be accomplished (by anyone) if you break the task down into small enough chunks.



## **BASIC NLP TERMINOLOGY**

### **Accessing Cues**

Subtle behaviors that will both help to trigger and indicate which representational system a person is using to think with. Typical types of accessing cues include eye movements, voice tone, tempo, body posture, gestures, and breathing patterns.

### **Anchoring**

The process of associating an internal response with some external trigger (similar to classical conditioning) so that the response may be quickly, and sometimes covertly, re-accessed.

### **Auditory**

Relating to hearing or the sense of hearing.

### **Behavioral Flexibility**

The ability to vary one's own behavior in order to elicit or secure a response from another person.

### **Chunking**

Organizing or breaking down some experience into bigger or smaller pieces. Chunking up involves moving to a larger, more abstract level of information. Chunking down involves moving to a more specific and concrete level of information. Chunking laterally involves finding other examples at the same level of information.

### **Kinesthetic**

Relating to body sensations. In NLP the term kinesthetic is used to encompass all kinds of feelings including tactile, visceral, and emotional.

### **Modeling**

The act of creating a calculus (A system or method of calculation) which describes a given system and then duplicating that in another.

### **Pacing**

A method used by communicators to quickly establish rapport by matching certain aspects of their behavior to those of the person with whom they are communicating - matching or mirroring of behavior.

### **Predicates**

Process words (like verbs, adverbs, and adjectives) that a person selects to describe a subject. Predicates are used in NLP to identify which representational system a person is using to process information.

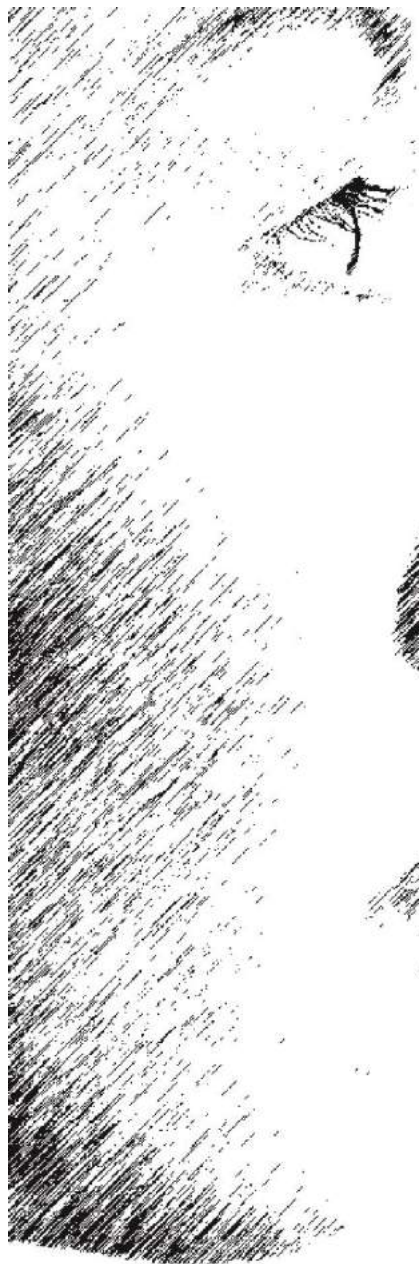
### **Representational System Primacy**

The systematic use of one sense over the others to process and organize in a given context.

### **Visual**

Relating to sight or the sense of sight.

# NLP - FLOW FROM INPUT TO OUTPUT



## Input

- The external world composed of subatomic particles

Absorbed through the five senses

## Neurological Filters

- Internal images, sounds and feelings

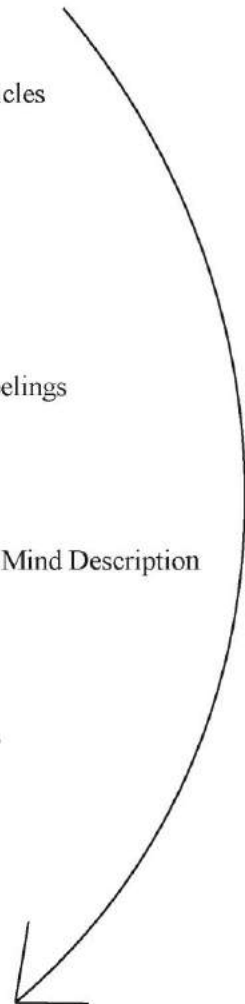
## Linguistic Filters

- Linguistic Map - Conscious Mind Description

## Behavioral Programs

## Output

- Behavior



# REPRESENTATIONAL SYSTEMS

## Seeing (Visual)

Eyes	Looking up to the right or left, or their eyes may appear unfocused.
Gestures	Quick and angular, and include pointing.
Breathing	High, shallow and quick
Speech	Fast.
Words	See, look, imagine, reveal, perspective
Presentations	Pictures, diagrams, movies

## Hearing (Auditory)

Eyes	Look down and to the left and may appear “shifty-eyed.”
Gestures	Their gestures are balanced, touching one’s face (i.e. rubbing the chin).
Breathing	Mid-chest, rhythmic
Speech	Speak rhythmically
Words	Hear, listen, ask, tell, clicks, in-tune
Presentations	Lists, summarize, quote, read

## Feeling (Kinesthetic)

Eyes	Look down to the right
Gestures	Rhythmic, Touching their chest
Breathing	Deep, slow with pauses
Speech	Speaks slowly
Words	Feel, touch, grasp, catch on, contact
Presentations	Toward [Goals]; achieve, attain, gain, Away From [Problems]; avoid, relieve, out

## EYE ACCESSING CUES

**V<sup>r</sup> Visual remembered:** seeing images of things seen before, in the way they were seen before. Sample questions that usually elicit this kind of processing include: “What color are your mother’s eyes?” “What does your coat look like?”

