

# "Get The Edge *Self-Hypnosis* Test Taking Techniques

## *An Activities-Based Training Manual*

Educational Services, Inc.  
Teaching Solutions  
New York, NY  
USA

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## **INTRODUCTION**

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### **A VERY BRIEF HISTORY OF HYPNOSIS**

No one can possibly know the exact early history of hypnosis but we can make some reasonable assumptions. Early humans likely learned that they could control their mental and physical state to some degree before a battle or before a dangerous hunt. On that first day that a warrior calmed himself before combat, self-hypnosis was born. It has come a long way since.

Early on some humans realized the power of the mind and used it to their advantage. They became medicine men or other forms of healers—even wizards and witches. The use of drums, chanting, and incantations to affect the minds of others is not far removed from the techniques used in hypnosis today.

Science came to take an interest in the subject beginning in the 15th and 16th centuries (see <http://www.hypnosis-tapes.org/hypnosis-history.htm> for a good chronology), although most (if not all) of the early “findings” turned out to be wrong. Research has continued into the modern era and hypnosis, based on an understanding of human psychology and brain science, is a well-documented method of affecting mood, outlook, and most important for a test taker—performance—for a wide range of human activities.

### **WHO USES HYPNOSIS?**

Celebrities and professional athletes understand the benefits of hypnosis and have used it to improve their performance or overcome bad habits. Here are some examples:

- Charlize Theron turned to hypnosis to help her quit smoking.
- Tiger Woods acknowledged that he uses hypnosis to calm his mind and increase his concentration and focus before a competition.
- Tennis star Jimmy Connors used hypnosis techniques to practice his winning strokes prior to the US Open Championship.
- Golfer Jack Nicklaus credited hypnosis and visualization techniques for his improved concentration.
- Cyclist Lance Armstrong used visualization techniques to help him overcome obstacles on his way to winning seven Tour De France titles.
- John Travolta, Sean Penn and Tony Curtis have each used a personal hypnotherapist to improve their performance.
- Early in his career, Mike Tyson used self-hypnosis to improve his focus.
- Major corporations such as Anheuser-Busch, Caterpillar, Glaxo Smith Kline, Microsoft, Scantron and Verizon Wireless, provide self-hypnosis seminars for their employees to improve motivation and performance.

Hypnosis is widespread in athletics and business and these are just a tiny fraction of the examples you can find. If hypnosis can help these high-achievers reach

their goals, then it can help you pass your professional exam by teaching you how to relax, remove self-doubt, improve your memory and concentration, and allow you to become more optimistic about the examination process while also adopting a more positive approach to the challenges you face. This hands-on training manual will teach you how to reprogram your subconscious for immediate test taking and test preparation benefits.

## **WHAT IS HYPNOSIS?**

There's nothing magical or supernatural about hypnosis. In fact, most people experience hypnosis to some degree every day. Every time you became completely absorbed while reading a book, watching a movie, daydreaming, driving on familiar roads, running long distances, or even mowing the lawn, you have entered into what is called a hypnotic state. While you're in this hypnotic state you're no longer distracted and you're able to absorb thoughts that you decide have a special or important meaning. An injured child experiences a reduction in pain in response to a mother's suggestion that a kiss will make it better. Or, a football player with back spasms is told that when his football pads touch his back, the muscles will relax.

Despite widely held misconceptions about hypnosis, a growing body of research supports the practice as an effective tool in the treatment of a variety of problems, from anxiety, to pain, to stress reduction, to development of confidence, to overcoming fears—to test preparation. Hypnosis is a powerful tool you can use to harness the power of your subconscious mind.

To truly appreciate the potential of hypnosis, you have to forget about swinging watches and the time your friend was hypnotized by a comedian and then crowed like a rooster on stage. When in a hypnotic state you don't lose control, as most people fear—the reverse is true. Hypnosis is a way to enhance your control by teaching you how to focus. That's really all that hypnosis is, a form of highly focused attention. When in a hypnotic state of mind you can alter the way you perceive and process information in your environment.

You don't need a professional hypnotherapist to achieve the benefits of self-hypnosis. Hypnotherapists do nothing more than act as a coach and guide to using the very same techniques you can learn by yourself (at much lower cost) by using this book.

Self-hypnosis is not autosuggestion, although it is related. Autosuggestion is a process of training the subconscious mind to believe something (whether it is true or not). Self-hypnosis can lead to the implementation of autosuggestions, but only if the hypnotic state is deep enough. Plain autosuggestion is a more superficial state. In autosuggestion, you convince yourself of something through constant repetition in your mind.

To jump-start your self-hypnosis practice and experience a transformation in just nine days, use the step-by-step activities introduced in this manual. Each activity takes just minutes. With practice you can change your life in practical ways—but you have to do more than just read! You have to do the activities outlined in the manual. Self-hypnosis requires no experience or prior knowledge. Each day you'll learn practical techniques that you can put to work immediately.

<b>DAY 1: Learning How to Breathe for Self-Hypnosis</b>
<b>DAY 2: What Can Interfere With Self-hypnosis? Misconceptions about Hypnosis Decisions You Need To Make About Your Hypnosis Practice</b>
<b>DAY 3: Creating Your Personal Hypnotic Suggestions</b>
<b>DAY 4: Use Imagery &amp; Visualization To Achieve Your Goals</b>
<b>DAY 5: IMPROVE MOTIVATION TO ACHIEVE SUCCESS</b>
<b>DAY 6: Improve Your Concentration &amp; Memory</b>
<b>DAY 7: Use Neuro-Linguistic Programming to Pass Your Exam</b>
<b>DAY 8: Begin Personalizing Your Self-Hypnosis Practice</b>
<b>DAY 9: Deepening Your Hypnotic State</b>

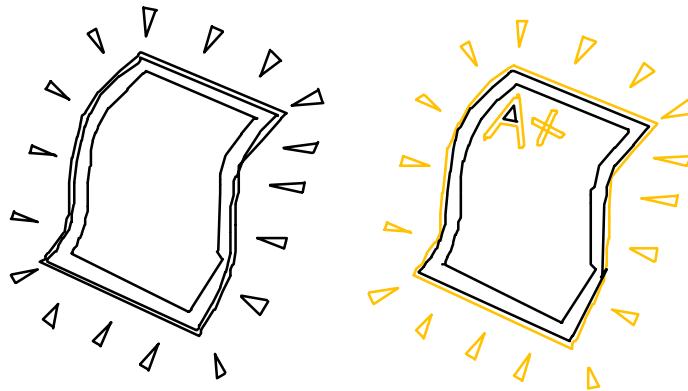
Figure 1. The self-hypnosis program at a glance

## **HYPNOSIS CAN HELP YOU ACHIEVE YOUR EXAM GOALS FASTER**

### **Understanding Your Conscious and Subconscious Mind**

Hypnosis is a deep, relaxed state allowing you to totally concentrate and focus your mind. Have you ever missed your exit while driving? Did you ever get so involved with a movie that you cried? Have you ever been so engaged with a project that you didn't notice that someone was calling you? These are all examples of hypnosis. All hypnosis is self-hypnosis. During hypnosis, your subconscious readily accepts positive suggestions for change. You can use hypnosis to:

- Improve motivation, memory and recall
- Eliminate procrastination
- Increase focus and concentration
- Eliminate anxiety
- Achieve a positive attitude and positive self talk to improve test performance
- Improve self-confidence
- Learn to relax and reduce stress
- Overcome test anxiety
- Improve the communication between the conscious and subconscious mind



**Figure 2. Mental preparedness makes all the difference on a high stakes test. Will you be as ready as you can be?**

### **The Conscious and the Subconscious**

Perhaps the most useful aspect of hypnosis is that it can serve as a bridge between the conscious and subconscious mind. We have one mind, but it has two parts: the conscious and subconscious. Paul Durbin suggests that the conscious and subconscious parts of the mind can be compared to an iceberg. The portion of the iceberg above the surface of the water is the conscious portion and the ice beneath the water is the subconscious portion. The conscious portion consists of about 10% of our thinking ability and the subconscious consists of about 90%. Hypnosis is a way to access your subconscious, or unconscious, mind directly. Normally, you are only aware of the thought processes in your conscious mind: think about a problem, carefully select words as you speak, or try to remember where you left your keys.

Our conscious mind consists of what is available to our conscious thinking process. It's the analytical, rational, logical, two plus two is four part of the mind. Temporary memory and will power reside in the conscious mind. It's that part of the mind that says, "I should stop smoking," "I should lose weight," "I should not be afraid of elevators," "I should start to study for my exam." Your conscious mind is working hand-in-hand with your subconscious mind. This is the part of your mind that does your "behind the scenes" thinking. For example, when a new idea comes to you out of the blue, it's because you already thought through the process unconsciously.

The subconscious mind is not logical and it contains our permanent memory, emotions, habits, automatic responses, feelings, instincts and impressions. The subconscious part of the mind controls breathing, heart rate, blood pressure, temperature, and other natural functions of our body. The subconscious mind is concerned with bringing about our deepest wishes, expectations, and desires even if they are contrary to logic and our own well-being. However, the subconscious mind can't tell the difference between a wish and a fear. If a fear dominates your thinking, then it becomes a wish that the subconscious mind attempts to bring into reality. If you are worried about something or fear something, whenever that fear or worry comes to your mind, think a good thought. The mind can hold two thoughts but for a short time.

### **How Does Self-Hypnosis Work?**

You don't need a highly trained hypnotist to induce hypnosis. With the proper relaxation and focusing techniques, almost anyone can enter a hypnotic state and make their own suggestions to the unconscious mind. Millions of people practice hypnotism regularly and know it works. Hypnotizing yourself requires only that you have a private quiet area and a place to sit or lie down. Regardless of what hypnosis methods you

use, the basic pre-requisites include:

- You must want to be hypnotized
- You must believe you can be hypnotized
- You must eventually feel comfortable and relaxed

Self-hypnosis is a safe, pleasant, non-addictive option to help you manage your anxiety and stress, while also performing at a high level.

To begin self-hypnosis you should be clear and specific about the goals you have as you prepare for your exam and write them down before you begin your hypnosis. Writing down what you want to achieve or change can really help you straighten things out in your mind and goals look more realistic, specific and focused. We will work on goals later but in general:

- Keep your test preparation goals short and achievable.
- Work on only one or two goals at a time.
- Write several different suggestions for each goal, expressing the same goal in different ways. This will reinforce the suggestion and ensure that it's accepted into the unconscious mind.
- Develop your own imagery for supporting and visualizing your goals. In other words, imagine yourself achieving your goals. Make it real, like a memory but in the future.



