

*Hypnotherapy
Refresher Course*

*California Hypnotherapy Academy
Katherine Zimmerman, Director*

TranceTime™ Publishing

Published by: TranceTime™ Publishing
info@trancetime.com
www.trancetime.com
[Http://hypnosis-continuing-education.com](http://hypnosis-continuing-education.com)

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Trance Defined

Hypnosis is a state of deep physical and mental relaxation. In that state the subconscious mind is open to suggestion and imagery. We also experience hypnosis anytime we narrow down our focus, when we're more focused on a good book, movie or playing a video game.

Misconceptions About Hypnosis

- When you're hypnotized, you're not asleep or unconscious. Your conscious mind is always aware of what you are experiencing. Despite the deep subconscious contact, your mind can comment, criticize, and censor.
- You're always in control of what you say and do. Hypnosis is not a "truth serum." Although a client is less inhibited in hypnosis s/he will not bare their soul if they do not wish to.
- It doesn't take skill to reach the deeper levels of hypnosis, you simply need practice. We experience various levels of trance with ease every day as we pass through the state from waking to sleeping known as the hypnogogic state. We are in a type of hypnopompic state when we're just waking up and can still remember our dreams vividly, but we're not yet fully awake. It's the period before everyday memories and concerns reenter our minds. Like hypnosis, the hypnopompic state is a deeply creative one. When we pass through it, the mind is completely turned inward and can access the inspiration of the subconscious.
- There's no danger in hypnosis. Not one person I have ever hypnotized has become "stuck" in the hypnotic state. You can emerge from a state of hypnosis whenever you want.
- No one has ever violated his/her moral and ethical principles. No one has involuntarily acted like a chicken or a duck.
- No one can control you. You're in complete control. A popular book and movie in the 1970s, "The Manchurian Candidate," portrayed the use of hypnosis by the Chinese government on U.S. Soldiers, programming them to kill on command. The U.S. government subsequently spent 20 years and millions of dollars trying to duplicate the process. They focused on the possibility of "gaining complete control over the mind of an unwilling person with exotic techniques of brainwashing, drugs and hypnosis." (Baker) They were not successful. This reinforces again the fact that you can't be made to do something that goes against your morals, beliefs or ethics.

- People often believe that hypnosis is a quick fix. Hypnosis shortens the process of change because it by-passes conditioning and allows us to access the origin of the problem. When used for self-awareness, it activates the part of the brain where synthesis occurs, facilitating the “Aha!” It brings insight.

Benefits of Hypnosis

- 15 minutes spent in hypnosis equals an hour of deep, restful sleep. Daily relaxation is extremely important. We accomplish twice as much work when we’re relaxed as we do when we’re nervous and tense with **half** the effort. According to Bernie Siegel (author of *Love, Medicine & Miracles*) “Meditation [and I’d also say any trance state] . . . raises the pain threshold and reduces one’s biological age. Its benefits are multiplied when combined with regular exercise.”
- The subconscious never sleeps so it is possible to present a problem to the subconscious at bedtime and have the answer when you wake up in the morning. If you program your subconscious every night for seven nights, you will have an answer by the end of the week, if not sooner.
- In the trance state the body produces serotonin, a chemical similar to Valium, which is why practicing self hypnosis is so incredibly calming.
- Helps you cope with anxiety.
- Relieves the stress that can lead to high blood pressure, hardening of the arteries, heart attack and stroke.
- Reduces the tendency to smoke, drink and “turn on” with drugs.
- Helps you sleep
- Conserves the body’s store of energy
- Makes you more alert so you can focus on what’s really important
- Can be used virtually anywhere and has no dangerous side effects
- During the first 3 minutes of trance there is a marked decrease in oxygen consumption
- Alpha waves, which are present when you are relaxed, increase during trance.
- During trance there is a decrease in blood lactate. Increased blood lactate produces anxiety attacks. Blood lactate levels fall rapidly during the first 10 minutes of trance.
- Your heart rate and respiration rate slow down during trance
- Hypnosis reduces angina pectoris pain, prevents hyperventilation attacks, helps alleviate backaches, accelerates healing, controls panic attacks, lowers cholesterol levels, reduces overall stress, and allows you to achieve inner peace

and emotional balance.

From: *The Relaxation Response* by Herbert Benson, M.D.

Physical Signs of Trance

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

Elman identified five visible signs of hypnosis: Lacrimation, reddening of the eye, eyes rolling up, warm skin, eyelid flutter

Other common physical signs are:

- Rapid eye movement (REM)-uncoordinated rolling of the eyeballs under the lids.
- Catalepsy
- Redness or glazed appearance of the eyes just after ending trance.
- Hypnotic cast or mask on the face-as they go into hypnosis, all tension leaves their face and they become more attractive; they often look different.
- Lower pulse and respiratory rate.
- Extraordinary physical relaxation.
- “Hypnotic sigh” as the client enters trance.
- Kinesthetic, visual or time distortions
- Spontaneous anesthesia
- Absence of swallow reflex

The signs listed of the previous page will be noted by the hypnotherapist. Here are five physiological signs that clients may experience:

1. You feel so relaxed that you don't want to move a muscle
2. You may have a feeling of heaviness, or lightness, especially in your arms and legs.
3. You may feel numbness, tingling, or dullness in your feet or hands.
4. You may feel as if you're floating.
5. You may feel so detached from the environment that surroundings feel quite distant.

Steps for Successful Induction of Trance

There are two important steps to prepare the subject and pave the way for successful induction of trance:

Step One: Excite the Imagination!

Your success as a hypnotherapist will be in direct proportion to the degree that you can learn to excite the imagination! It begins with the first call to inquire about your services.

Step Two: Develop Mental Expectancy!

Here is the rule: What is expected has a powerful tendency to be realized. This brings us to the “Placebo” Principle: What is expected tends to be realized, because your brain and nervous system cannot tell the difference; they have no ability to discriminate whether the imagery is coming from “outside” or “inside.”

Re-alert Techniques

These apply to all inductions. Prepare to re-alert your client by saying, “In a moment I’ll count from one to five and you’ll return to your normal awareness. Before I do, is there anything else that you need to feel complete with your process?” Normally, they feel satisfied at this point. If they mention something minor, take care of it right then. If it’s something major, let them know that you’ll need to devote a session to it and give them some post hypnotic suggestions for resolving that issue easily. Then resume your count.

Tell the client that they always return from hypnosis feeling wonderfully refreshed, re-energized, and alert. In fact, when they place their hands on the steering wheel, they are mentally and physically alert, back to full awareness.

Give them time to reorient themselves, offering a glass of water if necessary to help them feel grounded. If they don’t easily re-alert, take them quickly back into hypnosis and bring them out again, more forcefully.

You can also ask them to look around the room and name five things that they see.

The Four “Rs”

When you are re-alerting your client use the four “Rs”

- Return – It’s almost time to return to a state of full, alert awareness
- Remember – You always remember what you have said and experienced during your session.
- Refresh – you always return from hypnosis feeling wonderfully refreshed and re-energized, although you do sleep soundly & peacefully tonight at your normal bedtime.
- Remove – Accepting all suggestions which are positive and beneficial to you and releasing anything that does not fit into your life at this time.

Post Hypnotic Re-induction

At the first session with a new client be sure to give a post hypnotic suggestion for re-induction. Simply suggest that the next time you work together, or any time that the client wishes to relax this deeply, s/he can recreate this level of trance quickly, easily and effortlessly. With some clients you may be able to set up a signal such as a touch on the forehead. When the client feels that touch s/he automatically drops back into the level they are in at that moment.

Here is a script that you can use at the end of the first session with a new client to assist with conditioning.

The next time you wish to be hypnotized by me, we can arrange a signal. We will use a signal with two parts. One part is yours and one part mine. Both parts are necessary to induce hypnosis in this way. Let me repeat, if you wish to be hypnotized, say so. If you say that you wish to be hypnotized, I will say “SLEEP NOW!” Your eyes will close instantly. Your body will relax instantly. Your mind will relax instantly. You will go to sleep instantly. Without your permission no one can hypnotize you. Now go deeper and deeper, deeper and deeper.

From *Hypnotism Handbook*, Cooke and Van Vogt, 1956. Out of print.

Post Hypnotic Suggestions

Right at the end of the session, prior to re-alerting your client you can give positive suggestions based on session content. For example, when working with remembering past experiences tell the client to form the question clearly in your mind, stay relaxed, and wait for the answer. Remember, trying is lying. If they “try” to remember, the memory will elude them. After the initial session always give post hypnotic suggestions for going into trance the next time you work together or any time that they wish to relax in this manner. For example, “Each time you experience hypnosis you drop into this deeply relaxed state and go even deeper than you did today. With each practice you drop easily and effortlessly into deeper and deeper states of relaxation. Want it, expect it, watch it happen.”

Progressive Relaxation Induction

Most clients respond well to the Progressive Relaxation induction and/or the Elman induction. It's your job to determine which induction will work best with a new client.

Advantages of this induction

- More available O₂ in muscles
- puts immune cells back in circulation that have dropped out due to stress
- lowers and stabilizes blood pressure
- lowers and stabilizes blood sugar

Progressive Relaxation Induction

1) Now, take a deep breath and as you exhale, allow your eyes to close. Imagine a cord attached to the base of your spine and traveling all the way to the center of the earth. Really anchor that cord now into the center of the earth, wrapping the ends around anything solid you find. Allow the cord to expand to a size that's comfortable for you and now release any stress, tension, anxiety or negativity down that cord.

2) You can release any unfinished projects, or any people who may want your attention. Acknowledge any thoughts that may come into your mind and, for now, release them down your grounding cord. Take another deep breath, hold the breath, and exhale through your mouth with a sigh. Relaxing even deeper. Feeling so calm and so tranquil. And with your third deep breath, once more comfortably filling your lungs, hold the breath, and as you exhale allow that remaining stress and tension to flow out of your body.

3) And now focus your awareness on the muscles on the top of your head, and begin to feel a wave of relaxation flowing from the top of your head down over your forehead, and into your eyebrows, moving around your eyes now, bathing your eyes with comfort and ease, as you feel yourself drifting deeper and deeper, focusing on the sound of my voice feel yourself drifting deeper and relax, deeper

and relax as you feel that wave of relaxation moving across your nose and down into your cheeks, the muscles melting down just like butter melting on a warm stove, drifting deeper as the muscles around your mouth relax and that relaxation flows into your jaw and into your tongue, and your teeth may separate slightly and that's fine. And now allow that wave of relaxation to flow from the top of your head down over the back of your head, around your ears and temples and on down into your neck muscles and as those muscles begin to melt and blend, feel yourself drifting deeper and deeper with each easy breath that you take, as you relax completely.

