

Learn Hypnosis @ Home

Course Volume 1

Inductions, Deepening, Testing & more...

Course Manual: Table of Contents

Introduction

Chapter I How do I Get Certified?.....

Chapter II Understanding Hypnosis.....1

Understanding Hypnosis: Introduction.....2

What Is Hypnosis?.....3

The Mind: Diagram.....4

Exercise: What Happens When An Idea Is Accepted By The Unconscious
Mind?.....5

The History of Hypnosis.....6

Hypnotic Possibilities.....7

Summary.....8

Chapter III What You Need To Know Before You Hypnotize Someone

.....9

What You Need To Know Before You Hypnotize Someone: Introduction.....10

Professionalism.....11

Safety & Ethical Considerations.....11

Emerging From Trance.....12

Rapport.....13

Exercise: Rapport.....14

How to Talk About Hypnosis.....15

A Word-For-Word Pre-Induction Talk.....17

Myths & Misconceptions.....17

Naturally Occurring Hypnosis.....18

What Is Hypnosis?.....18

What Is Hypnosis Like?.....20

The Uses of Hypnosis.....20

Summary.....23

Chapter IV Inductions, Deepening & Testing24

The Simplest Induction Ever (The Positive Reinforcement Technique).....27

The "Statements You Know To Be True" Technique.....29

Progressive Relaxation Script.....31

What Makes A Powerful, Quick and Effective Induction and Why?.....34

Belief.....38

Dave Elman.....39

Concept 1: Critical Factor Bypass.....39

Concept 2: Selective Thinking.....	39
Concept 3: Linking (Binding).....	39
Concept 4: Fractionation.....	40
Concept 5: Suggested Amnesia.....	40
The Modified Dave Elman Induction.....	41
Exercise: The Modified Dave Elman Induction.....	41
(Eye Closure).....	41
More about the Elman Induction.....	43
The Lemon Slice Test.....	44
Hand Clasp.....	45
Steel Arm.....	46
Unable To Stand/Sit.....	46
Summary.....	54
Chapter V Conclusion.....	55
Contact Information.....	63

Course Introduction

Hello and welcome to the Hypnosis 101 “Learn Hypnosis @ Home” home-study course. This course has been specially designed to quickly and easily get you the learning you need to become a powerful and effective hypnotist. In this course you'll discover many of the most exciting and dynamic techniques in hypnosis. Hypnosis is a wonderful therapeutic modality and it's a tremendous amount of fun.

In this course, you'll learn not only powerful and effective inductions, but also how to effectively deepen trance. You'll learn what you need to know before you hypnotize someone. There are plenty of exercises here, which allow you to easily and naturally assimilate the concepts and the skills necessary to become an effective hypnotist. We'll give you step-by-step instructions, using proven and effective teaching methods so that you can induce and utilize trance with a high level of competence.

The course is organized in volumes. This is Course Volume 1. The volumes are modular, although they have an order, they can be approached in any order.

You know, one of my favorite things to do is to travel the world teaching people about hypnosis. Now, through this course, I can reach even more people. Thanks for joining me in exploring the secrets of this fascinating phenomenon. Enjoy your trance experience.

A handwritten signature in black ink, consisting of the letters 'K' and 'L' in a cursive, flowing style.

Keith Livingston

Chapter I How do I Get Certified?

Good news! The Learn Hypnosis @ Home, Home Study Course qualifies you* to apply for certification with the International Hypnosis Association.

How do you become certified as a Hypnotist or Hypnotherapist?

- 1) Complete the course by watching all the video, listening to all the audio, reading all the written materials and doing all the exercises in the manuals.
- 2) Pay your first year's dues--<http://www.hypnosiscredentials.com/JoinNow.html>
- 3) Fill out the one-page application on the same page...
<http://www.hypnosiscredentials.com/JoinNow.html>

In the "Qualified Hypnotherapy training/courses taken:" area, list the Hypnosis 101: Learn Hypnosis @ Home, Home study Course.

- 4) Take the test here... <http://www.hypnosiscredentials.com/hypnosistest.html>

Besides a feeling of pride, you'll get other good stuff with your certification (worth far more than the dues). Check it out here...

<http://www.hypnosiscredentials.com/Membershipbenefits.html>

About the IHA (<http://www.hypnosiscredentials.com>)

The International Hypnosis Association provides credentialing and certification worldwide for hypnotists and hypnotherapists (based upon knowledge and skill level). The IHA supports the practice of hypnosis for Licensed Mental Health Therapists, Counselors, Psychologists, Psychiatrists, Physicians and those with quality hypnosis backgrounds.