Figure 3. You don't need this

### **Self-hypnosis Basics**

As you begin a hypnosis session, use a soft speaking voice, at a slower pace than you would normally use. Make yourself comfortable, use deep breathing and relaxation techniques to prepare for entering hypnosis. Count yourself down to deepen the relaxation phase, make your hypnotic suggestions, then count yourself back out of the deep relaxed state you are in. You can make your own self-hypnosis recordings from scripts that you develop (described later). This is a good way to enter hypnosis without needing to remember your script as you enter a hypnotic state.

Once you have decided you want to be hypnotized, you believe you can be hypnotized, and you are comfortable enough with the idea of being hypnotized that you are ready to relax and do it, then there are four steps to self-hypnosis:



- Step 1: Relaxation
- Step 2: Going Under
- Step 3: Hypnotic Suggestions
- Step 4: Returning to Wakefulness

**Step 1: Relaxation.** Every self-hypnosis session will begin with some type of relaxation exercise for the body and mind. This prepares you to be hypnotized. Progressive relaxation is the most common technique used and involves relaxing the body, one muscle group at a time. As the body relaxes, the conscious mind automatically relaxes and will be more receptive to suggestions.

**Step 2: Going Under.** After you have relaxed, the next step is to enter what is called the hypnotic induction phase. This step is designed to put you into as deep of a hypnosis state as possible. There are many different induction methods including: staring at a swinging pendulum, visualizing a relaxing scene, or gazing intensely at a shiny object to name just a few. All of these methods are designed to distract the part of your mind that is responsible for accepting ideas into the subconscious mind.

**Step 3: Hypnotic Suggestions.** While you are in a hypnotic state, you'll begin to share suggestions with yourself that are in line with your personal goals. For example, "I know I will do well on my exam" or "I am a capable person who can handle challenges." Other types of suggestions may be more indirect or subtle such as anecdotes, metaphors, and imagery.

**Step 4: Returning to Wakefulness.** After the hypnotic suggestions phase, you'll return, from hypnosis. This isn't like waking up from a nap; it simply means that you'll return to a normal state of awareness and to an everyday state of consciousness.

## **DAY 1: BREATHING FOR RELAXATION AND TEST-READY MENTAL PREPAREDNESS**

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### **LEARNING HOW TO BREATHE FOR SELF-HYPNOSIS**

Proper breathing is essential for deep relaxation. Deep breathing comes from the abdomen and is very different from the type of breathing we do on a daily basis, which typically involves shallow, rapid breaths that originate in the chest. When breathing deeply, you allow your belly to expand outwards as you inhale, pulling the diaphragm under your lungs downwards while allowing your lungs to draw in air to fill the space. Inhale slowly through the nose and exhale slowly through the mouth.

This kind of slow, deep, rhythmic breathing triggers a relaxation response in the body. Some of the changes that occur as a result of this type of relaxation are reduced heart rate, increased blood flow to the extremities, and muscular relaxation.

Begin by taking a deep diaphragmatic breath, inhaling through your nose, for a count of three. Now, having filled your lungs, hold your breath for a count of three. Exhale slowly through your mouth for a count of six. Wait for a count of four and repeat the breathing cycle again.

#### **Tips For Better Breathing**

Being aware of your breath on a daily basis can significantly help you to breathe more fully and deeply. Here are some simple suggestions to help your deep breathing.

- 1) Keep your breathing comfortable and relaxing.
- 2) Don't inhale so deeply that your lungs hurt or burn.
- 3) If you feel dizzy or light-headed at any time, stop for a while and then continue. Breathing can be done anywhere and any time, and can be used to help counter the tension or pressure you are feeling while preparing to take the exam and while you are taking your exam.
- 4) Take five slow, deep, relaxing breaths as you prepare for your self-hypnosis, and practice progressive relaxation.



**Figure 4. You don't have to be in a meditative position such as is used in yoga, but you can be if you want to**

### **LEARNING TO RELAX**

Progressive relaxation involves focusing separately, and progressively, on each muscle group in your body. Tension held in those muscles is released and then you move on to the next muscle group. An anxious mind cannot exist within a relaxed body. Pay attention to the neck, shoulders, and facial muscles because they tend to hold a great deal of tension.

This technique involves tensing each muscle group as you inhale, holding the tension for a few seconds, and then gradually releasing the tension completely as you slowly and fully exhale. Work your way through each muscle group until the whole body is relaxed. The muscle groups include the legs and feet, arms and hands, back, shoulders and neck, stomach and chest, buttocks, face and head.

Another way to do it is to perform the same activity described above, but you don't actively tense your muscles. Instead, imagine the tension flowing out of your body with each breath as you exhale, working progressively up (or down) your body. It helps to visualize the tension as a liquid that drains out of your body as you breathe. This is a comfortable and easy method of relaxation that can be done anywhere.

Once you are fully relaxed, remember how it feels, and create an image in your mind that describes your relaxed state. This will help you to return to this state of relaxation again more easily in the future—like on the day of your test! Deep relaxation is an excellent way to prepare for self-hypnosis.

## **ACTIVITIES TO DO: DAY 1**

### **A Breathing Exercise**

This is a simple, but important exercise. Just put your attention on your breath, without trying to influence it.

- 1) Make yourself as comfortable as possible.
- 2) Sit, lie down, loosen your clothing, take your shoes off—do whatever is necessary to get comfortable.
- 3) While focusing on an object in front of you, take in a breath, filling your lungs completely.
- 4) Very slowly, exhale your breath, and then fill your lungs again.
- 5) Slowly let your eyes go out of focus as you continue breathing in this manner.

Don't speed it up, slow it down, or change the rhythm, just follow it with your mind. Notice the cycles of inhalation and exhalation; notice how difficult it's to pinpoint the change between inhalation and exhalation. Try it!

**Note: Do not be discouraged if you don't detect results right away. It takes practice!** Perform the exercises in this book several times and you will begin to "get the hang of it." Don't give up after one session.

### **A Relaxation Exercise**

#### **Step 1: Relax.**

- 1) Make yourself as comfortable as possible.
- 2) Sit, lie down, loosen your clothing, take your shoes off—do whatever is necessary to get comfortable.
- 3) While focusing on an object in front of you, take in a breath of air filling your lungs completely.
- 4) Very slowly, exhale your breath, and then fill your lungs again.
- 5) Slowly let your eyes go out of focus as you continue breathing in this manner.
- 6) Next, relax all of the muscles in your body.
- 7) Work from your feet toward your head or from the head down.
- 8) Tense and relax each major muscle group in your body.

- 9) Every time you relax a muscle group, you'll relax a little more.
- 10) Breathe in and out while you relax your muscles.

### **Step 2: Counting Down**

- 1) Begin counting down slowly from five to zero.
- 2) As you count, continue to breathe slowly and relax your body.
- 3) You'll feel yourself becoming deeply relaxed, however, you know that you can come back to full consciousness anytime you want.
- 4) When you start to count back from five to zero, you may want to close your eyes.
  - 5... Relax, breathe deeply
  - 4... Relax, breathe in and out
  - 3... Relax, breathe deeply
  - 2... Relax, breathe deeply
  - 1... Relax, breathe in and out, in and out
  - 0... Say to yourself "I am peaceful, calm, relaxed"

### **Step 3: Counting Up**

- 1) Remain in this peaceful, calm, relaxing state for a brief moment or for as long as you like.
- 2) When you are ready, very slowly count yourself back up to five.
- 3) At five, you'll open your eyes and feel calm, relaxed, refreshed, positive, and optimistic about your exam and what you must do to prepare for your exam.
- 4) Take a moment to get reacquainted with your surroundings.

Even with a short activity like what you just experienced it's possible to feel relaxed, refreshed, and ready to study. The more you practice this relaxation induction exercise, the easier it will be to do and the easier it will be for you to relax yourself. The next time you do this relaxation exercises, add the following suggestion when you count down to zero:

"I will remain relaxed for five minutes. I am comfortable and relaxed. At the end of five minutes I will count myself back up to five."

- 0... Slowly breathe
- 1... Slowly breathe
- 2... Come back to the surface
- 3... Come back slowly and positively
- 4... Almost there
- 5... Take a deep breath in and slowly exhale, back at the surface, fully awake, positive, relaxed, feeling refreshed, and optimistic

### **Step 4: The Hypnosis Wheel**

To help you with your self-hypnosis relaxation induction exercise, you can use a hypnosis wheel, a candle flame, soft music, strobe light, metronome, the ticking of a clock, running water, nature sounds, or even a smell you enjoy. As with any new activity, the more you practice, the more you'll improve.