4) Let that relaxation flow into your shoulders, and feel how your shoulders begin to droop and sag with a comfortable, drowsy feeling of relaxation. Allow those muscles to let go completely and notice how much more relaxed you are right now than you were just a few moments ago.

5) As that wave of comfort and ease begins to flow across your shoulders and down your arms, feel the relaxation moving into each and every muscle, into every muscle, nerve and tendon as you relax and let go. And now that tingling, soothing wave moves around your elbows and down into your forearms and on down into those hands... all the way down to the very tips of the fingers. Relaxing more with each easy breath that you take and as you relax, allow all the stress and tension to drain out the very tips of your fingers as you relax and let go.

6) And now that wave of relaxation spreads from your shoulders down into the broad muscles of your back. All discomfort and disorder serving no useful purpose leaves your body as you relax and drift deeper, even deeper. As that wave travels down your back and around into your chest muscles, feel yourself relaxing and drifting even deeper, even deeper. That wave of relaxation flows around your waist now and on down into your hips and thighs, feel those muscles melting as you allow yourself to relax.

7) You may feel a pleasant tingling now, starting at the top of your head and flowing down through your entire body as that wave of relaxation spreads down through your thighs and down around your knees, bathing your knees with comfort and ease, and now down into your calves, feel those calf muscles melting down completely, as you relax, deeper and deeper. Feel that relaxation flowing around your ankles, bathing your ankles with comfort and ease, that wave moves on down into the heel and arch of your feet, flowing along the soles of your feet, clear out to the tips of your toes, and now allow any remaining stress and tension to drain right out the very ends of your feet removing all aches and pains serving no useful purpose.

Deepening

8) I'm going to count from ten down to one as you allow yourself to deepen this relaxation. Each descending number takes you deeper down – relaxed and at peace – on the number one you enter a beautiful place of peace and tranquility. And now, let's take that first step down with – Ten – deeper and deeper – Nine – relaxing more with each descending number – Eight – drifting, floating, gliding – Seven – deeper still – Six – relaxing more with each easy breath that you take – Five – half way there now and when I reach the number one you're ten times more deeply relaxed than you are right now – Four – and deeper still – Three – all the way down now – Two – almost down to that perfect place of peace and tranquility – and One – deeply relaxed. Perhaps more relaxed than you've been in awhile.

9) As you reach this state of complete relaxation, you enter your own private sanctuary. A beautiful place of peace, comfort and tranquility, a place where you are deeply relaxed, a place where it's safe to feel all your feelings, a place where it's safe to express your feelings, a place where you're safe, relaxed and at peace.

10) As you look around, you may find yourself indoors or outdoors or you may find yourself in a space of feeling and knowing, whatever's appropriate for you.

Give suggestions/work with client

Re-alert

The next time you go into hypnosis, either on your own or with a guide, you drop back into this state quickly, easily and effortlessly. Each time you go into hypnosis you allow yourself to automatically deepen this relaxation.

In a moment I'll count from one to five. On the count of five you'll open your eyes feeling alert, refreshed and completely rested. Returning with everything positive and beneficial to you and releasing anything that does not fit into your life at this time.

Number one – Feel the energy flowing into your arms and legs.

Number two – Every cell in your body functioning perfectly.

Number three – Feeling more energized with every number that I count.

Number four – Coming back to full awareness, rested and refreshed. However, sleeping soundly and peacefully tonight at your normal bedtime. And on the count of five – eyes open – feeling alert and refreshed, – take a deep breath and stretch.

Number five! – Eyes open! fully aware and alert, take a deep breath and stretch. Back to full awareness.

Eye Fixation Induction

Focusing the eyes upward causes a scramble effect in the frontal lobe of the brain. This disengages the conscious mind and allows for both subconscious functioning and greater suggestibility. The Eye Fixation Hypnotic Induction is very simple to understand and use.

Pre-talk for client: “I have a very simple induction for you today that will take you in to a very deep state of hypnosis.

First, make sure that you’re comfortable in the chair. That’s it. Now I want you to look straight ahead, keeping your head level. Then raise your eyes only to the ceiling and find a spot on the ceiling. Fix your attention on that spot... your eyes may wander this way or that but just bring them back to that spot.

Your eyes may begin to blink more as you continue to stare and your breathing might get deeper, and that’s fine and perfectly normal.

Pause - watch their eyes. As soon as they begin to blink, proceed with:

As you stare at the spot you may find that your eye lids are becoming droopy, drowsy and heavy. Soon you may find that the spot begins to look fuzzy, perhaps changing color or shape or to appear as if it’s moving.

Watch their eyes, when they begin to either blink rapidly, are hard to keep open or become glassy, suggest that they can go ahead and just close those eyelids down.

Immediately deepen this state:

You’re doing great, as I count from 10 down to 1 just continue to relax and let go. Each descending number takes you deeper down – relaxed and at peace – on the number one you enter a beautiful place of peace and tranquility. And now, let’s take that first step down with – Ten – deeper and deeper – Nine – relaxing more with each descending number – Eight – drifting, floating, gliding – Seven –

deeper still – Six – relaxing more with each easy breath that you take – Five
-halfway there now and when I reach the number one you're ten times more deeply
relaxed than you are right now – Four – and deeper still – Three – all the way
down now – Two – almost down to that perfect place of peace and tranquility –
and One – deeply relaxed.

Now I'll pick up your right/left arm by the thumb... just let me hold it for you... let
it hang loose and limp... that's it. When I drop it, let yourself double the relaxation
that you feel right now. *Drop arm and say "sleep now." Repeat with opposite
arm.*

In a moment I'll count from 3 down to 1. When I reach the number 1 I'll touch
your forehead. Let that touch take you into a state of profound hypnosis. 3... 2.. .1.
Touch forehead. That's it... just let yourself go.

Proceed with session...

Re-alert by counting from one to five.

Elman Induction

Clients who do analytical work such as CPA's and engineers, respond well to the Elman induction because it helps to lessen the mind chatter.

Steps and Explanation

Taylor Sherman's version, modified

This is my explanation of how to do a modified Dave Elman induction. I think it has improved slightly from the original and easier for most new learners to grasp. Even though Dave passed away about 40 years ago, this remains one of the best inductions in hypnosis today.

In short, if you don't know this one, you want to learn this right away. If you do know it, then perhaps my explanation will add a few tidbits or tweaks that you can alter for your own use. Taylor Sherman, modified

Start

Are you ready to go into hypnosis? All right, just follow my instructions and you'll go into a nice, deep state of hypnosis.

Take a deep breath, hold it for a mental count of three, and let it go with a sigh ... As you let that breath go now, close your eyes, and go deeper and deeper into a perfect state of relaxation.

Physical Relaxation

Take that relaxation now and just go deeper Sweeping from the top of your head, to the tips of your toes ... From the soles of your feet to the palms of your hands, with every breath growing more limp, more loose, more relaxed

Test for Eye Catalepsy, also called "The Eye Lock"

Now I want you to relax all those tiny little muscles in your eyelids, as if a warm cloth has been placed over them. Relax all those muscles so limp, so loose, so totally relaxed, that you couldn't possibly open them again without putting tension back into them. When you know that you've relaxed them completely, try to open them and find them locking tightly shut. Your eyebrows may move up and down, that's right. *[Look at the eyes ... When you see the first signs of eyelid flutter then say:]* That's good, stop trying now, and just let the relaxation grow deeper and deeper.

[Notes: You want to tell them to test the eyes only when they know that they have relaxed them sufficiently until they won't work. If their eyes open that means they haven't followed that instruction. Occasionally you'll get people who say, "well do you want me to open my eyes?" and you have to explain to them that when the eyes get so relaxed, they get so they can't open, and if they can relax their eyes to that point they will NOT open.

If they continue to fail then that generally means they aren't following instructions - but keep in mind that as you get more experienced you'll be able to work with more people and be able to troubleshoot what is going on much more effectively.]

Fractionation

In a moment I'm going to ask you to open and close your eyes, and when you close your eyes back down, I want you to go ten times deeper. Now go ahead and open .. and close your eyes... ten times deeper.

In a moment I'm going to ask you to open and close your eyes again, this time go

twice as relaxed as you are right now ... Go ahead and open those eyes.. close the eyes... two times more relaxed. Double the relaxation and then go deeper.

And in a moment I'll ask you to open and close your eyes one more time, this time go into the deepest trance that's possible for you, it may be difficult to get them open this time, just do the best you can... and open ... and close your eyes... deeper .. and deeper relaxed... All the way down into the basement of trance

[Note: When you have them open their eyes, put your hand in front of their eyelids so they don't see the lights/distractions around them ... lift your hand up a little bit for the open motion, and then guide their eyes down with the closed motion.]

Fractionation is based on the principle that when you take a person in and out of trance, they tend to go more deeply into trance when you take them back in. Thus when you have them open their eyes, you are breaking their state. Skilled practitioners know how to fractionate very often and very effectively. Don't underestimate how powerful of a tool this is.]

Test for Physical Relaxation and Deepener

In a second I'm going to lift up your right wrist. Don't try to help me or hinder me, just let it hang there like limp, loose, dead weight. *[Pick up the wrist]* And just go ahead and let me have all the weight... *[Move the wrist up and down and then side to side -- it's the side to side movement that they don't anticipate]* .. And that's right... and I'm going to drop this hand, and let the hand drop only at the rate and speed that you're willing to let go ... *[Drop the hand]* ...all the way down. *[That's a double bind: You already dropped the hand, so it presupposes that they agreed to go all the way down]*

[Note: you can repeat this test at random points during the hypnosis if you want to]

deepen the relaxation, because it is an already accepted mechanism that if you lift and drop their hand, they'll go deeper.

You have to make sure that they have completely relaxed their hand and arm. I find that it sometimes helps to give a little bit of touch around the shoulder joint because it implies that the hand is disconnected.]

Amnesia for the Numbers

Now I'm going to show you how to relax your mind as your body continues to relax now. In a moment I'll give you some numbers, and you will begin counting out loud, slowly backwards starting with the number 100, and with the number 100, I want you to see the number 100, and with every descending number, just let those numbers grow smaller, darker, harder to see [*gesture and imagine yourself the numbers being gone*], until by the time you reach 96 or even 97, those numbers will just be gone ... gone from your mind, gone from your thoughts, and you relax even deeper. Begin counting out loud, slowly, backwards from 100 on down now. [*When they pause for more than a second or so, say:*] All gone? [*Wait for a response*] That's right, now just go deeper and let that relaxation go all the way thru your body.