**V<sup>c</sup> Visual constructed:** seeing images of things never seen before, or seeing things differently than they were seen before. Questions that usually elicit this kind of processing include: “What would an orange hippopotamus with purple spots look like?”

**A<sup>r</sup> Auditory remembered:** remembering sounds heard before. Questions that usually elicit this kind of processing include: “What is the sound of your alarm clock?”

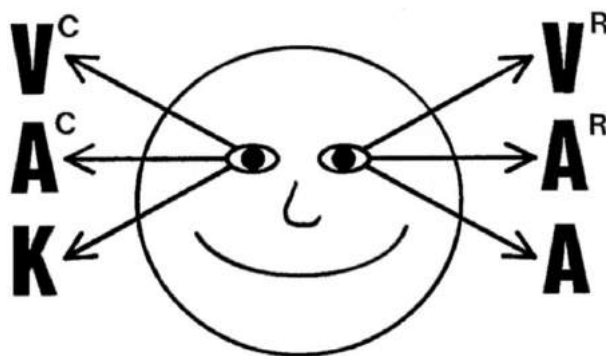
**A<sup>c</sup> Auditory constructed:** hearing sounds not heard before. Questions that tend to elicit this kind of processing include: “What would the sound of clapping turning into the sound of birds singing sound like?” “What would your voice sound like an octave lower?”

**A<sup>d</sup> Auditory digital:** Talking to oneself. Questions that tend to elicit this kind of processing include: “Can you say something to yourself that you often say to yourself?” “Recite the Pledge of Allegiance internally.”

**K Kinesthetic:** Feeling emotions, tactile sensations (sense of touch), or proprioceptive feelings (feelings of muscle movement). Questions to elicit this kind of processing include: “What does it feel like to be happy?” “What is the feeling of touching a pine cone?” “What does it feel like to run?”

Eye accessing cues are presented in more detail in *Frogs into Princes and Solutions*.

The chart is easiest to use if you simply superimpose it over someone’s face, so that as you see her looking in a particular direction you can visualize for that eye accessing cue.



## NLP PREDICATES

Process words (verbs, adverbs, and adjectives) that a person uses to describe a subject. Predicates are used in NLP to identify which representational system a person is using to process information.

Visual	Auditory	Kinesthetic	Auditory Digital	Unspecified	Olfactory/ Gustatory
See	Hear	Grasp	Sense	Think	Smell
Look	Tell	Feel	Experience	Decide	Fragrant
Bright	Sound	Hard	Understand	Understand	Stink
Clear	Resonate	Unfeeling	Change	Activate	Reek
Picture	Listen	Concrete	Perceive	Manage	Aroma
Foggy	Silence	Scrape	Question	Repeat	Pungent
View	Deaf	Solid	Insensitive	Know	Sour
Focused	Squeak	Touch	Distinct	Develop	Sweet
Dawn	Hush	Get hold of	Conceive	Prepare	Acrid
Reveal	Roar	Catch on	Know	Advise	Musty
Illuminate	Melody	Tap into	Think	Indicate	Fresh
Imagine	Make music	Heated	Learn	Consider	Bland
Hazy	Harmonize	argument	Process	Motivate	Stale
An eyeful	Tune in/out	Pull some	Decide	Create	Fresh
Short	Rings a bell	strings	Motivate	Anticipate	Bitter
sighted	Quiet as a	Sharp as a	Consider	Plan	Salty
Sight for	mouse	tack	Describe in	Create	Nutty
sore eyes	Voiced an	Smooth	detail	Generate	Delicious
take a peek	opinion	operator	Figure it out	Deduce	Salivate
Tunnel	Clear as a	Make contact	Make sense of	Direct	Spoiled
vision	bell	Throw out	Pay attention to	Achieve	Sniff
Bird's eye	Give me	Firm	Word for word	Accomplish	Smokey
view	your ear	foundation	Without a doubt	Initiate	Bitter
Naked eye	Loud and	Get a handle		Conclude	
Paint a	clear	on		New	
picture	Purrs like a	Get in touch		Knowledge	
Notice	kitten	with		Aware of	
Show	On another	Hand in hand		Intensify	
Appear	note	Hang in there		Incorporate	
Pretty	Discuss	Relax		Differentiate	
Colorful	Talk	Handle		Represent	
Observe	Noisy	Dull			
Scene	Remark	Hard			
	Mention	Rough			

## INFORMATION GATHERING

The Keys to an Achievable Outcome – based on the work of *Alfred Hadbank Skarbek Korzybski*

1. What do you want?
  - a. State in positive terms
  - b. Initiated and controlled by client
  - c. Specific-Sensory Based – See – Hear – Feel
  - d. Small chunk size

What will that do for you?

2. How will you know when you have it?
3. Where, when and with whom do you want it? (Sensory based and ecological)

How will this affect other aspects (or people) in your life?

4. What stops you from having this already?
5. What resources do you already have that will help you obtain your outcome?
6. What additional resources do you need to obtain it?
7. How are you going to get there?
  - a. First step. Be specific and achievable.
  - b. Is there more than one way to get there?



**TOTE**

**T -**

**O -**

**T -**

**E -**

## ANCHORING

- Anchoring is the process of associating an internal response with some external trigger (similar to classical conditioning) so that the response may be quickly, and sometimes covertly, re-accessed.
1. As much as possible attain a fully associated state for the client, ideally with intense full body involvement.
  2. Apply the anchor at the peak of the emotional state.

### **Tips for Anchoring:**

- a. Anchor should be a unique stimulus – thus allowing for little margin of error and an ease for re-accessing the desired state
- b. Replicate the anchor precisely
- c. It does not take a long period of time to establish an anchor
- d. Repeated motivations and conditioning will reinforce an anchor
- e. Reinforcement and direct rewards are not required for an anchor's association
- f. Anchors are “set” and “fired”
- g. The more profound the experience when the catalyst is set, the stronger the retaliatory response
- h. Anchors can be established in the visual, auditory and kinesthetic senses
- i. Anchors can be set and fired off both consciously and unconsciously.