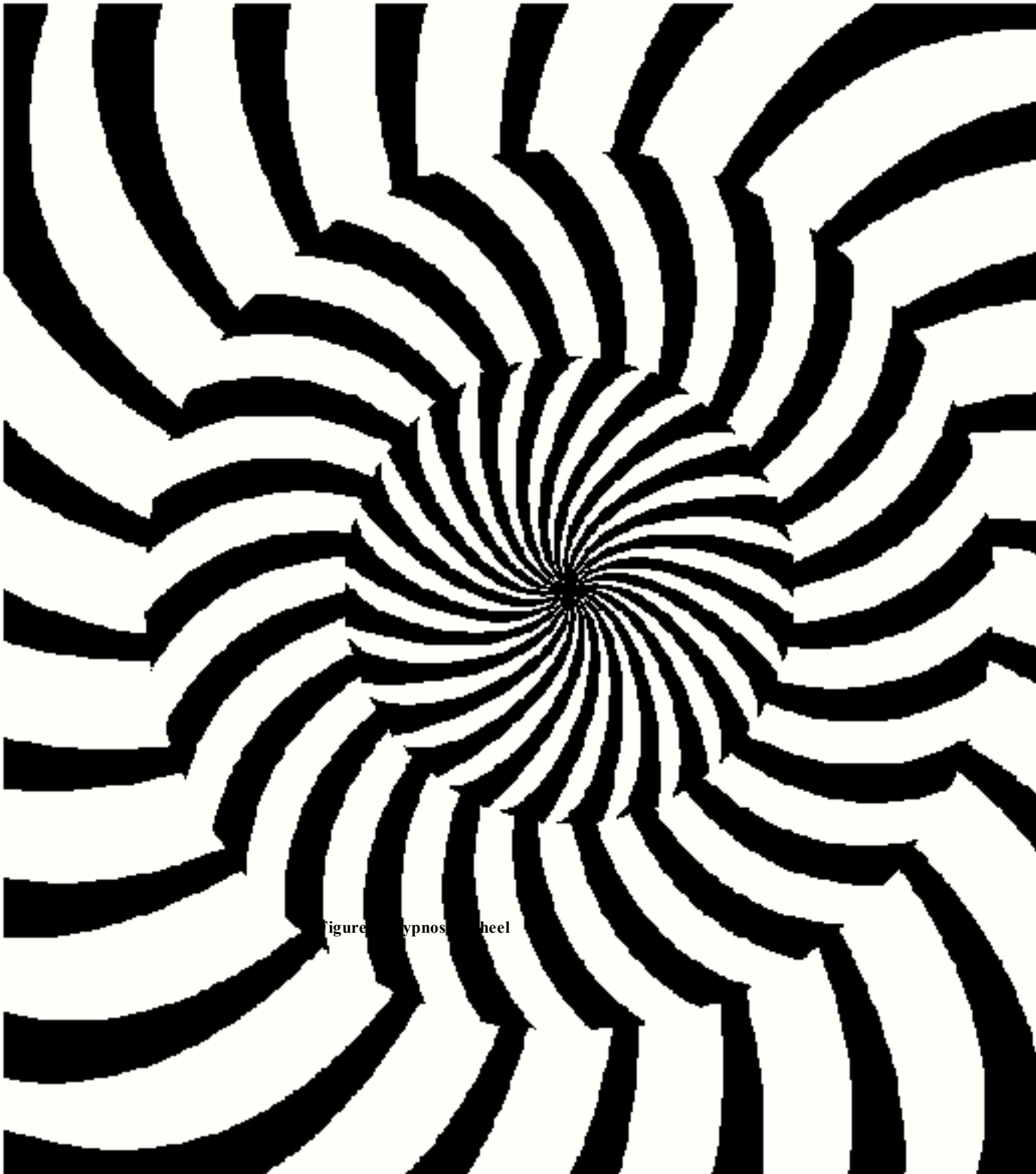


Figure 1. Hynpos wheel

## DAY 2: A PERSONALIZED PLAN DESIGNED JUST FOR YOU

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### WHAT CAN INTERFERE WITH SELF-HYPNOSIS?

Although hypnosis serves many purposes, it's often discounted because of the many misconceptions surrounding it. To properly prepare you for hypnosis, it's important to understand these misconceptions. Most professional hypnotists believe that there are only three things that can prevent you from being hypnotized:

- Fear
- Intelligence
- Resistance



Figure 6. Hypnosis killer number 1—fear

### MISCONCEPTIONS ABOUT HYPNOSIS

The first misconception is that a hypnotized person is unconscious or asleep. This is false. A hypnotized person doesn't pass out or become unconscious, and is not asleep. In the hypnotic state, you can hear and remember much of what is said.

The second misconception about hypnosis is that you may not come out of the hypnotic trance. This too is false. There is not a case in recorded history in which a person failed to come out of hypnosis. A person may become so relaxed that he or she *may fall into a natural, restful sleep. If so, he or she will awaken naturally later.*

The third misconception is that while under hypnosis, a person will obey any suggestion. Although this is a very popular belief, it's false. In reality, all hypnosis is self-hypnosis. You won't do anything under hypnosis that is against your moral or personal standards. Other misconceptions that are false include:

- A post-hypnotic suggestion lasts a lifetime
- Only weak-minded people can be hypnotized
- Hypnosis is anti-religious
- A person has to be in a deep trance for hypnosis to be helpful

## DECISIONS YOU NEED TO MAKE ABOUT YOUR HYPNOSIS PRACTICE

As you develop your self-hypnosis practice, you'll be faced with some decisions regarding where to practice, when to practice, or how long to practice. This section addresses some of these issues so you can get started practicing self-hypnosis today while you are preparing for your exam.

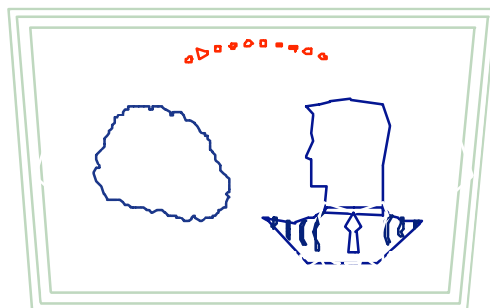


Figure 7. Hypnosis killer number 2 —intelligence

### Where to Practice?

One of the first decisions to make is where to practice self-hypnosis. While some people can concentrate and tune out everything else around them, most people find it beneficial to find a quiet, private place for their first few hypnosis sessions. While it may be difficult to find a place free of all sounds, select a place that is personal and as quiet as possible. Then, do your best to get as comfortable and relaxed as you can. After you have some experience with hypnosis, you'll be able to use outside sounds and distractions to relax even more. You'll be able to do your self-hypnosis while sitting in a waiting room, in an airline seat, or in a crowded area. But to begin, to find a place that is as free of outside sounds as possible. Indoors will usually be best for most beginners. Here are some suggestions:

- A bedroom, den, or study may work best—especially if you have children
- If it's difficult to find privacy in your home, sit in your parked car
- If you are work, close the door of your office during lunch hour
- Keep the lighting subdued
- The place you select should feel as comfortable, safe and free from interruptions as possible

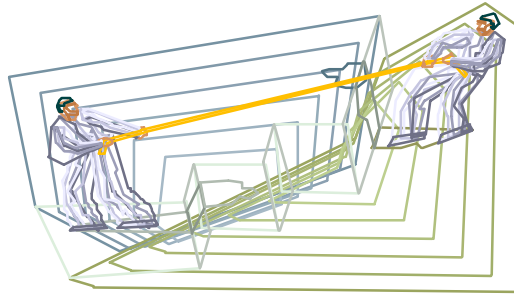
### Sitting or Lying Down?

Many people find that a relaxed sitting position is better than lying down. Lying down makes it easy to drift off to sleep when you're in a relaxed state of mind. Here are some tips on how to relax while seated:

- Select a chair that is comfortable and has a back that supports your head or allows you to sit upright.
- If your head is too far back when you relax, it will have a tendency to roll back

even more. That can become uncomfortable after a few moments.

- A pillow may help.
- Your chair may have armrests or not.
- Place your arms at your side or on the rests of the chair if that's more comfortable, or let them relax on your lap.
- The most important thing is comfort.



**Figure 8. Hypnosis killer number 3—resistance**

### **Eyes Open or Closed?**

Most of the techniques you'll learn can be practiced with your eyes open or closed. Most people naturally close their eyes when relaxed because of muscle fatigue in their eyelids. It doesn't matter if you keep your eyes open or closed; whatever you are most comfortable with will work best.

- If you wish to keep your eyes open, you may want to fix your gaze upon some spot that has slow and regular movement or no movement at all.
- Avoid visual distractions such as busy people, traffic, pets, or television as these make it difficult to concentrate.
- Concentration is important in entering a hypnotic state.
- You can start with your eyes closed and then progress to eyes open as your practice progresses.

You may need to experiment to find which works best for you: eyes open or closed. However, the easiest way to begin learning self-hypnosis is with your eyes closed.

### **How Long Should Each Session Last?**

Taking time to practice is essential to developing your self-hypnosis skills. The time you allow for your hypnosis is like a bank account deposit. Both the amount and *quality of the time you invest in yourself create value. Allow for variations in when and how long your sessions last.*

- Allow yourself 15 to 20 minutes for the first few sessions.



- As you become more skilled at entering a hypnotic state, you may only need eight or 10 minutes.
- The more work you want to do in your self-hypnosis and the more complex your goals, the longer you should spend.
- With practice, you'll require less time to become relaxed and enter your trance-like state.
- Eventually, the majority of your time in self-hypnosis will be spent working on suggestions and visualizations for specific goals and changes.
- Many people focus on doing only three to four minutes per session, but do it several times per day.
- Repetition is a successful strategy and you'll likely find the experience more gratifying.
- Before bedtime is an effective way to both invest in yourself with self-hypnosis and at the same time relax yourself for a good night's sleep.

### **What is Your Goal?**

*Always have clear and specific goals and write them down before you begin* your hypnosis. Writing down what you want to achieve or change can really help straighten things out in your mind. Written goals are more concrete, specific, and focused.

- Keep goals short and achievable
- Stick to one or two goals only in a single session
- Plan what to say to yourself from beginning to end during your hypnosis session
- Write out a detailed script to follow as part of your preparation
- Write several different suggestions for each goal, expressing the same goal in different ways (this reinforces the suggestion and ensures that it's accepted into the unconscious mind)
- Develop your own images and symbols to support and visualize your goals.
- Imagine yourself achieving whatever you wish to. Make it real, like a memory, but in the future

### **ACTIVITIES TO TRY: DAY 2**

**Goal Exercise 1: Define the goals of your practice as it applies to your upcoming exam now.** Be specific (e.g., Identify two key areas you are having difficulty with as you prepare for your test).

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**Goal Exercise 2: Write in detail where and when you'll practice hypnosis on a daily basis to help you prepare for your exam. Remember to identify a time and place you won't be disturbed (e.g., before sleeping). Next, imagine how you'll feel and behave after you've been using hypnosis daily for the next two weeks. Write how you'll feel and act in detail.**

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**Create a Mantra**

You can develop your own short, focused suggestion rhythm or mantra to help you relax and focus on reinforcing thoughts at the beginning of each session. The mantra should focus on test preparation as well as positive thinking. You can have more than one.

You might have an early day mantra such as: "Stay determined, stick to my *plan... all through the day; stay determined, stick to my plan ... all through the day.*"

That becomes the focus of your inner voice, using your imagery to see the words, sense the colors, breathe the words in, and keep your focus on your mantra.

A midday mantra could be: "My mind is open, I am learning from this morning, *I've never been smarter.*"

An evening mantra might be: "I did well; breathe and let go."

**Mantra Exercise: Create a personal mantra you'll use at the beginning of your hypnosis sessions. Write one mantra for each area you identified as a critical area of improvement needed for you to succeed on your exam.**

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## DAY 3: HOW TO CREATE POWERFUL HYPNOTIC COMMANDS YOU CAN USE FOR IMMEDIATE TEST TAKING IMPROVEMENT

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### CREATING YOUR PERSONAL HYPNOTIC SUGGESTIONS

To achieve success on your exam, it's important to incorporate what is called a *posthypnotic suggestion*. This suggestion is given during hypnosis for an action, feeling, or internal physical change you want to take place after the hypnotic experience. It's what will help you achieve your specific goals when you are no longer in hypnosis.

Posthypnotic cues can also be used. A cue will serve to trigger your suggestions after the hypnosis session ended. A cue could be as simple as an action, thought, task, image or event that is used to trigger a suggestion that was introduced while in a hypnotic state.

Using posthypnotic cues and suggestions allows you to make changes in your day-to-day behaviors and feelings. For example, if your goal is to feel more calm and relaxed while you take your exam, during self-hypnosis you could make the association between deep breathing and feeling relaxed. The suggestion you would give yourself is to relax and feel calm at any time. As a result, deep breathing will serve as a trigger for you to relax. Then, when you become anxious during your exam, you can quickly restore feelings of calm and relaxation simply with a few deep, slow breaths.