[Notes: (1) An option here is to have the person say the words "deeper relaxed" in between the numbers. For clients who might take a longer time to get the effect, this will speed up the process because they are saying "deeper relaxed" out of their own mouth."

(2) Make sure they understand that they will count out loud, slowly, and backwards. Very important when doing your Elman Induction.

(3) When you tell them that by the time they reach "96 or even 97" you are telling them that the numbers will be gone quickly, and you are testing for

somnambulism. If you say a lower number even though it seems like you are making it more likely that they'll get the effect, in fact they will simply take longer and the convincer aspect of it won't be there as much.

(4) If they continue to count, you can intersperse the numbers with suggestions like: "Just push them out now I can't do it for you ... pretend that they're becoming dim and distant If you want it, it will happen instantly" ... If they still continue to not forget the numbers (that is fail at the test) then transition to something else, as if they've done perfectly. I'd place my hand on the forehead without warning and say "let that go now, your mind is calm and clear, think of nothing at all." Some people will take longer than others though.

(5) At the end, say "All gone?" or "Are they gone?" ... Don't say "Can you see the numbers?" or are the numbers gone because that is a direct suggestion for them to see or remember the numbers]

- End of the induction -

Where to go from here

KZ: Ask them to rate their level of relaxation and apply another deepener if necessary. If this is the initial session use a convincer, then take them into their sanctuary, remind them of the goal they came to accomplish and proceed with the session.

If your intent is simply to show the person what it feels like to be hypnotized, just give them a couple more feel good suggestions, and then emerge them. To emerge them say something along the lines of:

"In a moment I'll count from one to five, when I reach the number three you'll

emerge out of trance, feeling rested, relaxed, feeling good and full of energy... And one, all suggestions and commands are integrated deeply... two .. as you open your eyes you acknowledge and admit this has been very relaxing and fun, and three... eyes open, wide awake, feeling fine and in perfect health, better than before”

Otherwise you can bridge into pretty much any other hypnotic thing that you want to do. At this point is where I would create instant induction triggers, the circle of excellence exercise, etc.

Notes on how to enhance this induction using automatic deepeners:

One thing most professionals will do is to build automatic processes based on utilization. What this means is that they utilize things in the environment that are going to happen anyway and they use it as a way to automatically deepen the trance effect. So, in most inductions a professional will say something along the lines of:

- * “Outside sounds, outside influences cannot disturb or distract you, they’re only the sounds of the environment, and in fact that can only cause you to go deeper.”
- * “With every breath you take, with every word I say, you can just go deeper, and deeper relaxed.”
- * “Becoming now more attuned to the sound of my voice.. the sound of my voice taking you all the way inside.”

You are going to keep talking, the person is going to keep breathing, they are going to hear things ... So instead of being afraid of somebody yelling in the background, why not train your people to the effect that if they did hear that yell, it would just make them grow more relaxed and follow the suggestions even more, even to the point where the louder that yell got, would be the deeper quality of

relaxation they would experience? It's not going to happen that they tense up again because the yell gets softer, so you might as well build it in.

Other things to link automatic deepeners to include any sensation the person experiences, the weight of their body on the chair, the feeling of the clothes on their body, the blood moving through out their body, the air moving throughout their lungs, air touching their skin, cars moving by in the background, or anything else that they see, hear, feel, or experience.

When do you use the automatic deepeners? Sometimes right after the eye lock you want to give the suggestion that noises in the environment will only cause you to go deeper, otherwise do it when they are in a good starting level of trance like at the fractionation step, and repeat it when you know they're in really deeply.

<http://trancedout.com/blog/the-modified-dave-elman-induction-steps-and-explanation/>

Sensory Overload Induction

Jon Rhodes

The Sensory Overload Induction is a classic distraction induction. The person's attention is focused on evaluating sensory inputs to exclusion of all else.

It is relatively easy to do. Just use whatever is happening around them and get the client to focus on each input as it occurs, without giving them time to deal with any one sensation before moving on.

It works because it gets over the analytical person's tendency to critically examine every word and suggestion by giving them too many things to think about to keep track of them all, and so their mind just gives up trying and accepts whatever you say.

It is particularly useful with analytic or hypervigilant clients who can otherwise be difficult to get into trance.

Just settle into the chair, and get comfortable.. I am going to be talking about various things and you might want to keep track of them.... or you might not... it's up to you... to let go when you want so settle back and settle down... and you can close your eyes... anytime you want to

And I'd like you to listen to the sound of my voice and the sound of the words that I am using... and maybe think about the shapes of the words...

and as you do become aware of the other sounds around... the sounds from within the building... out in the street... the sounds coming from inside you.... and the sounds of my words as they are rising and falling, changing...

and these sounds can be so interesting and you can find them relaxing you... and the only sound you need to listen to as you hear the other sounds is the sound of my voice...

and that sound can make you want to relax and settle even more... and you can find yourself going deeper into the chair as you relax to the words... and as you relax deeper listening to all those sounds you can become aware of your body in the chair the feel of the chair on your back and the weight of your legs and how

your arms are lying relaxed on the arms the arms can get as heavy as the legs are getting heavy... and under your hands your fingers can become aware without moving of the texture of the material and how that texture is similar to and different from the feeling of heavy arms and legs

and you might feel that weight increasing as you lie there thinking about the texture of the sounds and shape of the words and the color of the weight gently pressing down now... as you relax and become aware of the feeling of your feet on the floor... and they can begin to become numb and heavy... as you are aware of the sounds and words and relaxing arms and heavy legs... and other parts becoming heavy now just relax

and focus on your breathing and aware of how your breath is allowing to relax more and more to let go and go deeper and deeper as relax into the chair now.... your shoulder loosening as your feet go numb and the sounds go round and the weight is relaxing and going down...

and those gentle steady breaths can remind you of how you can ignore everything as you settle down to sleep to let go and allow your mind to drift away... dreaming, drifting, floating.... like a dream taking over and enjoying the feeling of release... calm....

and everything settling more comfortably now like something is finally settled and using those sounds to become even more relaxed.... imagine going down deeper and deeper... nothing to think about... nothing to do... except drifting down and enjoying the feeling.... how easily you let go when you want to go....

and feel your whole body becoming away of that body it's shape and size and weight and position as you focus on your breathing it can feel like you are drifting away from it...

Soft and gentle and relaxed... feeling everything relaxing and softening loosening more and more enjoying the release.... and now aware that your face is relaxed... your jaw is relaxing.... thinking or not thinking aware of all the tension is gone completely and down... relaxed... released... not thinking... not knowing... not caring... every muscle relaxed feeling so good... so calm... know you could ... but can't be bothered....

And everything lets go... goes down until there is only being and not being... floating and drifting.... so nice to just let go....

Deepener

...And I would like you to know that it does not matter if your mind becomes so deeply relaxed that my voice drifts away... Your subconscious mind will still absorb all the suggestions that I am about to give you... as my voice will travel with you wherever your mind wanders...

...I would like you to simply observe the quiet, calm stillness of your mind... as you drift down to the center of your being... your subconscious mind rising... as your consciousness descends...

...And you can observe your subconscious and conscious minds rising and falling... like the waves in the ocean... by watching the oily colorful darkness move and swirl... as you become even deeper relaxed into the center of your being...

...And I would like you to know that your subconscious mind is now ready to accept all the suggestions that I am about to give it.

Guidelines for Choosing an Induction

For a first time client you will probably be more successful with the Elman or Progressive Relaxation (PR) induction. In deciding between the two, is the client analytical? Are they visual? Kinesthetic? Auditory? The Progressive Relaxation induction should include components of all three.

Whichever induction you choose, preface it with a line or two to create positive mental expectancy. “I have a great induction for you today that will allow you to drop into a nice, deep state of hypnosis. You don’t have to ‘do’ anything. Just follow my instructions and allow yourself to relax.”

When I have an analytical client I’ll often use the Elman induction or Seven Plus or Minus Two and before trance I say, “Busy mind? No problem – I have the perfect induction just for you! All you have to do is follow my instructions and you’ll go into a nice deep state of hypnosis.” Watch their body language – they will often sigh in relief.

You can use an induction within an induction. For example, if the client isn’t responding to the Elman induction, slide into confusion or add some of the progressive relaxation.

Make sure they believe that they’ve experienced hypnosis in the initial session and in subsequent sessions almost any induction will work.

Learn 3-4 inductions really well so that you can use them with confidence. They’ll hear it in your voice and respond accordingly.

Why Do Suggestibility Tests?

- To determine the client's level of responsiveness and their readiness to be hypnotized.
- To bring a conscious realization of the trance state

Book and Balloon

I use this one with groups but you can also use it with a private client.

Are you ready? OK, everyone please hold out both of your arms straight in front of you, parallel to the floor. Now, make sure one of your palms is facing the floor and the other toward the ceiling. Close your eyes and begin to imagine that the palm up hand has a heavy book in it. Imagine that you can feel the texture of the cover as the weight presses down on your hand. As heavy things do, the book seems to grow heavier with each passing moment. In your mind's eye you can see the color of the book and almost smell it as it grows heavier. Now for the palm down hand, imagine there is a bunch of various colored helium filled balloons tied to your wrist. They want to lift that arm upward pulling it higher as the other arm grows heavier. The balloon arm gets lighter and lighter as the book arm gets heavier and heavier.”

By this time you'll probably already see people with the book arm moving toward the floor and the other arm moving upward. Keep going, alternately suggesting that the palm up hand with the book in it is growing heavier and heavier and that the balloons are lifting up the light hand. When you talk about the heavy hand speak in a deeper heavier voice. When you talk about the light hand speak in a higher, lifting voice. At a point where you feel you've gotten a good result, notice who is responding the best and say...

“Keep your arms where they are and open your eyes.” Many people will be surprised that their arms have moved. “You see, that's how powerful the mind is when you can concentrate strongly enough on an idea.”

To help your client believe that they have just experienced hypnosis. Use the following script with a new client after the deepening. If the client comes out of hypnosis saying that s/he didn't think that was hypnosis, ask how their right side felt and if it felt different than the left side.