Licensed Mental Health Therapist, Jensine Ban, formed the International Hypnosis Association. Jensine works as a therapist for one of the largest health organizations in the world. Through her work with therapists, clients, and other professionals in related fields, she quickly saw the need for a dynamic, standards-based, legitimate hypnosis credentialing body.

* This certification offer applies only to original purchases of the course--not used or resold versions. The course must have been purchased through a legitimate, authorized seller of the course. If you purchased this course on eBay, through a private party, or through an unauthorized seller, ask for your money back. If you have any questions as to whether or not you purchased an authorized version, contact keith@advancingideas.com.

Chapter II Understanding Hypnosis

Introduction

Understanding Hypnosis

What Is Hypnosis?

The Mind (Diagram)

The History of Hypnosis

Hypnotic Possibilities

The Uses of Hypnosis

- Overcoming Habits

- Motivation

- Performance Enhancement

- Self-Improvement

- Medical Conditions

- Mental Conditions

Summary

Understanding Hypnosis: Introduction

If you're going to become effective at hypnotizing people, it's vital to understand all that you can about hypnosis. There is a lot of misinformation about hypnosis, some that comes from hypnosis instructors. In this chapter we're going to separate the wheat from the chaff. You will learn about the conscious and unconscious minds and their roles. You'll learn about the uses of hypnosis. We'll uncover the secrets found deep in the history of hypnosis and learn what the great minds from the hypnotic past unearthed. You'll learn about how hypnosis occurs naturally for us all everyday. You'll learn what happens when an idea is accepted by the unconscious mind. You'll discover which part of our mind is responsible for emotions, beliefs and habits. You'll learn why most attempts to change habits fail. You will perform an exercise that will begin to show you the power that our unconscious mind has over physiology and emotions.

What Is Hypnosis?

Hypnosis is a relaxing, naturally occurring state of mind, which happens to us every day. Hypnosis occurs when our conscious mind relaxes, and our unconscious mind comes to the fore.

Here are some examples of times when hypnosis might occur naturally.

- Becoming absorbed in a book
- Daydreaming
- Watching a movie
- Driving long distances
- Becoming absorbed a task
- Becoming bored
- Just before we fall asleep
- Just before we wake up

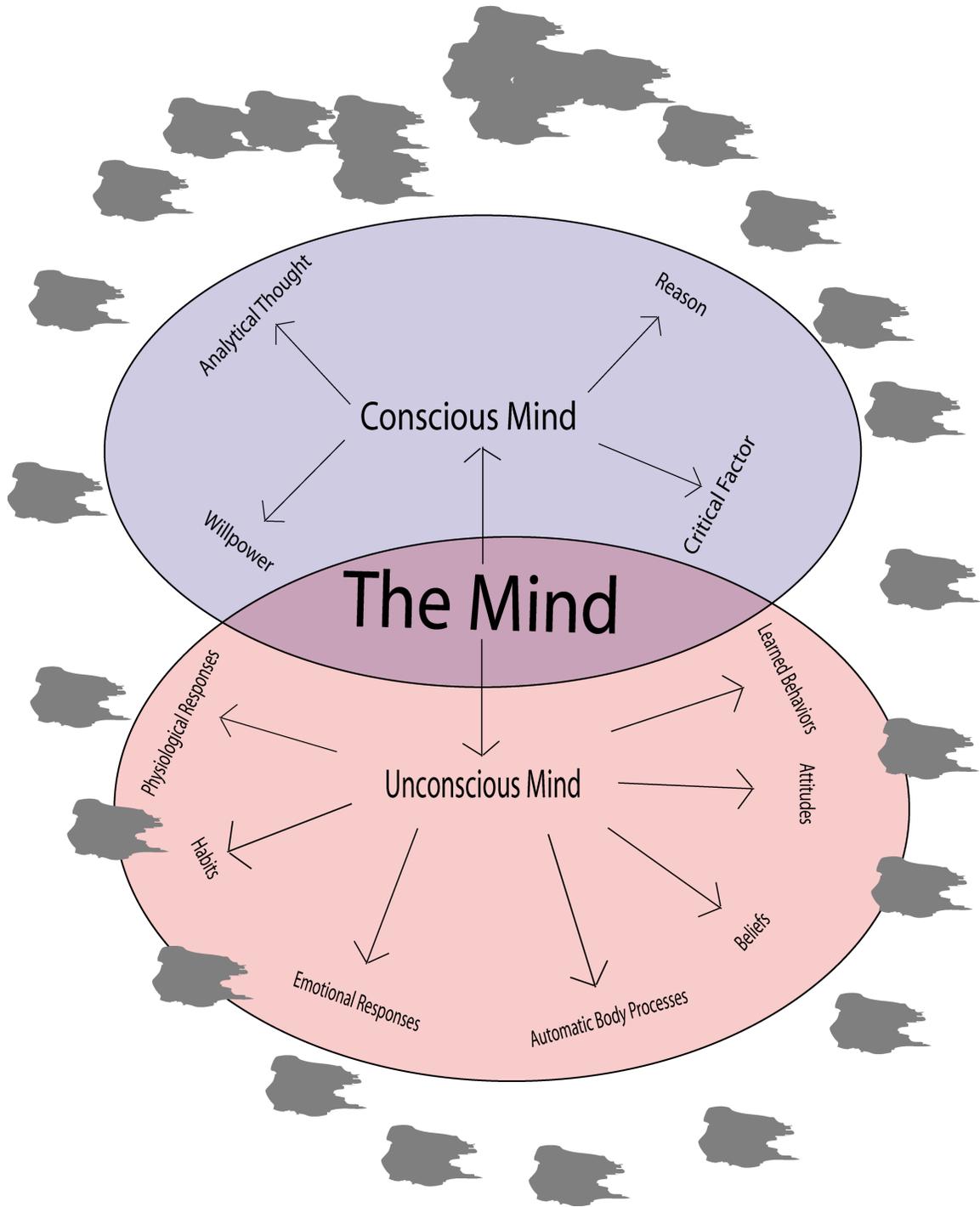
The mind can be thought of as having two sections, the conscious mind and the unconscious mind.