Keep the following points in mind when structuring your personal hypnotic suggestions.



Figure 9. Use hypnotic commands to take charge of your mind

1. Use Repetition. This is the most important rule in making successful suggestions. Your suggestion should be repeated as often as possible. A suggestion has the power to suppress or stop the opposite concept in the mind. Thus, once your suggestion is conditioned to your nervous system, there is a need to follow through on that suggestion immediately.
2. Be Positive. You're much more likely to accept an idea if there is a strong belief in the idea. Any doubt that creeps in may block results and negate your suggestion. Think positively about your suggestion and feel confident that the desired result will occur.
3. Be Logical. A suggestion should be accurate and a good reason should be given for its acceptance. For example, instead of suggesting, "my stress is gone," suggest, "my stress will gradually lessen and in a few moments it will be gone." This allows time for

the suggestion to have its affect. And, if you give a logical reason why your stress will dissolve, then the suggestion is almost certain to be accepted.

4. Use Visual Images. Any verbal suggestions you make will be much more forceful and powerful if a visual image can be added to it. Visual images always help the conditioning process. For example, if you start to get tired while you are studying and want to overcome this feeling by suggestion, visualize yourself doing something where you are active and full of energy. See yourself running or playing golf. Hold this image for three or four minutes, and you may be surprised by the result. The visual image you create should always mirror the result you desire.

5. Use Emotional and Exciting Words. Conditioning takes place very rapidly when you experience a strong emotion. It will help if your suggestion can be wrapped into some emotion. This can be achieved by carefully selecting the words or a visual image or both. The desire to achieve success is an emotion. Use words like vibrant, sparkling, thrilling, wonderful, powerful, radiant, generous, exciting, delightful, and beautiful.

6. Keep It Simple. Be sure to keep the wording of your suggestion simple. Mean what you say and don't be ambiguous. Avoid including long technical, psychological, or metaphysical phrases. Simple words have the greatest force.

7. Use Present Tense. Always phrase your suggestion as if you already accomplished it; even if the suggestion is for something you hope to accomplish in the future. It's just as important that you don't refer to past conditions in your suggestions because it introduces a dual image into your mind: the image of how you were and the image of how you want to be. The image of how you have been will always be stronger.

**Phrases to use:** *I am... It is... I feel...*

**Phrases to avoid:** *I will... It will... I am going to... I will try to...  
no... not... non... I have...*

It is especially important to avoid negations in phrases. For example, if you say to yourself "I am not a smoker" it can be interpreted by your subconscious as "I am a smoker" because the subconscious is resistant to recognizing a negation.

- Use Repetition
- Be Positive
- Be Logical
- Use Visual Images
- Use Emotional and Exciting Words
- Keep It Simple
- Use Present Tense

**Figure 10. Summary of Rules for Structuring Hypnotic Suggestions**

**ACTIVITIES TO DO: DAY 3**

**Write Your Hypnotic Suggestions**

Using the guidelines outlined above, create two hypnotic suggestions and cues you can use during your self-hypnosis sessions to help you with your exam preparation and on the day you take the exam. Do this now so you can start using them right way.

**Hypnotic Suggestion & Cue #1 (Focus it on test preparation):**

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**Hypnotic Suggestion & Cue #2 (Focus it on the day of test):**

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**Your First Self-Hypnosis Session**

Before you begin your first true self-hypnosis session, you should have already done the following:

- Select a place to practice
- Decide how long to practice
- Decide if you'll sit or lie down
- Eyes open or closed?
- Determine the goals of your practice
- Create your mantra

Now you are ready to get started practicing self-hypnosis. Remember, for self-hypnosis to work, you must

- Believe it will work
- Expect it to work

- Visualize and imagine it working
- Practice it

**Note: Don't be discouraged if you don't have immediate results, or feel like you're "not doing it right."** Don't give up after one session. Keep trying and you'll soon be able to achieve a hypnotic state.

Now follow these steps.

### **Step 1: Get in your chosen place**

- Select a place where you won't be disturbed by unnecessary noises or interruptions
- Dark or subdued light and soft music may be helpful
- The area should be free from drafts and unpleasant odors
- Clothing should be loose

### **Step 2: Initial Relaxation**

- Relax your arms at your sides, on the arms of the chair, or on your thighs
- Don't cross your legs
- Your head should be in a comfortable forward position

### **Step 3: Set a time Limit**

- Set a time limit for this practice session (10 - 15 minutes should be about right); you may want to use a timer to signal when the time is up
- With practice you'll learn to respond accurately to your own internal clock

### **Step 4: Select a focal point**

- Locate an imaginary spot on the ceiling or the wall
- You may use the hypnosis wheel or other induction method noted earlier
- Focus your attention on this object and remain very still

### **Step 5: Imagine**

- Vividly imagine that you feel calm, relaxed, and sleepy
- Your body responds to your imagination
- The more you pretend, the more your body will respond

### **Step 6: Deeper relaxation**

- As you begin to feel your eyelids becoming heavy, take three deep breaths
- After the first deep breath, slowly exhale and say or think... “I am relaxing”
- After the second deep breath, slowly exhale and say or think... “My body is *relaxing*”
- On the third deep breath, hold it and count... “five, four, three, two, one... zero”
- Then, as you exhale, say or think the words, “relax now” and let your eyelids close
- Let your mind carry you to a place of peace, comfort, and relaxation
- The place you choose to go to in your mind can be outside or inside; it’s wherever you want to go
- Now, drifting down, deeper and even deeper relaxed, allow yourself to be transported across time, across space, to your special place
- The place that to you means peace, comfort, safety, relaxation and happiness

### **Step 7: Sequential relaxation**

- Direct your attention to each group of muscles in your body and tell them to relax
- In your mind, see them relaxing
- Start at the tips of your toes and continue to the top of your head
- Do this exercise slowly and without concern
- At first, allow 5 to 10 minutes for the body to relax
- Don’t test the relaxation by moving

### **Step 8: Deepen your hypnotic state**

- Prepare for your hypnotic suggestions and imagery; count backwards from 9
- With each descending number allow yourself to go deeper and deeper into the hypnotic state
- Say the following: “deeper and deeper 9, deeper 8, deeper 7... down, down, *down I go...deeper 6, deeper 5, deeper 4... deeper and deeper... allowing wave upon wave of relaxation to flow through my body as I go deeper and deeper... deeper 3, deeper 2, deeper 1, deeper and deeper, relaxed...*”



**Step 9: Reinforcing hypnotic suggestion**

- At the end of each practice session, but before you awaken, think to yourself...  
“Each time I practice this exercise I relax more quickly, more easily and more *deeply than any time before*”
- “Each time I am more receptive and responsive to suggestions I give to myself”
- “I look forward to practicing daily because I enjoy it”

**Step 10: Awareness**

- At the end of your session, count yourself back to full awareness
- Suggest to yourself that when you leave hypnosis you’ll feel refreshed and alert
- Check that you are again fully awake and alert and enjoy the rest of the day

**DAY 4: HARNESS THE POWER OF VISUALIZATION TO PUT YOUR BRAIN IN A TEST TAKING SUCCESS ZONE**

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**USE IMAGERY & VISUALIZATION TO ACHIEVE YOUR GOALS**

Imagery can mean visualization – using your imagination to form pictures in your mind. However, it can also include all the senses of sight, sound, taste, smell, and touch. While most people are predominantly visual in their use of imagery, the most powerful and effective guided visualization will incorporate elements from all the senses. In self-hypnosis, a mental image is often worth many pages of verbal suggestions. You can use your own memories and experiences to construct your own highly personal imagery to reinforce your suggestions for change.

A visual person can see in the mind's eye as if viewing a scene in reality or on the TV screen of their mind. The visual person can also use their imagination. The non-visual person cannot see pictures but they can imagine scenes, sound, and experience feelings.



**Figure 11. If you can visualize it, you can remember it, you can access it, and you can use it**

The more you use positive images, the easier it becomes for these images to become a reality. When images of health, success, and life styles changes are accepted by the subconscious mind, there is a tendency for the images to be realized. If you visualize or imagine yourself doing whatever it is you desire, you begin to act, do, think in ways to bring it about. As you begin to use imagery, remember to see the things and scenes themselves, rather than seeing yourself seeing them. Then, the next time you experience anxiety about your exam, you can return to this place of calm relaxation and optimism.

**ACTIVITIES TO DO: DAY 4**

**Creating a Sensory Model**

This activity is designed to help you understand your natural ability to imagine using your five senses. Until there is an image in the mind, there can be no reality. If you want to change your life, your lifestyle, and your habits, you must change the image that your mind holds. This will help you address difficult test preparation issues such as: procrastination, staying disciplined in your test preparation, addressing negative and self sabotaging attitudes, changing your self-talk as well as improving memory and recall.

While working through the following activities, take your time and give yourself a moment after each question to evaluate your experience and relate it to your test preparation habits. It's possible that you have never considered questions like these before, so it's okay not to have answers for all of them. Try to determine how clear each of the sensory images is to you.

**Sense of Sight**

**Step 1: Get Started.** As you read each of the following questions, answer them to yourself. First, take a couple of deep breaths and exhale each breath slowly. Do this a few more times. Imagine where you'll be taking your exam. If you don't know what the room will look like, visualize how the day you'll take your exam will play out. You can be indoors or outdoors, your visualization can be real or imaginary.

**Step 2: Questions To Answer.**

- Can you see a special place in your mind?
- Is it clear?
- Is it in brilliant color, normal color, faded color, black and white?
- Can you see it as a moving picture, like when you watch a video?
- Can you rewind it and play it over and over again?
- Can you freeze one frame? Can you change the colors, contents, or seasons?
- Can you dim or brighten it?
- Can you change your perspective?
- Can you look at your special place from a new location, zoom in for a close-up, or step back for a broad view?
- Can you see yourself in the picture?
- Can you change the picture so you are a different age?

**Step 3: Results.** Make a note of how many questions you answered yes to. If you were successful in answering yes to many of these visual questions, then you may be visual. If this is not the case, and you were unable to see any images in your mind, then you may be non-visual. Remember that sight is only one of five senses. How would you rate your ability to imagine using this sense: weak, moderate, strong? Record your results in the following space.

**Sight Results:**

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### Sense of Hearing

**Step 1: Get Started.** Next you'll measure your sense of hearing. Get comfortable, take a deep breath and exhale slowly.