## DEVELOPING A RESOURCEFUL STATE

- Serves as a good first NLP technique to develop an Anchor and a Trigger Phrase
- Serves as a good first meditation for smoking or weight loss protocols
- Change the wording to cater to the client's specific goal
- Use VAK
- Consider Using Role Models

“Allow your eyes to close and imagine as if you just entered into a beautiful museum. Perhaps it is one you have been to before or perhaps it is just one that you are creating in your mind – or a combination of both real and imagined.

Take your time to see what you see, feel what you feel and hear what you hear.

Notice many rooms and all sorts of paintings statues and sculptures. There are many different rooms all with different themes. Now continue walking until you find the room with label People who are now and forever non-smokers. [Insert client's goal here]

Walk into the room and you will notice life-sized pictures. There you can see many people who used to smoke, but now who refuse to smoke. See not only how they look, but also notice the inner attitude that they have that makes them easily be forever a non-smoker.

Now look around and notice a blank frame. The canvas is totally clear. As you stand before the frame you will notice an image of you appear up there – and it is the picture of you as now and forever a non-smoker. See yourself without a cigarette or pack near you.

Now instead of being the observer of this image, step up into it and become the person up there.

Now I am going to count from 1 to 10 and with each number I count feel the feelings of commitment to be forever a non-smoker welling up within you. Make the choice to be totally free right now as I count:

- 1...Stepping up into the picture
- 2...Becoming the person up there
- 3...Feel how good it feels to be this non-smoker
- 4...See it
- 5...Getting Stronger
- 6...Make the commitment – right here and now
- 7...8... Even stronger now
- 9...Remember you are doing this; I cannot do it for you...and now on number...
- 10...Step into the image fully and be that person who is forever a non-smoker.

Now place your thumb and index finger together [client is to set their own personal anchor] and take a big breath in, as you exhale think or say “I am now and forever a non-smoker.” [client inserts their personal trigger phrase here.]

Once again, feel your thumb and index finger together and take a big breath in, as you exhale think or say “I am now and forever a non-smoker.”

And one more time, feel your thumb and index finger together and take a big breath in, as you exhale think or say “I am now and forever a non-smoker.”

Now you can release your fingers and anytime you place your fingers together like that and think or say, “I am now and forever a non-smoker,” all of the positive feelings from our work together will wash back over you and you can now return to this state anytime that you wish.

## STACKING ANCHORS

- Adds positive qualities to an already established anchor and trigger phrase
- For example: Confidence can have added to it: High Self-Esteem, Self-Assured, Secure, Friendly and Relaxed
- Ask the client for 5 positive qualities before you begin the exercise and also for 5 times when they felt these qualities in the past
  1. Establish 5 qualities you want to add or reinforce with the anchor  
Example for smoking:
    - Committed
    - Determined
    - Persevering
    - Easy
    - Healthy
  2. Come up with a memory for each quality that is associated with that feeling
    - Committed - When I graduated college
    - Determined - When I ran my first marathon
    - Persevering - Refurnishing my house
    - Easy - Driving a car
    - Healthy - 2 years ago
  3. Have your client go back to those times and encourage them to feel the feelings associated with those memories. Use VAK.

### **Example:**

“Now I want you to close your eyes and go back to the time that you graduated college and feel the feelings that you had back then of being committed. Take your time and see what you saw, feel what you felt and hear what you heard. Make the image bigger, brighter and clearer in your mind. Turn everything up nice and strong. When you feel it fully and completely, then fire your anchor and think or say your trigger phrase and infuse all of these positive feelings into the museum image of you as a non-smoker”

[Repeat for all 5 qualities and then re-establish the anchor and trigger again with all of those qualities there.]

## CIRCLE (SPHERE) OF EXCELLENCE

1. Identify Excellent State. “What state of excellence would you like to have in more places of your life? In what state would you have all of your resources available to you?”
2. Set up a Circle of Excellence. “I’d like you to imagine a circle of excellence on the floor in front of you. What color is yours? Does it have a sound?”
3. Access excellence Circle and ANCHOR. “Now think of a time in your life when you were in this state in a way that was *fully* satisfying to you. When you can feel it, step into the circle.” Each time the person accesses this state and steps in to the circle, the programmer places one hand on the client’s shoulder (**Anchor**).
4. Separator State/Testing. “Step out of the circle and relax. Now, step back into the circle, (**Anchor**) and find how it fully elicits those feelings. Again step back out of the circle and relax.”
5. Desired Context. “From this point on, whenever I touch you on the shoulder (**Anchor**) I want you to step into the circle. Now, think of a time in a future situation, or context, where you would like to have more of this special state of excellence.”
6. Chaining. “When I touch you on the shoulder (**Anchor**), I want you to step into the circle and recover your excellent state. (Pause) How, specifically, will things be different in that problem, back there, now?”
7. Testing. Finally, have the client step out of the circle and think about the places they needed help. Check the non-verbals, and have them explain.