Follow my voice and allow your awareness to travel. First, become aware of the right hand and experience the right hand.... experience the right thumb.... the right index finger.... the right middle finger.... the right ring finger.... the right little finger.... experience all five fingers together.... the right palm.... the back of the right hand.... the right wrist.... the right forearm.... the right elbow.... the right shoulder.... the right side.... experience the right waist.... the right hip.... the right thigh.... the right knee cap.... the right calf.... experience the right ankle.... the right heel.... the sole of the right foot.... the right foot.... the right toes.... the right big toe.... the right second toe.... the right third toe.... the right fourth toe.... the right fifth toe.... all five toes together.... Now, experience the entire right side of the body all together.... and notice if the right side of the body feels different than the left side.... If the feeling on right side is pleasant and you'd like to share it with the left side.... imagine how you could send that feeling to the left.... Do that now.

Unable To Stand/Sit

Tell your subject that his/her muscles are becoming so stiff and rigid that soon he/she will be unable to get out of the chair. "Your legs are growing stiff and rigid, stiff and rigid. Your legs are locked into position and growing more stiff and rigid with each passing moment. Soon it will be as if you are unable to stand up. Stiff and rigid, stiff and rigid. Try to stand and find that it is as if you are stuck to the chair, stuck to the chair, stiff and rigid." After a moment remove the suggestion in this way; "In a moment I will count to three and snap my fingers. Your muscles will relax and you will easily be able to stand up. One, more relaxed, two— nice and easy, three (snap fingers)— Stand up (help them stand up)."

(For this next portion, make sure that you are in a position to keep your subject safe. Don't do this with anyone who you are not strong enough to help hold up.)
"Your legs are straight and strong beneath you; in fact your legs are becoming stiff and rigid again. Stiff and rigid, stiff and rigid. Your legs and hips are so stiff and rigid that it is as if you cannot sit down. Try to and find that you are unable because you are so stiff and rigid. In a moment I will count to three and snap my

fingers. Your muscles will relax and you will easily be able to sit down. One, more relaxed, two nice and easy, three (snap fingers). Sit down and go deeper.” Help them sit down safely.

Lemon Test

“You see, when the mind concentrates fully enough on a thought, the body automatically acts as if that idea is true. Let’s find out just how well you can concentrate and imagine.

Everyone, close your eyes if you want to participate, and imagine there is a lemon slice in your hand. See the way the light glints off the lemon slice and notice the color. Pretend you can feel the weight of it in your hand - and feel the texture. As you squeeze the lemon slice, listen to the sound and feel the juice on your fingers. (Continue on for a moment or two asking them to see, hear and feel the lemon. Don’t get too specific - their lemon might not look like the one in your imagination) Notice the details as you bring the lemon up closer to your mouth and take a big, juicy bite out of it...”

(Notice those who are puckering up and look like they’re biting into something sour. Keep track of those folks; they may be your best hypnotic subjects). Ask them to try and whistle. Ask how many people salivated at the thought of the lemon or puckered up at the thought of a sour taste. Congratulate those who did. Comment that those who were able to concentrate sufficiently found out how the mind and the imagination, when properly focused, can cause the body to react automatically.

The effects of hypnosis are progressive and cumulative. It is therefore reasonable to assume that the subject will experience progressively deeper levels of trance over a period of hypnotherapy sessions. However, the level of hypnosis that an individual can reach will vary from one person to another and will even change from day to day for the same person. A subject may actually alter their depth of trance several times over the course of a single session.

It is possible for the hypnotherapist to create deep levels of trance through suggestion. We often use the phrase “deeper and deeper” to our clients.

There are two major benefits to experiencing a deep trance. The first benefit is the awareness it brings to the subject that they have indeed been hypnotized. The second benefit is deep muscle relaxation resulting in reduction of physical, mental, and emotional stresses.

However, there is no research evidence that depth of trance will cause the suggestion to have more of an effect, help the subject to better revivify past events, or move them through the therapeutic process any faster. There are other factors that are more important than the depth of their trance.

Readiness for Change

All humans resist change because the old patterns are familiar and there is a sense of comfort in what is familiar.

According to Gil Boyne, there are three primary factors that create this readiness:

- The price one places on suffering, be it mental, physical or emotional
- Psychic/emotional boredom and/or overwhelming anxiety
- Realizing that “change is possible”

Use the Environment to Deepen

Use suggestions like:

Every outside sound that you hear takes you deeper...

Every word that I speak takes you deeper...

Each easy breath that you take deepens this relaxation...

The thoughts are simply floating through your mind, the way leaves float to the ground,

(If you're playing ocean sounds in the background) The sound of the music/ocean waves takes you deeper...

(If you're playing music in the background) Every note of that music takes you deeper...

Imagine the colors of the rainbow and let that take you deeper...

Using the Outside Surroundings to Deepen

You can also deepen trance by using any sounds in the environment, whether or not they are relaxing. Let's say that a fire engine rushes by with the siren going. You simply say to your client, "just allow the sound of that siren to take you deeper." And it will.

Profound Hypnosis

Ormond McGill taught this powerful technique that involves touching the forehead (3rd eye).

Say to the client:

In a moment I'll count from 3 down to 1. On the count of one you'll feel a light touch on your forehead. Let that touch take you into a much deeper state. It happens automatically... some people say it's a feeling of folding inward... All right now, 3... 2... feel that touch now on 1. That's it... let yourself go deeper.

Mental Relaxation

Say to client:

Now that you've relaxed your body, I'm going to show you how to relax your mind. Listen very carefully. The next time I touch your forehead, I want you to start counting from 1 like this, "One, deeper asleep. Two, deeper asleep and so on. Very soon the numbers begin to fade. *Help them by saying "Softer" after 1 and "Slower" after two, etc.* You'll find that your mind is so relaxed that you'll just

relax them out of your mind.

Deepening by Post Hypnotic Re-induction

Say to client:

Now I want you to listen very carefully. In a moment I'll have you open your eyes, and when I do, I'll use that signal that I gave you before-the signal, "Sleep now." I'll snap my fingers; your eyelids close down; you go deeply into trance. All right, on the count of three, then, eyelids open. One, two, three. Opening. Sleep now. *Snap fingers.* Close them down and go much deeper.

And again. One, two, three. Opening. Sleep now. Close them and go much deeper. And again. One, two, three. Opening. Sleep now. *Snap fingers.* Close them and go much deeper. And again. One, two; three. Opening. Sleep now. *Snap fingers.* Much deeper than before. Once again. One, two, three. Opening. Sleep now. Much deeper than before. That is always your signal. When I say the words, "Sleep now," and snap my fingers, your eyelids close, and you go deeper into hypnosis.

Deepening by Counting

Say to client:

I'm going to count from ten down to one as you allow yourself to deepen this relaxation. Each descending number takes you deeper down -- relaxed and at peace -- on the number one you enter a beautiful place of peace and tranquility. And now, let's take that first step down with -- Ten -- deeper and deeper -- Nine -- relaxing more with each descending number -- Eight -- drifting, floating, gliding -- Seven -- deeper still -- Six -- relaxing more with each easy breath that you take -- Five -- half way there now and when I reach the number one you're ten times more deeply relaxed than you are right now -- Four -- and deeper still -- Three -- all the way down now -- Two -- almost down to that perfect place of peace and tranquility -- and One -- deeply relaxed. Perhaps more relaxed than you've been in awhile.

Deepening by Visualization

Say to client:

Imagine dropping a pebble into a small pond of water. The water flows in ripples on the surface... but just beneath the surface of awareness, the pebble drifts **d o w n**.

The pebble drifts down... past the water animals... down past the water plants... until it lands on a broad leaf of one of those water plants. The current of the water rocks that leaf back and forth... back and forth... as the pebble rests safely and securely on that broad leaf... Then, a small water animal swims by the leaf and that pebble slides off the leaf and travels all the way down... coming to rest safely and securely in the silt at the bottom of that quiet pond.

Most clients assume that when the pebble reaches the leaf it has reached the end of its journey. The unexpected movement that sends it further down, causing the client to drop into a much deeper state of hypnosis.

Deepening Through Compounding Suggestions

Say to client:

The outside sounds around you serve to relax you. With each easy breath you take, you're going deeper in trance. As you become aware of changes in the sound of my voice— whether tempo, volume, or inflection— you go deeper and deeper into hypnosis.

Deepening Through Physical Relaxation

Say to client:

Turn loose now, relax. Let a good, pleasant feeling come all across your body. Let every muscle and every nerve grow so loose and so limp and so relaxed and limp now, just like a rag doll. That's good.

Now send a pleasant wave of relaxation over your entire body, from the top of your head to the tips of your toes. Just let every muscle and nerve grow loose and limp and relaxed. You are feeling more relaxed with each easy breath that you take.

Droopy, drowsy, and sleepy. So calm and so relaxed. You're relaxing more with each easy beat of your heart, with each easy breath that you take, with each sound that you hear.

Compounding of Relaxation— Modified Dave Elman Technique

Say to client:

Your arms are loose and limp, just like a rag doll. Now I'm going to raise your hand. I'll do this by grasping your thumb in my hand like this. *Grasp thumb*

between thumb and fingers and raise hand. As I raise your hand, just let all of the weight hang limply in my fingers. And when I drop it, send a wave of relaxation all across your body. As you feel your hand touch your body, send that wave of relaxation from the top of your head all the way down to the very tips of your toes. And as you do, you find that you double your previous level of relaxation. *Drop hand.* Now, once again, with the other hand. **Repeat wording and action.**

Switches for Deepening

In your mind's eye imagine a switch. It can be any size or shape. Let me know when you find it. *(Pause)* This switch controls your muscles and you control the switch. Whenever you turn off this switch, your muscles relax instantly. Go ahead now and turn it down or all the way off. It's up to you. *(Pause)*

There's another switch in your mind. Find that second switch and let me know when you find it. This one might be a dimmer switch or a volume control. *(Pause)* This switch quiets your thoughts. If you'd like your mind to be quieter, turn this switch down or off. Remember that you're in complete control and can turn it back on whenever you want. *(Pause)*

Notice how much more relaxed you are when these switches are off. *(Pause)*
Re-rate level of relaxation.

Be creative... you can use switches for anything that you want to either increase or decrease.

Rate Level of Relaxation

You can also simply ask your client to rate their level of relaxation.

Say to client:

I'd like you to rate your level of relaxation on a scale of 1 to 10. Ten is wide aware and alert and one is as relaxed as you can imagine. Where are you on that scale... what's the first number that comes into your mind?

Is that the number for physical relaxation only or physical and mental? *Usually, the mental needs more work. Do another deepening if they are still rather alert, mentally – 4 or above.*

There are several things to keep in mind prior to the induction.