**Step 2: Questions to answer.**

- What sounds do you hear in the testing room or during the day of your exam ?
- Are there nature sounds, like birds, water, blowing wind as you walk to the testing center?
- Is there just silence in the examination room?
- Can you hear sounds coming from different directions in the examination room; from the left, right, top, bottom?
- Can you hear the sounds fading or getting stronger?
- Can you imagine a sound that relaxes you?
- Does listening to it help you feel calmer?
- Can you imagine a sound that gives you energy?
- Can you imagine happy or sad sounds?
- Can you replay conversations or sounds from the past?
- Can you change them or turn the volume up or down?

**Step 3: Results.** Make a note of how many questions you answered yes to. If you were successful in answering yes to many of these hearing questions, then you may be auditory. If not, and you were unable to hear any sounds in your mind, then you may have a different preferred sense. Remember that the sense of hearing is only one of five. How would you rate your ability to imagine using this sense: weak, moderate, strong? Record your results in the following space.

**Hearing Results:**

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### Sense of Touch

**Step 1: Get Started.** Next you'll measure your sense of touch, which is experienced in two different ways: physically and emotionally (feelings). Emotional images are often linked strongly to all the senses. To continue the exercises, answer the following questions and explore your sense of touch on the day you take your test.

**Step 2: Questions To Answer.**

- Can you image feeling the temperature in the examination room or on the day you take your test?
- Is it hot, warm, cool, or cold?
- Is it dry or damp, windy or calm?
- Can you raise or lower the temperature in the room?
- Can you feel the texture of items that are close to you: the ground, your clothes, or other objects?
- Can you hold or touch any object and feel its history?
- Can you picture the objects past?
- Do you feel emotional on this day?
- Can you relax, become energized, get rid of your worries, be creative, think clearly?

**Step 3: Results. Make a note of how many questions you answered yes to. Is touch your most preferred sense? How would you rate your ability to imagine using this sense: weak, moderate, strong? Record your results in the following space.**

**Touch Results:**

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**Sense of Taste**

**Step 1: Get Started. Next you'll evaluate your sense of taste. Think about what you'll eat prior to taking your test. Sit back, take a few deep breaths, exhale slowly, and experience the questions one at a time.**

**Step 2: Questions To Answer.**

- Do you have a favorite food or beverage you like to eat or drink before you take a test? Can you image its taste?
- Can you change the taste, add a different seasoning, or cook it a different way?
- Can you blend the tastes of different foods on your imaginary plate?
- Can you read a recipe and know what the result will taste like?

- Do you use recipes, or do you cook by feel?
- Are there foods or beverages that comfort you?
- Are there foods or beverages that bring back memories?
- Can you imagine a little bit of an unpleasant taste?
- If so, now remember a pleasant taste.

**Step 3: Results. Make a note of how many questions you answered yes to. Is taste your most preferred sense? How would you rate your ability to imagine using this sense: weak, moderate, strong? Record your results in the following space.**

**Taste Results**

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**Sense of Smell**

**Step 1: Get Started. Do this exercise just like the others. Take a deep breath, exhale slowly, let your body relax, and think about each question, one at a time.**

**Step 2: Questions To Answer.**

- Can you imagine any smells on the day you take your test or in the testing room? Is there more than one smell?
- Can you experience one smell and then another, or can you inhale a combination of smells at the same time?
- Can you imagine moving about this day, experiencing smells as you go?
- Can you imagine a smell that relaxes you? Is there more than one?
- Do certain smells bring back memories?
- Do these smells help you remember sights, sounds, emotions, or tastes?

**Step 3: Results. Make a note of how many questions you answered yes to. Is smell** your most preferred sense? How would you rate your ability to imagine using this sense: none, weak, moderate, strong? Record your results in the following space.

**Smell Results:**

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Use the results of these exercises to guide you in the selection of appropriate images and symbols to use during your self-hypnosis sessions.

**Note: If you need to go through these exercises more than once to develop the images further, then by all means—do it!**

## **DAY 5: DEVELOP THE MOTIVATION YOU NEED TO START SUCCEEDING RIGHT AWAY**

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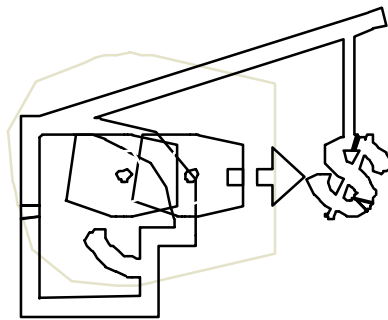
### **IMPROVE MOTIVATION TO ACHIEVE SUCCESS**

#### **How to Improve Your Test Performance**

Research on academic achievement and self-hypnosis suggest that there are a number of benefits from using self-hypnosis during test preparation.

- Almost any student can improve his or her grades, from the very best students to those who may be struggle in the classroom
- For most students, 60 to 90 percent of study time is wasted and non-productive. Self-hypnosis helps to reduce wasted time so you can make studying take a lot less time and get a lot more done.
- Findings suggest that students who “need” the most improvement often are the ones who “do” improve the most
- Most students find studying more enjoyable after using self-hypnosis
- Test-taking is easier for students who practice self-hypnosis because they worry less and experience less stress

Performing well on exams takes skill. Studying is a skill that requires two things: Practice and proper technique or methods. Knowing how to study is not that same thing as being able to do it. If it were, everyone would be a good student once they knew the basics of good study habits. Following are seven simple steps for studying that you’ll find in most how-to-study books.



**Figure 12. Know what motivates you and use it to your advantage**



## **BREAKING THROUGH MOTIVATIONAL BARRIERS TO ACHIEVE YOUR GOALS**

The subconscious part of the mind can hold ideas and attitudes that make it difficult to excel in some subjects. Most people have one or two subjects that are more difficult for them than others. Sometimes subconscious blocks for an area of study cause these difficulties, while there are no blocks for other disciplines. When these blocks occur, people say things such as, "I'm just not very good at \_\_\_\_\_ (fill in the blank)."

Subconscious blocks may also apply to learning in general. Instead of a block that applies to one specific area of study, the subconscious mind may be opposed to academics in general, or to learning above some accepted level. Hypnotic suggestions can help to overcome these blocks without knowing very much about them. However, it may also help to not only determine that they exist, but also understand the nature and scope of blocks, so you can more effectively tailor suggestions to change them.

Autoquestioning is a productive method of retrieving information from the subconscious mind by asking yourself questions. While this takes some work, it's worth the effort. The first thing you have to know is what it is you want to know more about. This means first starting with the problem and then boiling it down to those processes and behaviors that are within you. The first question to ask yourself before you start autoquestioning is, "What is the real source of the problem?" In most cases, desire (motivation, craving, need, etc.) is at the root of all that you do: procrastinate, over eat, smoke, drink, or chew your nails. They require overt behavior on your part. However, some mental blocks are passive in nature and involve the absence of something, such as thinking that you are poor in math, a bad test taker, or simply can't remember names. These are subconscious ideas that get in the way of learning and performance. Once you know these blocks are there, you can formulate questioning strategies to find the subconscious ideas that cause them.

Autoquestioning allows you to find out if anything in your past was interpreted by your subconscious as a reason to cause a particular desire. These desires are sometimes translated into problems; for example, the belief that you are a poor test taker. You are looking for incidents in your past that were misinterpreted by the subconscious mind and are acting as a negative influence on your present-day behavior.

### **ACTIVITIES TO DO: DAY 5**

#### **Creating Learning Anchors**

This activity is designed to help you create learning anchors, which will aid in memory recall and allow you to benefit fully from your hypnosis practice. Steps one through three introduce you to a self-hypnotic learning trance. Step four explains how to create your personal learning anchors. Step five provides a sample posthypnotic suggestion you may want to incorporate into your self-hypnosis practice. Step six brings you back.

#### **Step 1: Prepare for self-hypnosis**

- Find a comfortable position, loosen your clothes, take a deep breath, exhale, and let your eyes go out of focus

- As you breathe slowly in and out, let the muscles in your body relax
- The more you let stiff muscles relax, the more relaxed you'll become and the deeper you'll go into self-hypnosis
- As you continue to breathe deeply and let your muscles relax, you may be aware of sounds around you, and you'll continue to hear them as you go deeper and deeper into self-hypnosis

### **Step 2: Enter a hypnotic state**

- After a few moments close your eyes and begin to count down slowly from five to zero, suggesting to yourself that you'll feel relaxed, positive, and in a comfortable hypnotic state when you reach zero
- After each count you may suggest that you'll relax more and more, and go deeper and deeper into your hypnotic state
- You may suggest that when you reach zero, your unconscious and universal minds will be open to assisting you in learning, and they will make the right information available to your conscious mind when it's needed
- If you are uncomfortable at any time, end the state by opening your eyes or moving your body

### **Step 3: Introduce suggestions to improve your learning**

- As you count down, you'll feel in tune with your senses, and you'll be open to the thoughts and positive images that your unconscious and universal minds will send to the conscious surface
- Suggest to yourself that you'll experience the feelings of your most comfortable learning environment no matter where you are
- If there are loud sounds or talking, you'll hear them, but they won't interrupt your learning
- Suggest that you'll find yourself able to focus better on your studies and recall more information through sense imagery

### **Step 4: Creating Learning Anchors**

- When you reach zero, you will feel calm, relaxed, and in a positive mood for learning
- Suggest to yourself that you'll feel the same way instantly, wherever you are,

when you want to learn and recall information

- Suggest to yourself that when you repeat a special word or put your fingers together in a special way, you'll automatically enter your learning and recall hypnotic state

#### **Step 5: Posthypnotic Suggestion**

- Suggest to yourself that every time you practice self-hypnosis, you'll become more and more in tune with your learning and recall potentials
- Suggest that you'll be open to the knowledge that comes from the unconscious and universal minds, and that you'll be guided in the right educational direction to be in tune with your life's potential
- Suggest that you'll remember and use your self-hypnotic anchors to help you recall, whenever and wherever you need them

#### **Step 6: Return**

- When you are ready, count yourself back up to five, reinforcing your suggestions as you count
- Suggest that when you reach five, you'll feel good about your learning and recall potential.
- You'll be able to communicate calmly to others about what you need to create a productive learning experience
- When you awake, take a deep breath and feel calm, relaxed, and comfortable about having a productive learning experience

While in self-hypnosis, practice your learning anchors and experience how they work for you. Imagine using them in a situation where you have had difficulty learning in the past. Each time you practice, feel that you are able to focus more and more on your learning and recall abilities. Imagine how, when you are placed in situations or subjects that don't feel comfortable, you could let others know what would help you learn.

Use your senses to imagine how you could make positive changes in your study habits to help you reach your full potential. Consider that your dislike for a particular subject may only be a temporary resistance toward a greater goal. Imagine that you have been given the wonderful potential to help many people in your life and the more you learn the more it will help you fulfill that potential.