## NLP – THE RED BOX

1. Create a list of 5 choices a client can make that can sabotage their success. Obtain this list from them. Examples for smoking:
  - a. Smoke after meals
  - b. Hang out with other smokers
  - c. Smoke while driving
  - d. Smoke to numb emotions
  - e. Do not use your smoking cessation programming session at home
2. Next list 5 emotionally undesirable outcomes that could likely occur if the negative behavior persisted. These also come from the client and must be emotionally charged for them. Examples for smoking:
  - a. Dying a slow, painful and humiliating death from Cancer
  - b. Your family watching you get sick and then die – leaving them without you
  - c. Wasted money on cigarettes and large medical bills to follow that your family will be left with
  - d. Other diseases such as COPD, Emphysema, other Cancers, Diabetes, etc.
  - e. Smelling bad, yellow teeth, more wrinkled skin, etc.
3. Client stands up and imagines to their right is their Sphere of Excellence and to their left is a disgusting Red Box. For smoking: Fill the bottom of the box with a thin layer of water where cigarette butts have been rotting for weeks. They stand in the middle, with you standing in front of them, where the middle represents a place of choice.
4. Have the client imagine making choice 1a (Smoking after meals) and then have them imagine experiencing outcome 2a (Dying of Cancer). Take your time describing this until the client can feel this and then have them imagine pouring those negative feelings and images into the Red Box. Repeat this for the 4 other remaining choices (1b, 1c, 1d, 1e) along with each remaining undesirable outcome (2b, 2c, 2d, 2e) until the Red Box is filled with horrible images.
5. Now have the client physically step into the Red Box and describe what their choices will be leading them to. Set an anchor for this by touching their left shoulder. After the client feels how bad this feels then have them step back to the middle – to their place of choice. Break state.
6. Now have the client imagine making the opposite of choices 1a, 1b, 1c, 1d, 1e – one at a time – while imagining the opposite of the negative outcomes from #2. For example, imagine (1a) that you eat your meals without a cigarette and live a long healthy life with your family that you love. Do one at a time and with each positive choice and outcome pour those positive feelings into the Sphere of Excellence on the right side.
7. After all 5 positive choices and positive outcomes are in the Sphere of Excellence, have the client step into the Sphere and fire their own anchor and repeat their trigger phrase as set up from earlier NLP exercises given in this manual. Be sure they can fully access this state before they step out and back to the middle to their place of choice. Break state.
8. For reinforcement have them step into the Red Box again mentioning just how negative this all really is. Fire the anchor on the shoulder to help to ensure a stronger negative response. For smoking, associate this with just one cigarette. Once this is felt, have them step back to their place of choice. Break state.

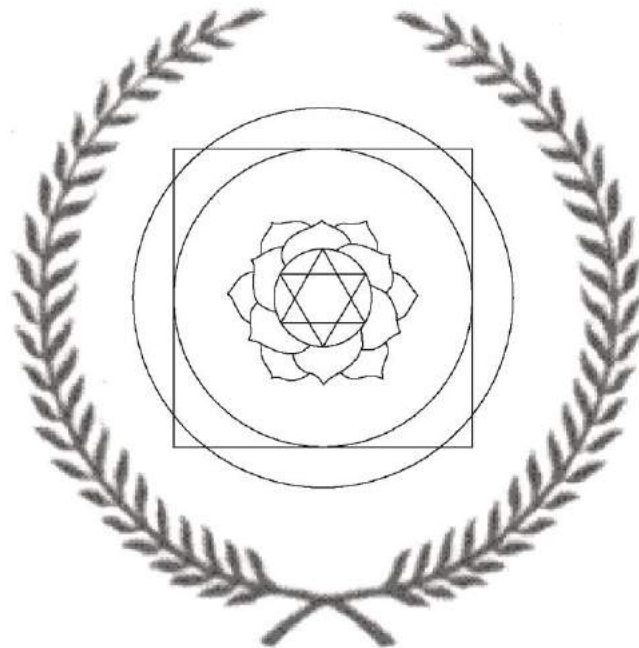
9. Then have the client step into the Sphere of Excellence while once again firing their own anchor and trigger phrase. Be sure they can access this state. Conclude the exercise here with them in the Sphere of Excellence, encouraging that they continue to move in this direction.



## Course HT110 - Review

1. NLP stands for:
2. Neuro refers to:
3. Linguistic refers to:
4. The three major Representational Systems are:
5. Looking up and to the right means that a person is lying. (true or false)?
6. At what point of the emotional state should an anchor be set?
7. Stacking Anchors refers to:
8. Review: What other NLP techniques have you already learned during this Program:

# Institute of Interpersonal Hypnotherapy



## Fundamentals of Hypnotism

# Smoking Cessation Protocol

## **HT111 - Smoking Cessation Protocol** (2.5 clock hours)

Prepares the student for an entire treatment strategy in working with a client to stop smoking using hypnosis and NLP. Students learn a powerful three session protocol to assist clients not only stopping smoking but eliminating the subconscious motivation towards the behavior.

### **Student Learning Objectives**

1. Describe a complete three session smoking cessation protocol
2. Demonstrate an initial phone call with a potential smoking cessation client
3. Demonstrate the pre-talk with a smoking client
4. Explain the nature of aversion therapy and how it is used in the IIH protocol
5. Prepare an intake with 5 client-centered reasons why or when they smoke and 5 client-centered reasons to stop
6. Display an understanding of combining the basic NLP techniques into the IIH pre-hypnosis session
7. Demonstrate an understanding of each section of the smoking cessation script and how it relates to the pre-talk and related NLP techniques
8. Discuss other adjuncts and modifications to the protocol
9. Explain an understanding of how this Fundamentals training is only a portion of the overall IIH smoking cessation protocol.