- Before beginning the interview, have the client read and sign the client consent form.
- Before inducing hypnosis ask your client to set a reasonable goal. Ask them how they would like to look, feel and think at the end of their session. We're not trying to fix all their problems at once. A reasonable goal, for example, on improving self-esteem would be to experience a shift in their inner view of themselves. To be kinder and more loving in one or two ways would be a good start.

The Purpose of the Pre-induction interview

1. To establish the purpose of the visit and determine the therapeutic objectives and to get to know the client and to determine the client's communication and learning system.
2. To educate the client about hypnosis.
3. To learn the client's motivation.
4. Create rapport
5. Induction and therapy.

Understand Your Client's Expectations

Your clients beliefs will affect the outcome of the session. Ask your client what his/her expectations are. If they have no idea, fill in with something like, "would you like to end this session today feeling relaxed and alert, much like you feel after a wonderful nap? Would you be open to experiencing a change in your outlook or behavior?" You will also be setting up a "yes" set. As your client begins agreeing with you, that will continue and s/he will follow directions more easily to attain a deep trance.

The reason that they might feel worse: "sometimes when you start working on something, it kind of brings it all back, refreshing your memory about it. So the first thing you might feel is sadness, or anger, or hurt. It stirs the pot. But, as we continue, you will start to feel better."

A successful first session will:

- Assist the client to establish a positive mind set toward hypnosis
- Learn the client's motivation, attitude and expectations regarding their session
- Prepare the client for a positive hypnotic experience

To create a positive mind set, educate the client in the following areas:

- Dispel the myths
- Explain the 5 physiological signs that may accompany hypnosis
- Explain a few of the benefits that arise from hypnosis
- Ask if your client has been hypnotized before and what were the results. They will often report that they've been to another hypnotherapist but didn't think that they were hypnotized. Education is the key. Most people have unrealistic

expectations about hypnosis.

Become acquainted with your client. Ask open ended questions in your intake interview. A sample form is on page 46.

As you question your client, maintain an open, non-judgmental attitude. Clients often hold back information that would be helpful to their process if they feel that you will judge them. If they learn that you don't judge or react to anything that you hear, they will be much more likely to express themselves openly.

Establish Realistic Goals

Quite often when clients call about hypnotherapy they would like to fix all their problems in life in one quick, low-cost session. Before booking an appointment I explain to prospective clients that change takes time and although I wish that I could push them through to the other side rapidly, it just isn't realistic. After the initial interview I ask each client to tell me their goal for this session. How do they want to look, feel and be when they leave my office? It doesn't take long for them to get in the habit of thinking ahead about their goal. Sometimes they are busy thinking about for several days ahead, however, more often they give it some thought on the way to their appointment. I don't care when they consider it. Setting a goal is valuable at any time – even at the beginning of the session. This process allows them to set their intention for change.

Guide your clients in setting a realistic goal. If they are working to improve their self-esteem, going there in one gigantic leap won't work. However, they can make a step in that direction in the first session. Ask what is the most important change that they would like to take home with them?

Trance Management

The basic process

1. Create a positive mental expectancy: want it, expect it, watch it happen
2. An induction
3. Deepening
4. Evoking limiting experiences and their solutions
5. Processing and reprogramming
6. Re-alert

Hypnotic Hangover

For some clients, this is the first time that they have experienced deep relaxation in a very long time. So, rather than coming back from that state quickly, they remain partially asleep or “dopey.” Sometimes there is an accompanying headache. The solution is to repeat the awakening suggestion with greater vigor, energy and enthusiasm. Make sure that they are fully alert before they drive home. I also give a post hypnotic suggestion that they always return from hypnosis feeling awake, alert and refreshed.

If your client has trouble returning from hypnosis ask them to name five things in the room. Have them drink some water or drop them back into that state very quickly and re-alert with stronger suggestions for being fully alert and aware.

Repetition

Repetition is necessary to reinforce the new habit or belief to make these changes permanent. Often clients can uncover the fact that the limiting belief that runs their life belongs to someone else, usually a family member. Hypnosis also accelerates the process of change because it accesses inner strength and resources.

Clients almost always go into a deeper state of hypnosis during subsequent sessions. At the end of their first session be sure to tell them that they did very well (after all, you are the expert) and that they will go to a deeper level during their next session.

Even in a class setting where students don't have one-on-one attention, their trance is significantly deeper than during the first class. Elman believed that you could create this compounding effect in the first session simply by having the client open and close his eyes.

Pre-talk for New Clients

Re-write in your own words

Define hypnosis: Hypnosis is simply deep mental and physical relaxation. It can also be described as a focused awareness. Any time you narrow down your focus, as you do when you're really engrossed in a good book or movie, you have created a state of self hypnosis. You might have experienced this while working on the computer as well. Any time that you're more focused on the project in front of you and less focused on your outside surroundings, you're in a light state of hypnosis.

Dispel the myths: In a state of hypnosis you're not asleep or unconscious. You're aware of your surroundings. You can't be forced to do anything that's against your will nor will you do anything that goes against your morals, belief or ethics. You're in complete control. And, I wish that I could be in control.

Personalize: Think about it... wouldn't it be easier if I were in control? I love working with teens and I'd have teens and their parents lined up for appointments. So, yes, there's a part of me that would like to be in control but it just isn't true.

Hypnosis is a natural state. We pass in and out of hypnosis every day. It's that comfortable, relaxed sleepy feeling that we have as we fall asleep at night and as we awaken in the morning. At those times we are actually passing through a hypnotic state.

Most people experience highway hypnosis at one time or another. Haven't you ever reached your destination and wondered where the time went or realized that you'd missed the familiar landmarks along the way?

Another sign of a deep trance is trance logic, the acceptance of illogical and contradictory statements or requests when the participant is hypnotized. For example, a client might feel as if she is floating out of the chair but also be aware that she is sitting in the chair.

There are five physiological signs that indicate that you're in a state of hypnosis. You'll feel at least one of the five.

1. You feel so relaxed that you don't want to move a muscle
2. You may have a feeling of heaviness, or lightness, especially in your arms and legs.
3. You may feel numbness, tingling, or dullness in your feet or hands.
4. You may feel as if you're floating.
5. You may feel so detached from the environment that surroundings feel quite distant.

Any questions?

Hypnosis Interview Form

Client Name _____ **Today's Date** _____

Personal Medical History (circle) epilepsy, diabetes, hypoglycemia, seizures, head injury, heart trouble, high/low blood pressure, mental illness

Any significant health concerns _____

Current medication _____

Presenting symptom, issue _____

How long has this been an issue? (If not already answered) _____

Why is it important to resolve this issue? (If not already answered) _____

Under what circumstances did you first experience this problem? _____

Childhood associations? (trauma) _____

What kind of internal/external resources do you have that help you cope with life? (i.e. meditation, prayer, call a friend, exercise) _____

What/who makes life more difficult? _____

Previous experiences with: hypnosis meditation (ask about outcome if hypnotized before) _____

What other forms of therapy have you tried for this issue? _____

Length of work day, week (work style - if retired, find out what they did for a living) _____

What do you do to relax? _____

What are your interests besides what we've already discussed? (personal metaphors) _____

Any issues with food? _____

Sleeping habits (insomnia) _____

Any drug/alcohol use? _____

Any form of regular exercise? _____

Tell me briefly about your spiritual beliefs _____

Who supports your proposed changes? _____

Is there anything that I haven't asked that you feel is important for me to know?

How will your life look or feel when this issue is resolved? _____

Goal (what did you hope that we could accomplish in this initial session?)

When the client returns for their next appointment check on their progress. Look in their file and read the comments you wrote. You might say, “last time we worked on helping you to “overcome the fear of driving over bridges. Tell me what changes you’ve noticed since our work together.”

If they say that nothing has changed, ask more questions: Look over their form. If they weren’t sleeping well, ask how they have been sleeping. If they reported being really stressed at work ask how things are going there. Keep probing until they find something positive that has changed. Write down all the changes that they mention. Then read the changes back to them and comment that you see a great deal of change. They haven’t grouped their changes so when you do, they begin to recognize what’s going on. They also look to you (the perceived expert) to tell them that this is significant.

Usually, there has been some positive change. Occasionally, the change is perceived as negative, i.e. “I am no longer able to bury my emotions and I’ve been depressed since our work together.” Your response: that’s perfectly normal and actually great news! We’ve stirred the pot and now that these emotions are surfacing we can deal with them and you can release them for good. (*Reframe*)

Each time the client comes in, set a goal for that session. They might want to reinforce the work you did in the last session. Or having had some success already, they might want take it to the next level. Ask, “What does that next level look or feel like?”

Find out how the induction you used at the previous session worked for them. Is there anything that you’d like me to change or alter to make this more successful? The client might say that the grounding cord was odd or that they got cold. (Have a blanket available). This is all helpful as you’re there to help them to succeed and shows them that you’re concerned about meeting their needs.

I spend about 15-20 minutes on this portion of the follow up appointment. Once we’ve set a goal and I have an idea of how to meet that goal, I will proceed with an induction.

Sample form for returning client

Name: _____ Date: _____

What's changed since your last session?

What's the next piece of this that you'd like to address today?

Let's set a goal:

What keeps you from having this now?

Is there anything that you'd like to change or alter today to make this more effective? *E.g. Eliminate grounding cord, use music vs ocean, etc.*

Ocean Music: Empty Hands Pax Feather Hour of the Pearl
Other: _____

Recorded: Yes No

Script: _____

Induction: _____ Deepener/s: _____

Sanc. _____ LOR: _____

Methods used: _____

Insights/possible direction for next session:

Writing Suggestions

We give ourselves suggestions all the time even though we're not aware of it. For example, a prospective client calls and expresses concern about the cost of your sessions. You say to yourself, "She won't book a session." From then on you will act on that thought, giving up rather than explaining how effective your therapy is.

Most of us are running on old negative beliefs. In order for a belief to maintain itself it has to be positively or negatively reinforced. If it's not reinforced in some way it becomes extinct. My mother lived her later years this way. She consistently expected the worst out of life and when it came true, it reinforced her belief that life was a series of bad events, one after another.

Our thoughts (suggestions) begin the process that leads our lives in a positive or negative direction. Thoughts/suggestions (I can't, it's too hard or it's easy, I can do it) lead to our beliefs which in turn creates our feelings, form our attitudes, generating behavior which results in success or failure depending on that positive or negative beginning.