#### **Autoquestioning**

This activity is designed to help you understand your mental blocks and break through motivational barriers by tapping into your subconscious mind. There are several categories of information. First, you want to know if there is a subconscious resistance

to the idea of being a good student. Second, identify any specific or more narrowly defined subconscious blocks that may be at work. These blocks need to be isolated, and if possible, understood. Use the autoquestioning technique outlined below.

**Step 1: Ask:**

*"Are there any ideas in my mind causing the desire to have a particular problem or phobia, (i.e. procrastination)."*

If the answer is "yes", proceed with further questioning. If the answer is "no", you may need to reword the question. It may be helpful to write down the question. Then, if you get no response to it, you won't ask the same question again. The subconscious takes words literally, so be careful of the words you choose.

**Step 2: If the answer to the question was "yes", proceed with the next set of questions.**

*"Go to a time when an incident happened that caused this desire to go into my subconscious mind, and give a yes answer when you are there."*

**Step 3: Once it answers "yes", then ask:**

*"Look this incident over from my present perspective, that of a (state your age), keeping in mind everything I have learned and understood since this incident."*

*"When the my present-day subconscious understands how this incident caused this idea to go into my subconscious at that time, indicate with a yes answer."*

There may be times when the present-day subconscious indicates it cannot see the connection, tell it to "make note of it and move to the next stage."

**Step 4: Now ask your subconscious:**

*"Now that we have identified an incident that helped put the desire in my mind to (procrastinate), and the subconscious understands that I no longer wish to be influenced by this desire, is there any reason why this incident should continue to influence me negatively?"*

**Step 5: If it answers with a "no", it means that particular incident will no longer influence that desire (to procrastinate). Say to it:**

*"Then let it go forever."*

Occasionally it may answer "yes", in that case continue questioning to find out more details about the situation:

*"Was it something someone said, or did to you?" "Something you read or thought to yourself?" "Was the intention of the thing said or done to cause you this problem (or desire)?"*

Usually after such questioning it will then give a "no" when asked if the incident will continue to cause a problem.

**Step 6: Then ask:**

*"Are there any other incidents that still influence this desire (to procrastinate), if so, go to that time and signal YES."*

If it signals "yes", then follow the procedures listed above. If it indicates "no", then formulate a new question and start over again. For example, if the first question was

*"Is there an idea in my mind that is causing me to procrastinate?"*

Then ask

*"...Is there something that will keep me from stopping procrastinating, or wants me to continue to procrastinate."*

Etc.

Once you have asked a number of questions (about a particular problem, like procrastination) in a number of different ways, you have probably removed the reasons behind the desire(s) to procrastinate, or whatever block you were exploring. At this point you are ready for positive suggestions about not needing to procrastinate, or have a follow-up self-hypnosis session to complete the process. Occasionally, when a line of questioning has been successfully completed, you may notice the desire creeping back. In such cases simply go through the questioning again, and remove the influences once again.

## DAY 6: HOW TO IMPROVE YOUR CONCENTRATION AND MEMORY POWER TO GIVE YOURSELF THE ULTIMATE CONFIDENCE BOOST

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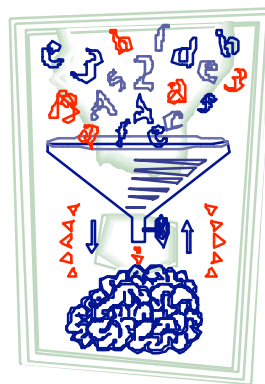
### IMPROVE YOUR CONCENTRATION & MEMORY

If you have ever been in a seriously threatening situation, then you know you can concentrate. You know, because any time there is a threat that scares you, it's impossible to think of anything else.

There are two essential elements of concentration: attention and focus. Attention is the process of attending to something, to concentrate on it. You don't have to squint your eyes to concentrate; in fact, that may indicate you are having difficulty focusing. Think of a camera lens as a model of focus. Everything that is in focus is clear and distinct, what is not in focus is fuzzy and blurred. If you start reading a page from your textbook and realize that you are reading without knowing what you are reading, or cannot remember what you have read, then you are out of focus and have lost your concentration. We tend to pay attention to issues of relative importance. So relative importance becomes an important consideration in concentration. Things that threaten us are generally more important to us than things that don't.

So why is it that your friend can concentrate on anything he or she chooses? Or, when they have multiple problems they seem to be able to put everything aside and just concentrate on the information in front of them?

The secret is in understanding worry and concern. Worry and concern are not conscious phenomena; they are created by the subconscious part of the mind. Because of this, they are out of our conscious control. Thus, the subconscious is what keeps you from concentrating at will. The autoquestioning techniques introduced earlier will help you free the subconscious blocks you may be experiencing and help you improve your concentration.



**Figure 13. Self-hypnosis helps you to learn and remember so you get the best possible result on your exam**

Memory is often paired with concentration because there is not much point in being able to concentrate on information if you can't remember it. Memory is not as simple as most people think. For example, there are two different ways that information is stored so we can remember it. One is developmental. For the first six years of life new memories are stored at a rate and volume that exceeds everything we will learn for the rest of our lives. After childhood, memorizing becomes more difficult as we age. Adults may find it difficult to remember something if it's not meaningful. It's particularly

difficult to remember something that is not meaningful in the context of something that is already known. Subconscious blocks to remembering historical dates, for example, might be the result of a subconscious imprint formed at an early age when a parent or teacher said the wrong thing: “You’re just not good at \_\_\_\_\_.”

Removing subconscious blocks to concentration and memory is important as you prepare for your test! If you didn’t work through the autoquestioning activities introduced in the prior section to determine which subconscious concepts you need to work on changing, do so now! Working through this process will help you clear your mind, and also help you achieve your maximum ability to concentrate as you prepare for the test, and recall information when you take your test.

## **ACTIVITIES TO DO: DAY 6**

### **Guided Hypnosis Script**

The following guided hypnosis session is designed to help reduce nervousness and increase concentration, memory, recall and focus during an examination. (Note that this is not a substitute for studying and preparing for your exam.) Follow the breathing, relaxation, and hypnosis induction processes introduced earlier in this manual prior to reading the following “Passing Your Exam” hypnosis script. Or, consider including the breathing and relaxation elements into your script. The key is to make the hypnosis process simple (so you’ll do it!), while also making yourself as comfortable as possible.

#### **A Script for Passing Your Exam**

- I am relaxed and focused during tests and exams
- I want to achieve the highest marks possible on my tests
- I want to discontinue any desires within me to perform less than I am truly capable of, and I increase my desire and motivation to make excellent marks
- I allow my body to relax as I take any exam
- My body is completely safe before, during, and after any exam
- I realize that in the past I may have confused my body because of my worry, which led me to think that there was some imminent danger to its well-being
- It thought it was doing me a favor by being on the alert and shutting off my higher thinking faculties
- But now I’m letting my body know that there is no danger to our survival during any tests
- And, although I will do very well on my test, my survival in no way depends on any examinations
- So I now send my body a message of peace before and during a test
- I feel totally at ease as I take my test
- Distractions around me during an exam don’t disturb my concentration
- I ignore any distractions

- My own train of thought remains focused on the questions and answers to the questions on the exam in front of me
- I relax and focus with confidence, from the moment I start the exam to the time I complete it
- My memory is excellent, as well as my problem-solving abilities
- I have a great ability to recall information and, as I relax during the test, information is easily retrieved from my excellent and accessible memory
- My conscious mind and my subconscious are in close rapport at all times during the exam and work well together to answer any question on the test
- I picture myself walking into the examination room, feeling relaxed and comfortable
- Having prepared for the test, I feel confident and secure that I will do very well on the exam
- As I sit down and look at the exam questions, I suddenly feel relaxed and focused
- My mind becomes clear, and I can focus easily on each question or problem on the exam
- As I answer each question, the answers come to me easily and readily
- I can even imagine finishing the exam with enough time to look over my answers
- I thank my subconscious mind for allowing me to stay relaxed and focused throughout the entire exam, and for remembering all information needed to answer the exam questions correctly
- When I sit down to take an exam and feel the chair pressing against my back, I automatically become relaxed and focused, with a high degree of concentration and memory recall
- The feeling of the chair against my back puts me in the perfect mental state for doing well on the exam
- I will awaken from the hypnosis by counting to five
- When I reach the number five, I will become fully alert and wide awake
- One... beginning to awaken from hypnosis
- Two... becoming aware of my surroundings... feeling satisfied, safe, and comfortable
- Three... looking forward to positive results from this hypnosis session



- Four... feeling absolutely wonderful
- Five... Five... Five... now wide awake and fully alert

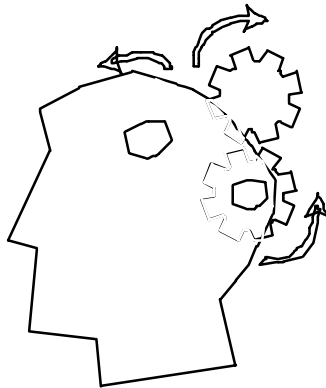
### **The Language of Hypnotic Suggestions**

Neuro-Linguistic Programming (NLP) is used to learn and understand how humans think and construct internal models of the world. Neuro-linguistic programming is a skilled use of language. Hypnosis is a skill set within the NLP model. Neuro-linguistic programming looks at how you view yourself given your life experiences and how you use that information throughout your life. It can help you communicate more successfully with the self by changing your internal thought process. It's often used as a vehicle for fast or accelerated change because you can cut through what is not working and make a conscious choice to embrace what does work, which is why rapid results are possible with hypnosis that incorporates NLP strategies.

Self-hypnosis and NLP are not the same thing but they do have much to offer each other. In NLP, one seeks to “reprogram the brain” by understanding how successful people construct images of the things they are successful at, then using those models to “reprogram” the brains of others who struggle. These models are then used to build methods that can literally change the way you think, the way you act and what you believe.

Neuro-linguistic programming has diverse application in psychotherapy to treat phobias and other disorders. More importantly for our purposes, it has been used to train individuals and teams to achieve maximum success in the workplace or anywhere else where a positive mind set is essential for high performance. Sounds like something that can be applied to test taking doesn't it?

When combined with the self-hypnosis techniques of deep rhythmic breathing, relaxation, and mind clearing, the power of suggestion inherent in NLP makes for a powerful tool.