- Begins with initial phone consultation
- Recommend three sessions
- 10% Discount for paying for 3 sessions up front
- Build expectation, yet also commitment

## Session 1

1. Intake
  - a. How many, where, when how often, with whom?
  - b. Find 5 - When and where you smoke
  - c. Find 5- Emotionally driven reasons to stop – ask them their reasons
  - d. Education – Reasons to stop smoking, hypnosis and the smoking protocol
2. Develop NLP – Anchor, Trigger and Resourceful State
  - a. Physical Anchor
  - b. Trigger Phrase “I am now and forever a non-smoker.”
  - c. Museum Meditation
3. NLP – Stacking Anchors to the Resourceful State
 

Examples:

  - a. Motivated
  - b. Determined
  - c. Committed
  - d. Confident
  - e. Consistent
4. NLP – Circle of Excellence
  - With Anchor and Trigger
5. NLP – Red Box (Learned in Advanced Hypnotism NLP)
  - a. Red Box on one side
  - b. Circle of Excellence on the other
6. Subliminal Programming – used behind hypnotic programming and alone
7. Hypnotic Programming (with Subliminals) recorded
8. Review Homework Assignments

## Sessions 2 and 3

1. Stem Sentence Completion
  - a. I am still smoking because...
  - b. I still smoke when...
2. Second and Third session will consist of one or more of the following modalities:
  - a. Susceptibility Testing
  - b. Hypnotic Conditioning
  - c. Altering Style of Hypnotic Induction
  - d. Deepening the Hypnotic State
  - e. Suggestibility Testing
  - f. Reinforcement of hypnotic suggestions, visualizations and metaphors
  - g. Parts Therapy
    1. Part 1 who wants to smoke
    2. Other parts who want to smoke
    3. Part who wants to quit
  - h. NLP
  - i. Regression Therapy
    1. To the cause of the smoking
    2. To the first cigarette
    3. To the cause of the underlying emotion motivating the problem

Within 20 minutes after you smoke that last cigarette, your body begins a series of changes that continue for years...

**20 Minutes After Quitting**

Pulse rate adjusts to normal level.. Blood pressure re-adjusts to a natural level.

**12 Hours After Quitting**

The amount of carbon monoxide in your blood drops to normal. Oxygen level in blood increases to normal.

**48 Hours After Quitting**

Nerve endings start regrowing. Abilities to smell and taste improve.

**2 Weeks to 3 Months After Quitting**

Your heart attack risk begins to drop. Circulation improves. Walking becomes easier. Lung function increases up to 40%

**1 to 9 Months After Quitting**

Your coughing and shortness of breath decrease. Cilia regrows in lungs, increasing ability to handle mucus, cleaning the lungs and reducing infection.

**1 Year After Quitting**

Your risk of heart disease is half that of a smoker's.

**5 Years After Quitting**

Your stroke risk is reduced to that of a nonsmoker's 5-15 years after quitting. Your lung cancer death rate is half that of a smoker's.

**10 Years After Quitting**

Your risk of cancers of the mouth, throat, esophagus, bladder, kidney, and pancreas decreases.

**15 Years After Quitting**

Your risk of heart disease is like you never smoked.

All of the above benefits are forfeited if **one** cigarette a day is smoked.

Of the over 350 poisons in tobacco, at least 30 of them are proven carcinogens (cancer causing.)

## REASONS TO QUIT SMOKING CIGARETTES

1. Smoking increases the risk of at least 50 different medical problems, from cancer and heart disease to digestive problems and dementia. Some of these conditions may be fatal, while others could do immense chronic damage to a person's health. Stop now and you'll live a longer and healthier life.
2. Heavy smokers (more than 25 cigarettes a day) have about a 50 per cent chance of being dead by the time they're 69. Stop while you're young and you'll have an average life expectancy of at least 75 (men) or nearly 80 (women).
3. Heart attacks are a major risk for smokers. If you stop, your risk of a heart attack drops to the same as a non-smoker within three years.
4. Cancer is another major risk of smoking - but the risk drops every year after giving up.
5. Smoking can affect fertility. If you plan to have children in the coming years, the sooner you stop the better.
6. Enjoy sport more. Many men stop doing so much sport when they hit middle age, and this can be part of the downhill spiral that often leads to middle-aged spread and midlife crises. Keeping active is critical but smoking seriously affects the ability to do many sports.
7. Don't age so fast - smoking induces wrinkles and other age-related skin changes, so if you want to keep young and beautiful...
8. Sex and food are the stuff of life to many men. If you stop smoking you can enjoy both for longer.
9. Smoking increases the risk of impotence because of its effect on the blood supply to vital areas.
10. Smoking can destroy appetite and enjoyment of food because it seriously affects taste and smell.
11. Reduce financial worries and enjoy more holidays - someone with a 20-a-day habit can save as much as \$1,000 or more each year if they give up.
12. Reduce stress at home - if your partner doesn't like you smoking this is going to cause tension, arguments and stress-related illness.

# THE HARMFUL EFFECTS OF SMOKING

## BRAIN

### PLEASURE AND THEN SEDATION

• Nicotine, the highly addictive chemical in cigarettes and tobacco, stimulates the "pleasure centers" in the brain - creating pleasure and alertness. Nicotine initially stimulates the brain, then acts as a tranquilizer and sedative.

### BRAIN ALTERATION, WITHDRAWAL, AND ADDICTION

• Nicotine directly affects, alters, and takes control of specialized receptor cells in the brain responsible for regulating well-being, mood, and memory. The drug remains active 20-40 minutes, then withdrawal symptoms begin. Mood changes, person becomes irritable, anxious, and discomfort becomes more severe - stimulating intense cravings for more nicotine. Regular and long term use lead to addiction.

## THROAT

• Cancer of larynx and esophagus, irritates membranes of the throat.

## HEART

• Nicotine raises heart rate, increases blood pressure, and constricts blood vessels.  
 • Carbon monoxide (deadly gas produced from cigarette smoke) decreases delivery of oxygen to the heart, increasing risk of heart attack and strokes.  
 • Causes weakening of the heart muscle's ability to pump blood, leading to death.  
 • Causes aortic aneurysms (blood-filled sac in aorta) and pulmonary heart disease.

## LIVER

• Cirrhosis of the liver.

## ADRENAL GLANDS

• Stimulates adrenaline production, speeding up the heart and increasing blood pressure.

## VERTEBRAE

• Increased risk of vertebral cancer.

## REPRODUCTIVE SYSTEM MALES & FEMALES

• Reduces sex drive and increases risk of impotence in males. In females, increased chance of cervical cancer, less fertile, and brings on menopause earlier.