Semantics (the meaning of words)

- The language we use with clients is very important. Especially when you consider that the subconscious mind takes what it hears literally.
- Choose your words carefully as the clients' understanding of a word may be different than yours.
- Using the clients own words is very powerful. When you talk to them the way they talk to themselves you will reach them at a deeper level. They feel understood.
- Avoid negative words, such as "no," "not," "don't." The subconscious only remembers the positive words in a suggestion. It sometimes hears the negative but since it isn't predictable, it's safer to always send positive messages into the subconscious.

Example: Say, "let go" rather than "stop holding on." Say what you want them to do rather than what you don't want them to do.

- Avoid the word "try." Trying is lying. You either do something or you don't. For example, try to get out of your chair right now.

Example: Rather than saying: "try and relax." Say instead: "relax."

- When clients say, “Gee, I HOPE this works,” get them to agree that HOPE is an emotion, and then show them how it is a negative emotion by telling them this, “The moment you HOPE, for something to happen, you instantly create the FEAR that it won’t happen. Hope and fear are opposite sides of the same coin. So here in this safe space, we don’t ‘try or hope.’”
- Overreacting to innocuous words indicates that a person is in a highly distressed state.
- Clients may be blocked if they fail to react with emotion to certain issues, i.e. recent death of a loved one.
- Besides the impact of our words, clients are affected by non-verbal communication. A light touch or voice inflection will impact the verbal communication. Touch can anchor the emotion being experienced as well as bring comfort. Let your intuition guide you.

Ten Rules for Structuring Therapeutic Suggestions

**Using these rules you will get the quickest and most positive response from your subconscious. Adapted from Gil Boyne's Rules for Suggestions*

1. Use Present Tense

What you desire is already an accomplished fact: "I am calm and relaxed," instead of "I will be calmer from now on." The only exception is when dealing with a physical condition such as healing a broken bone or perhaps in body building. By using a progressive form of the present tense, i.e. "Each day your leg grows stronger and healthier," your subconscious is able to work towards that goal. The statement, "My leg is strong and healthy," is not physically possible without time to heal. Specific suggestions for future behavior are still given in the present tense. "Next Monday when I ask for a raise, I am confident, calm and poised." "I am, I feel," not, "I will, I am going to."

2. Be Positive

Use only positive words and images to create the new situation. Do not mention the old behavior. Exclude any negative words. "I feel calm and relaxed when meeting new people." vs "I am not uncomfortable around new people."

3. Be Specific

Choose one specific idea for improvement and limit your suggestion to that one area. DO NOT give suggestions for several problems at once. Choose one area to work on and continue until some change occurs. Then move on to the next goal. For example you may wish to improve your self-esteem, then find a better job, etc.

4. Be Detailed

Write the suggestion to include every detail of the desired behavior or attitude. Analyze your goal completely. "I am enthusiastic about my new job. I now feel calm and relaxed while learning my new duties." rather than, "Every day in every way I am a better employee."

5. Be Simple and Concise

Use relatively simple sentences. The longer and more complex the sentence, the more the subconscious gets lost on the point. Your subconscious mind is a great deal like a very bright 9 year old child. Avoid "literary expression." Use simple words and sentences that are short and to the point. "I am whole and complete" and not "I am whole and complete, have everything that I need, and know all that I need to know, and am all that I need to be."

6. Use Words with a Personal Charge

Use words that personally intensify the suggestion. “I am always completely confident when meeting new people,” instead of “I enjoy meeting new people.” The subconscious responds to exaggeration and to exciting and feeling words with which you feel comfortable.

7. Affirm Action, Not Ability

Using ability is like using future tense and implies that you are working toward a goal but never quite accomplish it. Use, “I am an excellent skier,” rather than “I have the ability to ski well.”

8. Stretch Yourself but Be Realistic

Make sure you have created a reasonable goal. If you can't carry a tune it isn't reasonable to say “I am an excellent singer”. If, however, you have fair writing skills, “I am an excellent writer” is a reasonable goal. Change takes time. New behavior is achieved in stages. Practice your self hypnosis using your suggestions every day for 3-4 weeks. If there isn't any improvement, rewrite your suggestions. Use your suggestions at least 8-12 weeks for a permanent change.

9. Personalize

The only person you can change is yourself. Never suggest changes in someone else. “I am calm and relaxed and a more supportive parent,” vs “I am calm and relaxed and my children behave better.”

10. Create a Key Word or Phrase

After you have written your suggestion using these rules, find a word or short phrase which represents the feeling and content. Something that has personal meaning for you and is easy to remember. Reversing the words in a key phrase negates it's effect. “Sleep deeply,” does not have the same meaning to the subconscious as “deeply asleep.” The phrase should evoke a strong surge of feeling and energy or create a vivid picture for you.

Once your client has repeated the key word or phrase it is important that they visualize themselves being successful. The subconscious mind cannot tell the difference between a visualization and an actual event. Visualizations work better when you believe they will work. However, a visualization will work whether or not you believe in it. Visualizations work faster and better when you believe in them. Along with your symbol, create a scene in your mind that shows the new behavior. See yourself with the new patterns of behavior. Hear yourself saying to your friends how the new, positive behavior is working in your life. Allow yourself to feel the difference.

Script Writing

Receptive Visualization Exercise

Make yourself comfortable now and allow yourself to relax. Just let those eyes close down. Breathe in and out deeply, allowing your belly to rise and fall. As your breathing becomes slow and even, begin to feel relaxed. Imagine the relaxation in your body deepening by stages. You are now in a state in which your mind is clear and tranquil. Your mind is open and receptive and you can imagine images vividly and easily. Imagine that your mind is like a screen and you can see images relating to your feelings about *this situation* _____.

You can take as much time as you wish. You might feel good viewing some images and feel uncomfortable with others. Simply note these images, do not dwell on the emotions. Each time you visualize in this way the images will be more detailed and flow more easily.

Optional: imagine a wise person standing in an alcove, just out of sight. You can ask this person any questions that you like about *this situation*.

Examples of Receptive Visualizations (open ended)

Imagine how you would like to spend your time at home.

See or sense situations which make you feel healthy.

Visualize situations which make you feel safe.

Imagine situations which make you feel peaceful.

See or sense things you could do to improve problem areas in your personal life, family life.

Examples of Programmed Visualization

See or sense positive energy flowing into *this situation* _____.

Visualize yourself *in this situation* feeling healthy, peaceful and strong.

Imagine yourself responding *in this situation* from a place of core strength.

Suggestions for My Continued Success and Growth

Who I am and what I do, make a difference!

I am always enough!

I am a lovable and capable person.

I am trusting myself more and more.

I am now easily asking for what I need.

I can now relax and enjoy life.

I like myself just the way I am.
I deserve love, happiness and success!

Compounding Suggestions

Each time a suggestion is repeated it reinforces the prior suggestion, e.g. Every easy breath that you take leads you into a deeper state of relaxation.

2nd Each time you wish to go into hypnosis you drop down into this state, quickly, easily and effortlessly.

3rd The next time you wish to be hypnotized you drop into hypnosis immediately when you hear the words, “sleep now.”

Increasing Suggestibility

Say to client:

All right. You’ve relaxed your body. You’ve relaxed your mind. At this point, your subconscious mind is open and highly responsive to all good, powerful, creative and beneficial ideas and instructions. Now your subconscious mind is open. You can easily accept and act on each beneficial suggestion that I give you, not because I say so but because it’s the nature of your mind to respond to creative ideas in this way.

Dissociation

One of our most important defenses against trauma. We naturally dissociate when we are in pain or very frightened. We can use this natural response and redirect toward achieving trance and healing.

- “You can take your mind any place you’d like to be, while we take care of that tooth.”
- “A part of you can watch comfortably while a part of you can experience what you need to in order to release this old experience.”

Post hypnotics

Suggestions that are given during the hypnotic state to be acted upon by the client in the future. For example, when you come out of hypnosis today you will feel wonderfully alert, refreshed and joyful – in fact, you feel almost euphoric. You can also give a post hypnotic suggestion as a convincer. “When you come out of hypnosis today you find that you have a irresistible urge to pick up the crystal on the table next to you and smell it.”

Anatomy of a Session

Process

- Interview first time client using mirroring/matching to establish rapport
- Educate client about hypnosis
- Ask client to set a realistic goal: what piece of this issue would they like to accomplish in this session?
- Determine which tool/s would best address their issue

Sample protocol

- Interview and establish a goal
- Induce hypnosis and deepen
- Take client to a sanctuary (*resource state*)
- Apply a convincer, i.e. eye catalepsy test; one hand heavy, one light
- Deepen further if necessary, i.e. count from 3 to 1 and touch their 3rd eye
- Apply tools/s for example, to lessen the emotional impact use submodalities, future pace then reframe and anchor with their positive qualities/feelings at the end of session OR re-write their negative self-talk.
- Ask: Is there anything else you need to feel complete with this session?
- Give post hypnotic suggestions for going into trance easily and achieving their goal
- Re-alert: Count from 1 to 5.

Most clients do understand that stress can be a killer and will employ hypnotherapy to reduce their stress levels. A few deny that they are stressed but upon examination, report at their second session that they have recognized some stressors affecting their lives.

Stress Reduction

Stress is our internal reaction to outside stimuli. ‘If you can’t change the situation that is causing the stress, you need to change your attitude about the situation.’ Even that statement can be stressful if you have a negative reaction to the word “attitude.”

Literally hundreds of factors can cause stress – from noise to resentment, from fatigue to emotional upsets, from lack of sleep to poor diet.

Cook’s Hookups is a Touch for Health Technique which is very calming. You can do this at work, during class, right before a big test, even while talking to your teenagers! Anytime that you have 60-90 seconds. This technique has a centering and grounding effect; slows down an overactive left brain; brings an overactive right brain to focus. It’s very calming.

Phase one: Cross one ankle over the other and cross one wrist over the other (with the same side crossed), place your tongue on the roof of your mouth, just behind your teeth, breathe deeply for 30-60 seconds.

Phase two: Uncross legs and arms; place all fingertips together; breathe deeply.

Emotional Stress Release

Reduces stress; helps mind respond to outer events and inner thoughts differently; brings you back to being ‘at choice’

Lightly hold forehead and back of the neck; close eyes and focus on breathing for 30-60 seconds.

Grounding Cord Technique. Removing homework, people, even the laundry, from your immediate vicinity is another helpful way to release stress. Using our imagination, let’s create a grounding cord. Take a deep breath and close your eyes.