**Figure 14. NLP programs your brain for success**

### **Creating Your Own Symbols**

We speak to ourselves in a language that has special meanings to us based upon previous experiences. For example, what do these words and images bring to your mind: a sunrise, a rose, a frog on a rock in a pond, a crackling fireplace, a puppy? It's likely that these words stimulate some images or memories that have a unique meaning for you. Your past experiences in life will influence what comes to mind, what you feel emotionally and physically, and even what your senses perceive. These words serve as symbols. A symbol is anything that represents something else. The suggestions you incorporate into your hypnosis sessions will be more effective when

you use symbols that represent your goals and outcomes. Positive symbols from your memories and past experiences can tickle your subconscious mind and cause you to respond as you did before. For example:

*“When I imagine the blue of the sky and the gentle flowing of the clouds, the warmth of the sun, and the gentle, relaxing breeze, I feel less tense, like when I was young, lying in a soft patch of grass and looking up at the sky. Not a care or concern bothers me. The sky is filled with white puffy clouds reminding me of my youth. I’m just a few deep breaths away from that time, young and growing, filled with energy and optimism. Now I’m growing into a self-controlled, relaxed state of mind.”*

You can find images and symbols of relaxation from your own life. Symbols are plentiful in our lives, past and present. Tie those words, images, and feelings that make up symbols with the goal you want to achieve. The words you use to express a suggestion are less important than the mental picture or feeling you create and the meaning that exists behind the words. Neuro-linguistic programming taps into the language of the mind, enabling you to consistently achieve your specific and desired outcomes by allowing you to organize information and perceptions in ways that allow for results that you may once thought were inconceivable. Adding NLP strategies to your hypnosis program allows you to change, adopt, or eliminate behaviors, as you desire, and gives you the ability to choose your mental, emotional, and physical states of well-being while you take your test.

One way to incorporate NLP strategies into your hypnosis practice is to use the following four steps to success.

### **NLP: Four Steps to Success**

#### **Step 1: Know what you want.**

Decide and write down exactly what you want.

#### **Step 2: Take Action.**

Do what you think will help you achieve your outcome and avoid unnecessary problems. ACT NOW!

#### **Step 3: Notice the results of what you do.**

Are you getting closer to your goal/outcome or are you getting further away from it? Observe what is happening as a result of your actions/behavior. What’s the feedback you’re getting?

#### **Step 4: Continue to change your actions/behavior until you reach your goal or outcome.**

If what you’re doing isn’t working—do something different!

### **Developing a Well-Formed Goal or Outcome**

Since language patterns affect your thoughts, behaviors and actions, it’s to your advantage to understand whether the questions you ask and are using to set and

achieve your test-taking goals and outcomes are appropriate. Typically, when you have difficulty achieving a goal or desired outcome you ask yourself these questions:

- What's wrong?
- Why do I have this problem?
- How many ways does this limit me and what I can do?
- What does this problem stop me from doing that I want to do?
- Whose fault is it that I have this problem?
- When is the worst time I have experienced this problem?
- How long have I had it?

Notice that these questions tend to lead you into considering who's to blame **and what's wrong and lead us away from the actual goal or outcome we want.**

### **Goals**

The goals you identify in this activity can be incorporated into your daily hypnosis scripts to help you address problem test-taking areas (e.g., manage anxiety and stress, improve memory and recall, decrease procrastination, etc...) one by one. Ask yourself the following questions.

**Question 1: What is it that I want? (Ensure that it's stated in the positive; reframe the terms as necessary).**

**Question 2: Can this goal be initiated and controlled by me?**

**Question 3: What will me and others see and hear when I have achieved my goal? (Sensory based description of the vision)**

**Question 4: Is this something that can be tackled as one task or should it be broken down further? (e.g., test preparation by sections or as a whole.)**

**Question 5: Why must I pass this test?**

**Question 6: What is important to me about this?**

**Question 7: How will I know when I have achieved the results I desire?**

**Question 8: What will I see, hear and feel when I have it?**

**Question 9: Are there times and situations when I don't want it?**

**Question 10: How will my desired outcome affect my activities? (How will it affect the activities of others?)**

**Question 11: What will I gain or lose? What will others gain or lose?**

**Question 12: What stops me from having my desired outcome now? (Identify limiting assumptions and beliefs.)**

**Question 13: How is it possible?**

**Question 14: What resources do I already have to achieve my outcome?**

**Question 15: What resources do I need in order to get my outcome?**

**Question 16: How am I going to get there?**

**Question 17: Do I have more than one way?**

**Question 18: Is the first step specific and achievable?**

**Question 19: Is it worth having?**

**Question 20: Is it valuable?**

Before beginning a self-hypnosis session, spend a few minutes writing down your specific goal or goals for that session.

#### **ACTIVITIES TO DO: DAY 7**

##### **NLP Strategy: Creating Your Own Symbols**

Think of several images for each goal ahead of time. Below are some hints from material from which you can develop your own hypnosis suggestion symbols. State them in your own words and use your own experiences and memories. This is an opportunity for you to be as creative and imaginative as you like. Some examples are:

- Rain softly washing away pain, stress, and self-doubt
- The contrast of stormy weather and summer days is like the contrast of concentration and daydreaming, or stress and relaxation
- Turning on and off a light switch can be like starting and stopping test prep procrastination
- The tea pot lets off steam when the pressure builds up, just as you can let off more pressure or stress by exhaling when you encounter a difficult problem
- A flock of birds gliding and soaring toward their destination is like you soaring toward the end of the exam
- The water flows from the faucet in a soft but steady stream, just as my knowledge flows freely as I answer test questions

Now, spend a few minutes creating your own symbols. Use the examples above and modify them or find new material to create personal comparisons and metaphors. The key is to imagine the scene in your own way—make it real for you. Identify a symbol you can use with each test preparation goal and outcome you have created.

**Goal/Outcome #1 (make it specific to your test success):**

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**Symbol #1:**

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**Goal/Outcome #2 (make it specific to your test success):**

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**Symbol #2:**

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**Goal/Outcome #3 (make it specific to your test success):**

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**Symbol #3:**

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**Goal/Outcome #4 (make it specific to your test success):**

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**Symbol #4:**

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**Goal/Outcome #5 (make it specific to your test success):**

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**Symbol #5:**

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**NLP Strategy: Developing A Well-Formed Goal**

Answer the following questions about your test preparation and results. Do this now to develop well-formed goals and outcomes that can be easily incorporated into any hypnosis script to personalize it and help you achieve your test-taking goals rapidly.

**What is it that I want?**

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**How will I know when I have achieved the result I desire?**

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**How will my desired outcome affect my activities? How will it affect the activities of others ?**

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**What stops me from having my desired outcome now?**

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**What resources do I already have to achieve my outcome?**

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**What resources do I need in order for me to achieve my desired outcome?**

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**How am I going to get there? What steps do I need to take?**

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**Why is passing my test worth all of the hard work and effort?**

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### **A Quick NLP Memory Improvement Technique**

Sit quietly in a chair and start by using your breathing and relaxation techniques. After a few minutes, begin to visualize in pictures or large words, some things that you really want to remember for your test. Associate the images with the things you need to remember. For example if you need to remember the nuclear reaction that occurs in the sun and other stars, picture in your mind a huge star with two giant hydrogen atoms entering one side of it and a helium molecule emerging from the other side. Realistic? No. Effective? Yes. The more outrageous you make the mental images that associate a bit of knowledge with the image, the easier it will be to remember. Start out with the goal of using visual associations to add ten facts or concepts to your memory bank. Then expand your goal to twenty, thirty, or more.

### **A Quick NLP Anchoring Technique**

Although it isn't true for everyone, some people need to be in a certain place or frame of mind to trigger creativity or productivity. Use the following exercise to help decide if this is true for you.

Sit quietly in a chair and start by using your breathing and relaxation techniques. After a few minutes, think of past successes. Where were you? Recapture the feeling of being there by imagining the surroundings in as much detail as possible. Think of at least three instances of great success that you are particularly proud of. Look for a common theme. Were you outdoors in all cases, sitting at your desk, curled up by the fire with a notebook in hand? If you can't find any such instances let your subconscious mind wander for five minutes and it may surprise you with what it comes up with. Clear your mind and let it work in the background. If you find a commonality, this can be an "anchor" you use to mentally prepare yourself for success in the future. Even though

you cannot really be in your anchored place when you take your test, your mind can simulate how it feels and works in the anchor space. It's especially useful for you to anchor your mind around this image of success as you begin an essay or other constructed response portion of a test.

### **Guided Hypnosis Script: Test Anxiety Reduction**

As described earlier in this manual, follow the breathing, relaxation, and hypnosis induction processes prior to reading the following "Test Anxiety Reduction" hypnosis script or include the breathing and relaxation elements into your script.

#### **Test Anxiety Reduction Hypnosis Script**

- I now eliminate anxious or nervous feelings about the test
- I feel relaxed and comfortable as I enter the exam room, just as I feel right now
- I let go of tension and tightness and release forever the anxious feelings in my body and mind
- As I have prepared as well I could and no one can do better
- When I become aware of stress, I take a deep breath
- As I then release the breath, I also relax the tensed area
- As my body relaxes, I immediately feel better
- My mind is free and ready to work at top performance
- By letting go of tension, I let go of feelings of anxiety, because it's very difficult to feel nervous or tense when my body is relaxed
- Just as I have been relaxed, confident and focused when preparing for my exam, I will be relaxed when I take the exam
- I have a pleasant attitude throughout my day, and find life more joyful
- I feel totally comfortable when dealing with people and my relationships
- I am optimistic about my plans because feelings of anxiety are evaporating like drops of water on a hot, sunny day
- My future is bright because of my own actions
- I am totally relaxed
- Feeling refreshed, I realize how good it feels to be free of anxiety and just look forward to each part of my day
- Things inside me feel clean and orderly, and I know I can choose to continue to feel relaxed, focused, and positive throughout the day
- There is an underlying sense of peace and safety within me that permeates every part of my body and my thoughts
- Worry and anxiety have been washed away, down the drain

- I am happy and relaxed, comfortable and tranquil as I go about my day
- From now on, I am relaxed and free of anxiety
- I am ready
- Whenever I sense feelings of anxiety, all I have to do is clench my fist and release it as I count slowly to three
- When I reach three and as I totally release the tension from my fist, the anxiety will be gone and I will feel comfortable and relaxed
- I will awaken from hypnosis by counting to five
- When I reach the number five, I will become fully alert and wide-awake
- One... beginning to awaken from hypnosis
- Two... becoming aware of my surroundings, feeling satisfied, safe, and comfortable
- Three... looking forward to positive results from this hypnosis session
- Four... feeling absolutely wonderful because I will do well
- Five... five... five... now wide-awake and fully alert

### **Create Your Own Self-Hypnosis Scripts and Recordings**

Making a recording of self-hypnosis scripts and the suggestions you create for yourself can help you practice self-hypnosis without feeling as if you need to create suggestion words and cues at the same time you are entering a deeper state of hypnosis. This technique offers you a simple way to enter self-hypnosis and to make changes that you have already designed and thought out. You can also easily change the recording, add to it, or alter your suggestions quickly and easily.