## PREGNANCY & UNBORN BABIES

• Smoking increases chance of miscarriage, pregnancy complications, bleeding, and premature delivery.  
 • Smoking during pregnancy may cause impairment of baby's growth, intellect, and emotional development.

## CENTRAL NERVOUS SYSTEM

Nicotine stimulates adrenaline production •  
 Heart rate goes up 15-20 beats per minute •  
 increases blood pressure •  
 Constricts blood vessels •  
 Reduces sex drive •  
 Inhibits urine formation •  
 Depresses hunger •  
 Reduces anxiety and pain •  
 Irritates mouth and throat •  
 Major cause of heart attack, lung diseases, strokes, and death

## MOUTH

Dulls taste buds, irritates membranes •  
 of mouth, bleeding and receding gums, gum disease, foul breath, and numbness. Staining teeth, tooth decay and loss of teeth. Cancer of mouth.

## LUNGS

Causes progressive limitation of air flow in and out of lungs - Chronic Obstructive Lung Disease. Damages and destroys tiny air sacs of the lung reducing lungs' ability to bring in oxygen and remove carbon dioxide - Emphysema. Causes bronchial tubes to be inflamed, thickened, and mucus increases; resulting in narrowing of air passages - Chronic Bronchitis. Tar and other particles settle in bronchial tubes causing lung cancer. Tar and smoke destroy tiny cells that clean, protect, and remove foreign particles from lungs.

## STOMACH AND DUODENUM

Stomach and duodenal ulcers develop, creating burning pain.

## KIDNEYS

Reduces kidneys' ability •  
 to process fluids and waste, inhibiting formation of urine. Cancer.

## BLOOD VESSELS

Nicotine causes blood •  
 vessels to constrict, increasing blood pressure, and risk of heart attack.

## BLADDER

Cancer of bladder. •

## BONES

Increases risk of •  
 early onset of Osteoporosis (weakening, softening and thinning of the bone).



## III SMOKING CESSATION SCRIPT

After hypnosis is successfully induced:

Now in this state your subconscious mind is open and receptive to taking in powerful and positive suggestions that easily and automatically become your reality. Everything that you are now about to hear will become deeply embedded in your conscious and subconscious mind, you will easily act upon these suggestions and find them easily becoming true for you.

Now you have made a choice to be now and forever a non-smoker. You have made up your mind and are more committed than ever before to be now and forever a non-smoker. Therefore I am here to ask for the help and cooperation of [Client's name]'s deep inner mind. You see [Client's name] is developing some very serious health problems because of this disgusting and life defeating habit of smoking cigarettes. Now I know you overheard us before when we were talking about that nasty Red Box and I am sure that you will agree that smoking is very harmful for [Client's name]. Therefore I now ask that you remove all of the cravings, urges, addictions, thoughts and desires for cigarettes so that [Client's name] can be naturally healthy and happy and smoke-free.

You see cigarette smoking is the cause of terrible health problems. Tobacco is poison to the human body. In fact, nicotine is one of the most powerful poisons on the face of the earth. Now you do not need any poisons in your body. You need poison like you need a hole in the head. In fact, poison doesn't really make you feel relaxed and peaceful, poisons really just make you sick, nervous and irritable. Poisons really just lead you closer to sickness and death. And as it is the foremost duty and responsibility of the subconscious mind to protect us in every way. I ask now that you remove all of the cravings, urges, addictions, thoughts and desires for cigarettes so that [Client's name] can reach his/her goals of being now and forever a non-smoker

Now I know that you are aware of that Red Box and that it is very important for [Client's name] to STOP SMOKING NOW. I know you are aware of the horrible things in that Red Box, such as:

*List 5 or more of the emotionally charged reasons to stop that were established during the pre-talk*

Now anytime that you think of smoking you will think of that Red Box and feel a strong desire to never smoke again. Anytime you think of that Red Box your subconscious mind will put up a huge stop sign in your mind saying "Stop, you do not need this. You do not want this. You do not even like this." And instantly all cravings and urges will simply wash away.

And if you ever were to hold a cigarette, or pack of cigarettes, in your hand you will instantly feel as if you were standing in that horrible and disgusting Red Box. A terrible feeling will wash over you and you will find that you easily and instantly will put those cigarettes down. For you see this is something that you used to do, but now it is something that you refuse to do.

And if you ever were to smoke a cigarette again. If you ever were to put one up to your mouth...it will feel as if you were drinking the dirty and disgusting tar filled water from the bottom of that Red Box. It will taste so disgusting that you will simply find it impossible to smoke. The taste will be nauseating and repulsive – like licking the bottom of a dirty ashtray. If you ever were to put one up to your mouth...it will feel as if you were drinking the dirty and disgusting tar filled water from the bottom of that Red Box. It will taste so disgusting

that you will simply find it impossible to smoke. The taste will be nauseating and repulsive – like licking the bottom of a dirty ashtray. You will INSTANTLY STOP SMOKING and that huge stop sign appears now in your mind saying “Stop, you do not need this. You do not want this. You used to smoke but now you refuse to smoke,”

And if anyone comes around and offers you one. You simply say, “No, I do not smoke. I used to smoke, but now I refuse to smoke.”

And you can now feel proud and free as a nonsmoker as an example of self-control and responsibility smoke free.

You are waking up in the morning now as a nonsmoker.

First thing in the morning you remain smoke free.

After breakfast, lunch and dinner you remain a nonsmoker.

With your morning coffee you remain a non-smoker.

Doing your entire morning routine – smoke free.

Driving to work – smoke free- Before getting in the car, during the drive and after you remain a permanent nonsmoker.

At work, during breaks...completely smoke free.

Even around other smokers you remain perfectly happy and feeling great as a nonsmoker

Remember, if anyone offers you one, you simply say “No, I do not smoke. I used to smoke, but now I refuse to smoke.”