Imagine a cord attached to the base of your spine and traveling all the way to the center of the earth. (*Pause*) Allow the cord to expand to a size that’s

comfortable for you. *(Pause)* And now, release any stress, tension or anxiety that you may be experiencing. *(Pause)* Dump those irritating people. Dump the extra homework sitting on your desk, perhaps even that term paper. *(Pause)* Dump all negative emotions.

Now, sigh deeply, letting out a sound of deep relief as the air rushes out of your lungs. Don't think about inhaling - just let the air come in naturally. And again, sigh deeply. With each sigh you're releasing stress, tension and negativity. Continue to sigh until you feel more relaxed. *(Pause)* Remember where you are in this room. Wiggle your fingers and toes, and when you're ready, open your eyes.

Visualization is a powerful key to reducing stress because the subconscious does not know the difference between a visualization and an actual event. Combined with humor it has even more impact.

Image Rehearsal -- practice acting instead of reacting to the stressful situations you encounter. If you want to feel calmer and more in control, for example, see yourself with that behavior. If you want to feel calmer think about under what circumstances and with which people you need to be calmer.

Shields. Another technique for reducing stress is to create a shield. Sometimes it feels easier, even safer, to act out our new behavior with some protection. The shield also reduces the stress by creating a barrier between you and the stress. Whatever is causing your stress can't penetrate your shield.

Affirmations for Stress Reduction

Each day I automatically surround myself with a protective shield.

The shield causes stress to slide off and away from my mind and body.

The more stressed others become, the calmer I feel.

I am always calm and relaxed.

I now have new responses to old situations.

The more relaxed I feel the more I accomplish; the more I accomplish, the more relaxed I feel.

I easily attract supportive friends and co-workers.

I concentrate easily on my work. All outside sounds and distractions fade away.

Releasing the “Shoulds”

I should be the perfect employee/wife/mother.

I should never make mistakes.

I should not complain.

I should keep my emotions “under control” and never feel anger or resentment.

Self-esteem

We are usually born with great self-esteem. Our childhood experiences damage our self-esteem. For example, our parents may have criticized us harshly as being stupid, lazy, losers, worthless, etc. As grownups we continue those negative put downs. And the more we say those things, the more true they become.

Subconscious memories and beliefs are difficult to influence with the “logic” of your conscious mind. However, in the trance state, you can communicate directly and effectively with your subconscious and begin to challenge some of your deeply held negative beliefs. You can replace your old programming, based on childhood experiences, with an accurate self-assessment based on an adult recognition of your strengths. You can literally erase old negative labels and learn forgiveness for your mistakes. You can let go of the old rules about who you should have been, how you should act, and what you should feel. Instead, you can tell your subconscious that you have always done your best, that you have legitimate needs, and that you are worthwhile.

During your interview, ask the client how they will know that their self-esteem has improved. How will they feel about themselves, interact with others, accomplish their goals with high self-esteem.

Listening to the chatterbox (or critic) is one way we stay stuck in our old patterns of low self-esteem. That’s the little voice in our minds that says, “you know you’ll be sorry if you try that – remember what happened last time”, “no, you too stupid to apply for that job!” “I see you’ve messed up again,” etc.

Meeting the Critic

You need to monitor your critic and be especially aware of your inner monologue in problematic situations such as

1. Meeting strangers
2. Contact with people you find sexually attractive

3. Situations in which you have made a mistake
4. Situations in which you feel criticized and defensive
5. Interactions with authority figures
6. Situations in which you feel hurt or someone has been angry at you
7. Situations in which you risk rejection or failure
8. Conversations with parents or anyone who might be disapproving

If you feel stuck with one particular negative thought, ask yourself, how did I obtain this belief? Is there any truth to it now? Am I ready to release the belief? When you're ready to release the old belief, try the following exercise: change the old negative belief to a positive thought by writing, "I now release the belief that

(Old)

and I replace it with

(New)

As you begin to notice the critical voice you can stop those statements by saying 'stop!' 'Hush', or even 'shut up!' - that's not true for me now', and then immediately replace the negative thought with a positive statement.

Recognizing the "Shoulds"

Another chunk in our self esteem is created by the 'shoulds'. Your shoulds and values may not fit you. Your mother's rule about being a martyr may have served her needs, but now it's killing you with resentment and stress. The "shoulds" you grew up with simply don't apply to you as an adult.

Examples of Shoulds

- I should be generous and unselfish.
- I should be the perfect lover, friend, parent...
- I should never ask for help.

Self esteem affirmations

- I love and approve of myself.
- I accept the consequences of my actions.
- I feel warm and loving toward myself.
- I am expanding my awareness to make wiser choices.

Enhance Recall and Learning

Imagery is a pillar of good hypnotic trancework. You've learned how to manipulate those pictures and make these images work in your favor. Blending these two hypnotic memory tools will help you to remember almost anything:

- Exaggeration
- Association

By creating an exaggerated story or a metaphor it becomes easy to remember. Not only can you remember lists, but you can remember steps, functions, processes, and just about anything you need to remember, using this hypnotic technique.

Have the right attitude about learning

What is the right attitude about learning? The attitude, in part is that you are going to benefit from what you are learning! So, what is it that you get out of learning? How does it help you? Always answer those questions before you begin learning. What's in it for you? If you find a reason to learn, a real reason that really benefits you then you will learn more readily than you thought you could!

Before you begin a serious learning project ask your client to induce a light trance and imagine themselves relaxed while they study and interested in what they are learning.

Test Anxiety/Study Problem Assessment

1. Describe your thoughts when taking tests? Or just before?
2. How well do you focus during a test? What parts of the test are you most anxious about? (*Multiple choice, essay?*)
3. Describe any physical sensations in your body when taking tests? (*Sweaty, nauseous, headaches, nervous, etc.*)
4. How do you sleep the night before a test?
5. Do you get nervous, lose focus or freeze before or during a test?
6. Do you seem to know the answers prior to the test but can't remember them when taking the test?

Using the guide to writing suggestions, help your client re-write their negative self talk.

Confidence

Confidence comes from completing a project or learning a new skill successfully. As long as there is a situation that has created confidence somewhere in the client's background, we can access that memory and bring it into the current situation.

Interview your client and find a place in their lives where they do feel confident. Using some NLP techniques they can borrow confidence from one area and apply it to another.

Stress Reduction Script

Katherine Zimmerman

From *Hypnotherapy Scripts, Vol. I, All Rights Reserved*

Personalize this script for your client.

Begin with most appropriate induction

As you relax into this quiet, serene place within, notice the relaxation flowing through your body. *(Pause)* Send an extra wave of relaxation to any areas you'd like. So that every muscle, nerve and tendon are loose, limp and relaxed. *(Pause)*

You now choose to remain calm and relaxed under any or all circumstances. You're calm and relaxed when sitting at a desk. You now stay calm and relaxed at all times. The more tense people around you become, the more relaxed and calm you feel. You cope with each thing as it comes up and then continue, still calm and relaxed. You're relaxed and you enjoy your life. You want this to happen. You expect this to happen. You allow and deserve to have this happen.

When you awaken from this trance, you're more refreshed and more invigorated than you've ever felt before. You always find hypnosis relaxing, refreshing and invigorating. When you awaken from a hypnotic sleep you always feel relaxed and perfectly normal, relaxed and ready for anything. Relaxed with a vigorous, dynamic relaxation that gives you pep, energy and perfect coordination.

Allow yourself to relax and drift deeper. As you lie still, allow the stress to fill your awareness. Empty your mind of everything except the fact of this stress. Watch, listen and feel what comes to fill this emptiness. What picture or sound,

taste, smell or physical sensation do you experience? Whatever images arise, just accept them and contemplate them.

Prepare a screen or an alcove where someone can stand out of your sight. Imagine that this stress has taken on a life of its own. Imagine that this stress has become a person, standing behind the screen ready to answer your questions.

Ask this presence the following questions: *(Pause after each question 30-60 seconds)*

Why are you with me?

What message do you have for me?

How do I prolong you?

How do you benefit me?

How can I relieve this stress?

Accept the answers without judgment. Just listen with a curious, respectful interest. This stress may respond with gestures instead of words, by giving you something, or by making ideas just “pop into” your mind. Whatever you get, take it as interesting information from your subconscious. *(Pause)*

Now, let this stress presence leave and activate the TV screen in your mind and watch some selected scenes about this stress. Notice how you act and react when you're in a stressful situation. *(Pause)* Concentrate on the emotional scenes and notice which emotions come up for you over and over. *(Pause)* Restrain your judgments. Don't label your emotions good or bad. Just allow them to roll across the screen and watch them with detached interest. *(Pause)*

Now, listen to your thoughts, especially the negative comments. If you have trouble hearing the negative comments about this stress watch the scenes in slow motion or enter into them as if they're happening to you right now. Again, release any judgments. Just listen and learn. *(Pause)* Now, look for times when you benefitted in some way from this stress. Just notice what benefits you get from this stress and allow your subconscious to show you ways to get the same benefits without having to be stressed. *(Pause)*

Now that you have new information about this stress, allow the stress to drain

away. This stress is dissolving, melting, flowing away. Just release the stress. Let it go and allow relaxation to flow through your entire body.

Relax and drift even deeper now. Picture and imagine a person in your life right now who is causing you stress. As you watch this person, become aware of any tension or negative emotions. Notice where in your body that you feel the tension. Now imagine this person with an elephant nose or dumbo ears, or anything that makes you smile. Notice how easily humor relieves any tension. *(Pause)*

Allow positive images to flow into your mind. Images of yourself with your new relaxed, coping behavior. See yourself easily able to deal with any stressful event. *(Pause)* Develop your scene in full detail. Notice your surroundings, notice what you're wearing. Feel your emotions. Take a few moments now to rehearse your new behavior. *(Pause)* Notice how good it feels to act and react the way you want. You're now in complete control of your responses.

Imagine an invisible shield around you whenever you need protection from outside stress and negativity. Allow your subconscious to create a special shield for you right now. *(Pause)* Your shield creates a safe place for you to practice your new, healthy behaviors. Notice how safe and relaxed you feel inside your shield.

Open your mind now, as a flower opens to the rays of the sun and absorb these suggestions given in the first person, as you speak to yourself:

Pause after each suggestion:

Each day I surround myself with a protective shield. The shield protects me from stress. The stress slides off the shield and away from my body. The more stressed others become, the calmer I feel. I am calm and relaxed. I now have new responses to old situations. The more relaxed I feel the more I accomplish. The more I accomplish, the more relaxed I feel. I concentrate easily on my work. All outside sounds and distractions fade away. I experience more humor in my life now. I laugh easily. The laughter relaxes my body and increases my feeling of well-being. I feel the corners of my mouth turn up as I recall a funny incident, a movie, or a joke. I am now releasing the "shoulds" from my life. This feeling of well being stays with me throughout the day.