Coupled with what you've already learned about self-hypnosis and the suggestion process from the preceding days, it's likely that you'll experience great success with self-hypnosis. Following are some specific instructions to help you get the most out of creating your own scripts and recordings and from your self-hypnosis experiences.

**Step 1: Write down your goals.** **Step 6: Focus on only one or two goals** per session.

**Step 2: Write what you want to say** **Step 7: Play background music while** recording your suggestions. end.

**Step 3: Create several suggestions** **Step 8: Toward the end of your script,** for each goal. include a suggestion for re-entering hypnosis.

**Step 4: Include material to aid visualization and imagery** **Step 9: While recording your tape,** progressively slow your pace and soften your tone of voice.

**Step 5: Include deepening techniques**

**Figure 15. Overview of Making Your Own Hypnosis Scripts & Recordings**

#### **Step 1: Write down your goals**

- Write down a list of your goals and be specific and detailed
- Be clear with yourself as to what you want to work on, why and for how long

#### **Step 2: Write what you want to say from beginning to end**

- Write down what you would like to say to yourself, from beginning to end
- Use the material presented in this manual or you can develop your own

personal combination that you are comfortable with

- Experiment

### **Step 3: Create several suggestions for each goal**

- Write out several different kinds of suggestions for each goal
- Make sure the suggestions are not just minor variations of each other

### **Step 4: Include material to aid visualization and imagery**

- Develop some material for using visualization and imagery
- Such suggestions could guide you to a quiet, relaxed setting and blend in some cues for changes that you wish to make
- For example:

*“With my eyes closed, I picture an open meadow in the mountains... similar to the one I saw on vacation last year. I feel the warmth of the sun on my face, as I lie relaxed in the grass and watch the leaves fall slowly from the trees... Those leaves falling remind me of how I let go of old worries... and let them fall away from me... just as the old leaves fall from the trees to make room for new growth... new changes.”*

### **Step 5: Include deepening techniques**

- Imagine going down some steps in order to deepen your hypnotic state
- Visualize yourself going down in an elevator or floating down a stream or river, and the farther down you move, the more relaxed and the deeper into your self-hypnosis you can go
- If you feel more comfortable and get better results by imagining moving up an escalator or river, then feel free to direct yourself in that manner

### **Step 6: Focus on only one or two goals per session**

- You can include any number of varied suggestions toward whatever goals you wish to work on
- Work on only one or two specific goals per hypnotic session. With more than that, your efforts will become diluted and less effective.
- Give yourself many different suggestions toward the same goal. For example, a goal of concentrating while you study could include suggestions for before, during, and after your study sessions

### **Step 7: Play background music while recording your suggestions**

- It may be soothing and relaxing to record some background music along with your suggestions
- Experiment with music, ticking, or any other sound that you can use to help you focus your concentration and attention

### **Step 8: Toward the end of your script, include a suggestion for re-entering hypnosis**

- Near the end of your hypnotic state, always include some suggestions for re-entering self-hypnosis the next time you practice
- For example:  
*“I know that the benefit I get from hypnosis is a positive, healthy experience, and any time I wish to enter this quality time, all I need to do is relax in a comfortable position, take several deep breaths and imagine a warm pleasant color (or any cue that reminds you of the relaxation of self-hypnosis). I can return quickly and easily to this deep level of relaxation and comfort.”*

### **Step 9: While recording, progressively slow your pace and soften your voice**

- If you decide to record your script, speak at a pace that begins in your normal tone of voice and at a relaxed speed
- As you progress with the recording, slow your pace and soften the tone of your voice slightly, if you can
- By the time your recording concludes, speak in a slower cadence and more softly than when you began (this will provide an audio cue for you to slow down and relax as you enter self-hypnosis regardless of which technique you use)

## **ACTIVITIES TO DO: DAY 8**

### **Creating & Recording Personal Hypnosis Scripts**

Create your own script to record using the guidelines outlined in the previous section, use the following scripts provided, or modify the scripts that follow to suit your personal needs. Once you have a script written (or selected), and have created your suggestions and cues, then you are ready to begin the recording process. However, you don't need to record the scripts! You can use them as is. If you do decide to record a script, be sure to read through it out loud a few times before you begin tape recording your hypnosis session(s) so you are familiar with the material and the text reads smoothly.

Make the script “yours.” Choose an area that you are struggling with (procrastination, memorization, time management, or whatever is holding you back the most) and build your script to focus on improvement in that area.

To help you get started creating your script, use the following space to draft several different customized hypnosis scripts.

**State your test preparation goal succinctly:**

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**How will life improve when you reach your testing goal?**

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**What can you see yourself doing when you reach your test-taking goal?**

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**Describe a multi-sensory scene in which you obtain the benefits of reaching your test-taking goal (use present tense).**

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**What behavioral suggestions can you give yourself to help you reach your test preparation goal?**

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**Sample “Wake-Up” Script You Can Use**

*“I will awaken from hypnosis by counting to five. When I reach the number five, I will become fully alert and wide-awake. One... beginning to awaken from hypnosis. Two... becoming aware of my surroundings... feeling satisfied, safe, comfortable, and ready to study for my exam. Three... looking forward to positive results from this hypnosis session. Four... feeling absolutely wonderful and ready to study. FIVE... FIVE... FIVE... now wide awake and fully alert.”*

After you have created and recorded your script, or you have selected a script and are ready to begin a hypnosis session, find a place that is quiet, and free yourself from potential disturbances as much as possible. Remember, hypnosis sessions can be as long or short as you desire. Follow the breathing, relaxation, and hypnosis induction processes introduced earlier in this manual prior to playing your recorded hypnosis session or reading your hypnosis script. Or, consider including the breathing and relaxation elements into your script. The key is to make the hypnosis process simple (so you’ll do it), while also making yourself as comfortable as possible.

## DAY 9: BECOME A MASTER OF SELF-HYPNOSIS AND PASS YOUR PROFESSIONAL EXAM WITH FLYING COLORS

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### DEEPENING YOUR HYPNOTIC STATE

If you've been practicing the techniques and procedures for inducing the hypnotic state, you should now be able to achieve complete physical relaxation in fifteen minutes or less. Now you can begin to practice attaining this relaxation without mentally going over your whole body area by area.

After you've taken three breaths and said mentally, "relax now," give yourself this suggestion: "My entire body is loose, limp and relaxed."

Now visualize or imagine any picture that means complete physical relaxation to you (a rag doll or a hand full of loose rubber bands, etc.). It's important to learn to produce this state of relaxation quickly so that you can move to the techniques for deepening your state of hypnosis, testing for depth, and programming new mental responses.



Figure 16. Self-hypnosis can help you balance the many competing priorities that can stress you out as you prepare for your exam

### ACTIVITIES TO DO: DAY 9

#### A Few Deepening Techniques

Try some or all of these ideas to achieve a deeper hypnotic state as you continue to practice.

- One of the most elementary yet effective methods of increasing trance **depth is simply to suggest, each time you practice, that you'll go deeper the next time. This usually has an additive effect, and if you get into the habit of including this thought along with any other suggestion concept, you will be**

surprised to find, that when you get to the point of testing, that you are going deeper than you had realized.

- Another technique is to use one of the counting methods. As soon as you feel your body begin to relax, start counting backward from one hundred in this manner: "One hundred, deeper asleep, ninety-nine, deeper asleep," and so on. The moment that you are not sure what number you thought last, "*was it eighty three or eighty two,*" *stop counting, you are now in deep hypnosis. At this point* your mind has slowed down, but still able to function with little effort. This is the depth of hypnosis where you can feel an emotional response to your positive suggestions and mental pictures. Don't analyze or evaluate the depth of your hypnosis at this point. Use any conscious energy you have to think of positive concepts you wish to achieve. Remember, as you go deeper your ability to evaluate is diminished. In a way you become less "aware," even of your decreased "awareness."
- Picture yourself writing 100 on a blackboard. Then mentally erase the 100 and write "deeper asleep" off to one side; then write 99 and so on until you are not sure what number is next.
- Imagine that you are riding backward down an escalator. As you are slowly drifting down, picture a red neon sign at the top of the staircase. The sign is flashing, "deeper asleep"... "deeper asleep." As you go farther and farther down, the sign becomes smaller and more indistinct.

Remember, the goal that you are working toward is NOT sleep! You are learning to achieve a state of self-hypnosis in which you are physically, and mentally relaxed to a daydream-like state. Your conscious mind is still functioning, but not in the rapid, alert and analytical way it functions when you are awake. This mental state is one in which your powers of visualization are increased, your feeling response is greater, and your critical powers are diminished, but not totally absent. Whenever you use imagery, think or imagine subjectively rather than objectively. See the things and scenes themselves, rather than seeing yourself seeing them.

## **ADDITIONAL RESOURCES**

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<http://www.hypnosis.com>

Website of the American Board of Hypnotherapy.

<http://apmha.com/>

American Psychotherapy & Medical Hypnosis Association.

<http://www.asch.net/>

American Society of Clinical Hypnosis.

<http://www.ngh.net/>

National Guild of Hypnotists.

<http://newhypnosis.com/>

The New Hypnosis Institute.

<http://www.hypnomart.com>

A collection of hypnosis related information and products.

<http://www.hypnosis.org>

Hypnosis Headquarters

<http://www.audiohypnotherapy.com.au/>

Divinity Publishing: Hypnosis tapes and CD's.

<http://www.durbinhypnosis.com>

Human Trinity Hypnotherapy with over 100 articles on hypnosis and related subjects.

<http://hypnoticworld.com>

Hypnotic World - Hypnosis Scripts and Self-hypnosis.

<http://www.hypnosistoday.com>

Hypnosis Today – Learn To Empower Yourself.

<http://www.hypno-therapist.com/index.html>

Offers help with stopping smoking, weight loss, unwanted habits, fears and phobias, confidence and self esteem, IBS, anxiety, memory, study habits and performance enhancement and much more.

<http://www.globalhypnosis.com>

Achieve results fast with self-hypnosis audiotapes. Stop smoking; improve ADD/ADHD; immune functions and memory with self-hypnosis and sound therapy.

<http://www.rapidtransformations.com>

Hypnosis CD's to help with weight loss, smoking, confidence, and advanced hypnosis for rapid results.

<http://www.innertalk.com>

Learn self-hypnosis or purchase hypnosis and subliminal programs.

<http://www.hypnotictapes.com>

Scripts and pre-made CD's and tapes.

<http://www.transparentcorp.com>

Hypnosis, affirmations and NLP software.

<http://www.selfhypnosis.com>

Healthy living, inside and out.

<http://www.hypnos.info/pages/freeselfhypnosis.html>

Instructions for self-hypnosis.