Breaks at work and lunch time – you remain completely smoke free.

Driving home after work – not a cigarette or pack near you. And it feels great. You are now a non-smoker and it feels great.

After dinner you are still a non-smoker and all the way up until the time when you fall asleep at night you are a permanent nonsmoker.

Next day, the same thing. Now and Forever a nonsmoker.

*Add other times relevant for the person's life...*

You see something is very different here now. Something has changed. Something is not as it was. You see you are now in a state of comfortable relaxation, yet something is different. Something is not the same. Something is not as it was. You are in comfortable relaxation now, but this time you are in it smoke free...as a permanent nonsmoker and that feels great. You feel wonderful as a nonsmoker.

Now some people feel an emptiness when they STOP SMOKING, but for you, using hypnosis and the creative power of your deep inner mind, that space is now filled with whatever positive and dynamic feelings you want to fill it with. You might choose to TAKE BETTER CARE OF YOURSELF or to IMPROVE OTHER AREAS OF YOUR LIFE AS WELL.

Now of course you will find that because your subconscious mind is here to help you today, you will find that you maintain your ideal body weight as a nonsmoker. You will find that you continue to eat healthy and to even lose weight as a nonsmoker. You eat healthy and maintain a healthy body weight as a nonsmoker.

Now no matter how you feel, no matter what emotions come up and no matter what happens in your life you remain a nonsmoker. You handle your challenges and feelings very effectively whatever they are, and in no way do any of these things call for the use of tobacco...not any more. You have made a choice and you are sticking to it. No matter what. No matter how you feel and no matter what may occur. You see you now have a strong stubborn refusal to never use tobacco again. You stubbornly refuse to use tobacco in any way, shape or form...and no matter what happens in your life you are now and forever a permanent non-smoker.

Now since you are completely free of that old disgusting habit, imagine walking into that museum that we were in before. And walk to the room labeled people who are now are forever nonsmokers. And you can see yourself there in one of those pictures. You are standing in a [add client's color] sphere of light and you are a permanent non-smoker. There is not a cigarette or pack near you. If there were any trace of one you see yourself throwing them away...throwing them far and farther away...going....going....and gone. So now step up into the picture and become the person up there in that frame. Step into that light and make the choice. A new determination more than ever before to be now and forever a nonsmoker.

I am going to count from 1 to 10 and with each number I count these positive feelings of being completely smoke free will wash over you.

- 1 - you've made a choice
- 2 - and your sticking to it
- 3- more committed than ever before
- 4- feeling great as a permanent nonsmoker
- 5- 6 - 7- completely smoke free
- 8- make it even stronger...
- 9 – and 10 – Now [instruct client to physically fire his/her anchor]

Take a big breath in and as you exhale repeat in your mind  
“I am now and forever a nonsmoker”

And again, breath in, and as you exhale repeat in your mind  
“I am now and forever a nonsmoker”

Once more and this time really make it count...inhale...good, and exhale...  
“I am now and forever a nonsmoker”

And you are, and it is set.

You can release your hands [anchor] knowing that you can now return to this state anytime that you wish. Now if you ever felt a craving or urge for a cigarette come back, you will simply fire your anchor, take a breath and say or think your trigger phrase and all of the feelings from this session will wash back over you and you can now return to this state anytime that you wish.

Now remember that this work can only benefit you and can only improve your life in every way. And also remember that you can now return to this state anytime that you wish. You go faster and deeper into hypnosis every time you practice it and this can only benefit you in every way.

Now as you are ready to come out of this state as a permanent nonsmoker, then I am going to count from one to five and when I do you will be back to your full and regular waking consciousness – now and forever as a nonsmoker

One- coming back more and more to your surroundings now

Two – feeling rested and refreshed, you remember this entire session and you can return to this state anytime that you wish

Three – coming back now as if cool spring water just rushed over your eyes and face...

Four – taking your time beginning to breath and move and stretch and when you are ready on

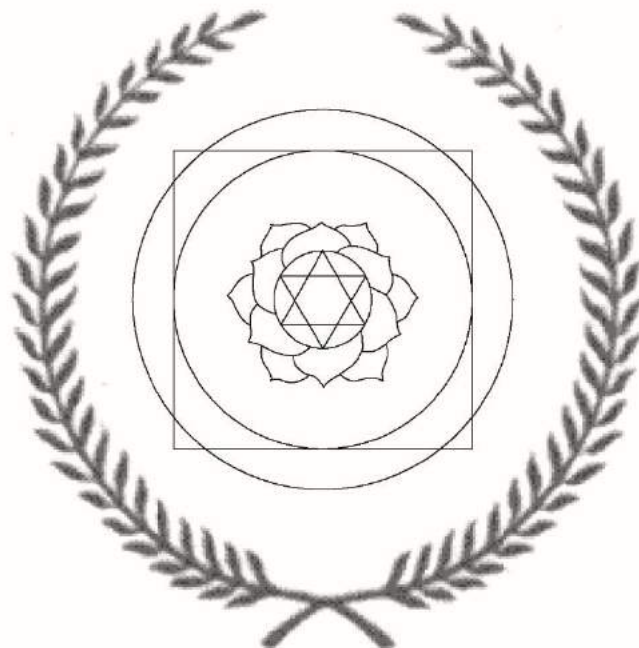
Number Five – you are back right here now, wide awake – now and forever as a nonsmoker – back to your full and regular waking consciousness

SNEAKY PETE

## **Course HT111 - Review**

1. Why do we recommend a three session protocol?
2. What are some of the important components of the client intake with smoking cessation?
3. Why do we elicit the 5 reasons when and why a person smokes?
4. Why do we elicit the 5 reasons why the person wants to stop smoking?
5. What NLP techniques are used pre-hypnosis in the IHH protocol?
6. What is aversion therapy?
7. Other techniques not yet learned for the IHH protocol, which come in future classes are:

# Institute of Interpersonal Hypnotherapy



## Fundamentals of Hypnotism

# Weight Loss Protocol

## **HT112 - Weight Loss Protocol** (6 clock hours)

Prepares the student for an entire treatment strategy in working with a client to lose weight and to create a healthy lifestyle using hypnosis and NLP. Students learn a powerful three session protocol to assist clients to not only lose weight, but also to eliminate the subconscious blocks towards achieving their goals.