Take a moment now to repeat your own personal symbol for relieving stress.
(Pause).

See yourself acting and reacting calmly from now on. Easily coping with any situation. Allow that image to become very clear and detailed right now. *(Pause)*
Imagine yourself choosing new healthy behaviors from this moment on.

Accepting all suggestions which are positive and beneficial for you and releasing anything that does not fit into your life at this time.

It's time to return to full awareness now. In a moment I will count from one to five. On the count of five you return to full awareness, rested, refreshed and completely relaxed. Easily sustaining this relaxed feeling.

Re-alert

Number one -- Feel that relaxing energy flowing back into your arms and legs.

Number two -- Every cell in your body functioning perfectly.

Number three -- Feeling more and more energized and relaxed with every number that I count.

Number four -- Coming back to full awareness, rested and refreshed. However, sleeping soundly and peacefully tonight at your normal bedtime.

And on the count of five --- eyes open, -- feeling alert and refreshed, -- take a deep breath and stretch

Number five! -- Eyes open, fully aware and alert, take a deep breath and stretch.
Back to full awareness.

Self-Esteem Script

Katherine Zimmerman

From *Hypnotherapy Scripts, Vol. I, All Rights Reserved*

Personalize this script for your client.

Begin with client's favorite induction

Feeling so safe and relaxed in your own private sanctuary. You feel safe, relaxed and at peace. Visualize yourself carefree and problem free as you drift even deeper and deeper. Your subconscious mind is completely open and receptive to every positive suggestion as it benefits and applies to you. Your mind is like a sponge, absorbing every thought and positive suggestion. Relax now and drift even deeper. And deeper. That's it, relaxed and at peace.

I want you to remember a time when you felt really good about yourself. Sometimes we have to go back quite a long time before we can find a time when we felt really good about ourselves. Just allow yourself to drift back to that long ago scene. *(Pause)* Notice if you're indoors or outdoors. *(Pause)* Are you alone or is someone with you? *(Pause)* Notice what's happening. *(Pause)* Become aware of some of the feelings and thoughts you have about yourself. *(Pause)* What are some of the thoughts and feelings you have about other people? *(Pause)* What are you doing in this scene? *(Pause)* How do you feel now about the actions and feeling you experienced then? *(Pause)*

In the past you've absorbed other's negative views of you. It's time now to replace that negative programming with positive messages. Begin to see yourself in a new light. From this moment on you're reprogramming your subconscious with a positive self-image. You're easily eliminating any negative thoughts from your subconscious mind. Release and erase all the old negative self images that no longer benefit you. You're developing a positive self image, a new confidence and a deep and lasting self love. Relax and drift even deeper. Deeper and deeper.

From now on, for the rest of your life, enjoy using your subconscious mind to your advantage. Your subconscious always responds to your positive, loving suggestions. A new self-awareness and self-love is developing deep inside. You're

in control of your self-image and this causes you to be completely self-confident. You're more confident in every area of your life. Allow your own special qualities to grow and surface. Recognize that you are a unique and very special person. Erase any doubt from your mind; truly believe that you're more positive, more confident, more loving toward yourself simply because you want to be. (*Because you listen to this recording each and every day, relaxation comes easier.*) In every area of your life you're receptive to positive and beneficial suggestions. You now easily maintain positive feelings about yourself in any situation. Relax and drift deeper.

Feel a new self-love growing stronger every day. Allow all the negative labels from the past to fade away. Because of your improving self image, your body is working in harmony making you happier, healthier and more positive. You're balanced in mind, body and emotion. Your awareness of your own self-worth is growing daily. As you follow these positive suggestions they're causing you to understand yourself better. Feel a greater self-love growing from within. That self-love grows stronger each and every day.

You understand that there are **no** mistakes in life, only lessons. Growth is a process of trial-and-error and experimentation. The "failed" experiments are as much a part of the process as the experiment that ultimately "works." What you make of your life is up to you. You have all the tools and resources you need to create the positive life that you desire. You're a living miracle.

You now accept compliments from others easily and with pleasure. Your response in a heartfelt 'thank you.' You're good enough and you're learning to trust yourself. You enjoy taking time just for yourself. Perhaps to soak in a warm bubble bath, or to spend a quiet half hour reading or listening to your favorite music. Whatever you enjoy the most.

You now release any regrets for the past and grow and live for the future. A future filled with self-love and self-confidence.

Next, I want you to get in touch with your inner beauty and become aware of how you could share it more fully. Imagine you are in a field on a warm, sunny

day. A beautiful day with blue skies, a slight breeze, the field you're sitting in is like a green, grassy carpet and feels so soft beneath you. You smell and see beautiful wild flowers around you. Off in the distance you see someone walking toward you. This person looks very friendly and wise and is carrying a gift wrapped in gold paper with a beautiful ribbon. As the person approaches, they tell you that they have brought you a gift. The gift is a symbol that represents your inner beauty and how you could share it more fully. You accept the gift and open it -- and it is exquisite. Take a moment to share with this wise person what this gift means to you *(Pause)* And now, thank them for bringing the gift. *(Pause)* Think about the gift for a moment. Where could you place this gift in your body so that it's always within reach? *(Pause)* From this moment on you can always access your inner beauty and self-love.

It's almost time now to return to full awareness. Returning with everything positive and beneficial for you and releasing anything that does not fit into your life at this time. Feeling a new, lasting self-confidence and self-love.

Re-alert

Number one -- Feel the energy flowing back into your arms and legs.

Number two -- Every cell in your body functioning perfectly.

Number three -- Feeling more and more energized with every number that I count.

Number four -- Coming back to full awareness, rested and refreshed. However, sleeping soundly and peacefully tonight at your normal bedtime. And on the count of five --- eyes open, -- feeling alert and refreshed, -- take a deep breath and stretch.

Number five! -- Eyes open, fully aware and alert, take a deep breath and stretch.

Back to full awareness.

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Core Confidence

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Personalize this script for your client.

Induce hypnosis and deepen...

Focus on your breath now and let it take you deeper. It's so easy to simply breathe in ... and out ... in ... and out ... When you're confident you have faith in yourself and your power to succeed free of any feelings of conceit or arrogance. Confidence is the belief that you act in a right, proper or effective way. In the past, you have built confidence by successfully performing a task or learning a new skill. Perhaps, as a child, you suddenly understood a new game. You were able to see the strategy necessary to win and you felt confident that you could now beat your opponent. Children often feel confident that new children will become their friends. Somewhere in your past there's a memory of a time when you were completely confident. It may be back in your childhood or as recently as last week or even yesterday. When we lose confidence we tend to revert to all or nothing thinking and forget that we've experienced confidence many times in the past. Let's erase the memories of times that you lacked confidence and then visit an experience in which you felt completely confident.

Settle into your private sanctuary now and get comfortable. Imagine a blackboard across from you. It's a magical blackboard -- your eraser clears the screen perfectly and it's equipped with a volume control. *(Pause)*

Next, imagine a large eraser right there in your hand. Feel it's weight and texture. *(Pause)* Now, allow an image to appear on your blackboard of a time when you lacked confidence. As soon as you can identify that image use your eraser and eliminate it. *(Pause)* Allow another image to appear. This time, notice if you hear any negative messages from another person -- perhaps a parent or teacher -- which may have undermined your confidence. *(Pause)* If you hear any negative messages, turn the volume off and then erase this image. *(Pause)* Continue to view and erase past memories for a few more minutes. *(Pause 1*

minute)

Those past messages have no relevance to who you are today. Beginning today you're building confidence in everything you do and say. Focus now on what brings a feeling of confidence into your life experience. When, and under what circumstances, do you feel completely confident? Are you confident when playing a sport? Or preparing your family's favorite meal. Is there a task at work in which you excel? Let an image come in that fills you with confidence. *(Pause)* Notice where the confidence comes from. What makes this experience different from areas of your life in which you've lacked confidence? *(Pause)* As that information comes in, how can you alter your behavior so that you now feel confident in every situation? *(Pause)* Perhaps you simply need to stop listening to the negative messages from your internal critic or from others. We often criticize ourselves more harshly than anyone else ever could. Your confidence level will improve drastically when you turn off the internal voice. Try it right now. Listen for any negative messages. Perhaps your critic is telling you right now that this won't work for you. You're in control so just thank your critic for sharing and then turn that voice off. Be the confident person that you were meant to be.

Let an image come into your mind right now of a time when you felt incredibly confident. As I count from 5 back to 1, allow that image to appear. Five, moving further and further back in time -- four, going as far back as you need to go -- three, your subconscious mind knows exactly which memory to bring to mind -- two, allow the memory to surface without thinking or 'making it happen', and one, you're right there now at a scene from your past. Are you indoors or outdoors? Are you alone or with someone? Notice the colors and texture in this scene. Feel yourself fully confident. *(Pause)*

Go now to the core of that confident feeling and simply experience feeling confident. *(Pause)* Breathe into this feeling and let it expand. *(Pause)* It lives within you and it's always available. Beginning today, you easily bring this surge of confidence into every life situation simply by taking a few deep breaths.

Because you believe in yourself, you do not try to convince others. Because

you're content with yourself, you're free of any need for the approval of others. Because you accept yourself, the whole world accepts you.

Continue to breathe deeply now and draw on your core of confidence and self-acceptance.

Take this confidence into your daily life. See or sense yourself feeling confident in every situation. Imagine moving through your day filled with confidence. It shows in your words and in your deeds. *(Pause 1 minute)* You now emanate confidence from your very pores. It automatically flows from the core of your being whenever you want it. Trust yourself to tap your inner confidence whenever the need arises.

As I count from one to five bring yourself back to full awareness feeling wonderfully relaxed and refreshed. *Count from one to five....*

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As you branch out with your practice I would like to recommend some programs that will take you deeper into several arenas.

Teaching material to build your business

Field tested courses that you can teach

<http://www.trancetime.com/hypnotherapy-instructor-manuals.html>

Other CE courses

<http://www.trancetime.com/home-study-CE-classes.html> (Home study)

http://www.trancetime.com/CE_hours_2013.pdf (Live)

Scripts

http://www.trancetime.com/hypnotherapy_books.html

Medical Hypnotherapy

Training with Melissa Roth

http://www.trancetime.com/books_by_other_authors.html (Home study)

http://www.trancetime.com/CE_hours_2013.pdf (Live)