### **Student Learning Objectives**

1. Explain the major areas of focus for weight loss hypnotic programming
2. Design a hypnotic programming session based on IHH Weight Loss Programming Page 1 and
3. Explain a 3 to 5 session weight loss protocol
4. Explain the use of other IHH teachings not taught yet in Fundamentals Training
5. Utilize previously learned NLP techniques to support a weight loss protocol



3 to 5 sessions are usually recommended with possible follow up over time

During Pre-Talk/Notes – Focus on:

- a. Current body weight
- b. Desired body weight (or program ideal body weight)
- c. Time frame to reach this weight if desired
- d. Problem areas
- e. Goals
- f. Evaluate basic nutrition plan, exercise routine
- g. Body image
- h. Motivating words
- i. Foods to crave
- j. Foods to avoid
- k. Motivation to exercise – what type, how often, how long each time
- l. Key principles of nutrition, exercise and weight loss
- m. Special Place
- n. Anchor and Trigger
- o. Role Models
- p. Handling Emotions

Session 1: Hypnotic Programming

- a. Intake
- b. Subliminal Programming
- c. Hypnotic Programming CD – See Following Pages
- d. Anchor and Trigger

Session 2: NLP and Hypnotic Programming

- a. Develop Resourceful State
- b. Stacking Anchors
- c. Circle of Excellence
- d. Red Box
- e. New Behavior Generator
- f. Visual Swish
- g. Visual Squash
- h. Susceptibility Testing
- i. Hypnosis – Work for greater depth than Session 1
- j. Suggestibility Testing
- k. Hypnotic Programming with NLP techniques

Session 3, 4 and/or 5

- a. Stem-Sentence Completion

b. Parts Therapy

c. Regression Therapy

d. Past-Life Regression Therapy

e. Repeat Hypnotic Programming

## Weight Loss Programming Page One

<p>Goal Weight</p> <p>Target Date</p>	<p>Motivating Words</p>         
<p>Body Image Words</p>	<p>Exercise</p> <p>Type</p> <p>How Often</p> <p>How Long (# of Minutes)</p>
<p>Key Principles of Nutrition</p>	<p>Healthy Lifestyle Themes</p>         
<p>Program Subconscious to Automatically</p> <p>Increase Metabolism</p> <p>Burn More Calories</p>	

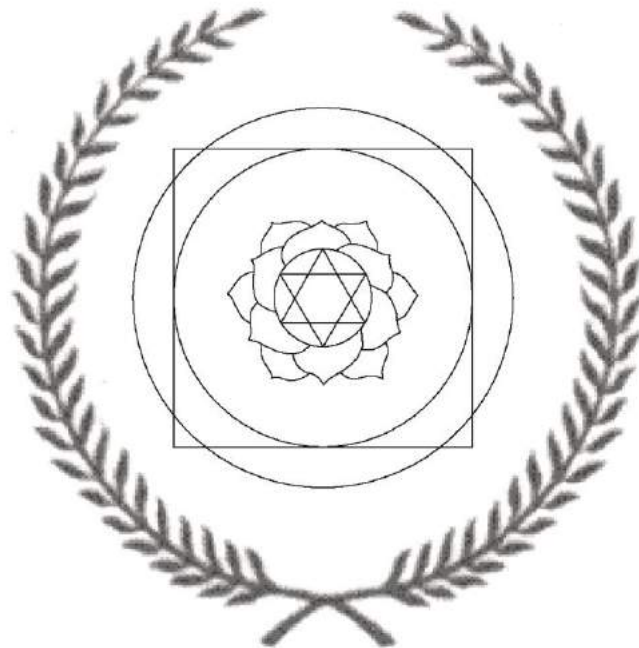
## Weight Loss Programming Page Two

Foods to Avoid	Food to Crave
Other Important Concepts for Programming	
Special Place	Anchor and Trigger Phrase

## Course HT112 - Review

4. What are the major areas of focus for reprogramming in an IIH weight loss protocol?
6. Write out a suggestion based upon a date and desired weight:
7. What autonomic bodily functions can be affected through hypnotic programming?
8. Explain one way to visualize a client's relationship to food:
9. List the three components of an exercise program:
10. List motivational words to put into a weight loss programming session:
11. What are the other methods, not yet learned, that will be part of the IIH weight loss protocol?

# Institute of Interpersonal Hypnotherapy



## Fundamentals of Hypnotism

# Stress-Reduction Protocol

## **HT113 - Stress Reduction Protocol** (1 clock hour)

Prepares the student to utilize various relaxation methods to bring more peace and calm into their client's lives. Techniques include the use of hypnosis, NLP, relaxation and meditation techniques.

### **Student Learning Objectives**

1. Discuss multiple options for relieving stress from techniques previously learned
2. Discuss future sessions relating to techniques not yet learned
3. Explain a three session protocol with an understanding of working with the beliefs and emotions associated with stress.

### Session 1 Options:

1. EMT – Eye Movement Therapy
2. Autogenic Training
3. NLP - Drop Down and Through
4. Self-Hypnosis – with Hypnotic Conditioning – Fractionation
5. Meditation
6. Peace Under All Circumstances – The 10 Questions

### Future Sessions

1. More Hypnotic Programming
2. More EMT and NLP
3. Parts Therapy



4. Opening the Heart Work
5. Regression to the cause
6. Breathwork for emotional clearing