Your conscious mind is the analytical, logical mind. The conscious mind questions things to find out if they fit with currently held beliefs.

The unconscious mind maintains currently held beliefs and the physiological and emotional responses to go along with them. The unconscious mind controls habits, beliefs, emotional responses, physiological responses and learned behaviors as well as automatic body processes. The unconscious uses those tools to act in accordance with beliefs.

Once the unconscious mind accepts an idea it acts as if that idea is true. It's difficult to get a new idea into the unconscious mind because the rational, analytical conscious mind is analyzing and comparing new ideas to existing belief systems. If we can relax the conscious mind, new ideas can more easily gain access to the unconscious mind.

The Mind: Diagram



During hypnosis, direct communication with your unconscious mind is established. In a hypnotic trance, if we are guided properly, our minds and bodies are able to accept new ideas and change much more readily.

Here is a definition of hypnosis. Hypnosis: Communication with unconscious processes not necessarily involving the conscious awareness. Another way of putting it is this, hypnosis is a temporary bypass of the analytical mind (critical factor bypass).

Exercise: What Happens When An Idea Is Accepted By The Unconscious Mind?

Practitioner: have your subject stand, feet close together, and arms at their sides. Have them tilt their head back and look straight up at the ceiling. Let them know you'll catch them when they begin to fall over backwards. Have your subject close their eyes.

Stand so that you can catch them if they fall over backwards. Suggest to them that they imagine that a strong wind is pushing on their chest, blowing them over. Keep repeating that suggestion until they begin to go over backwards. If they don't begin to go backwards within a few seconds make, sure you add images, sounds and feelings to their scenario.

It might go something like this; "Close your eyes - imagine that a strong wind is pushing on your chest. You can now begin to feel the wind pushing you over. Hear the sound of the strong wind. You can see in your mind's eye, as you begin to go over backwards, the effect that the wind is having on things in the room as you hear the sounds and feel the feelings of the wind pushing you backwards."

The History of Hypnosis

The history of hypnosis goes back as long as the history of man. All religious ceremonies contain hypnotic elements. Since hypnosis is a natural occurrence, people have used hypnosis for as long as they've been human.

Both the ancient Egyptians and ancient Greeks used hypnosis for healing purposes. Hieroglyphics have been uncovered, which show a hypnotic induction similar to what we use today. "Sleep temples" were used thousands of years ago to promote healing.

Relatively modern hypnosis is thought to have started with Franz Anton Mesmer. Mesmer gained popularity in France in the mid-1700s. You may not have heard of Mesmer but you have certainly heard the terms "mesmerized" and "animal magnetism." Mesmer believed in a form of magnetic energy, which could flow from one person to another via pieces of metal. He thought it similar to what he called organic magnetism (magnets). He called this energy "animal magnetism." Thousands of people lined up to receive healing using animal magnetism and mesmerism.

Mesmer was highly spiritual and mystical in his presentation of mesmerism. Because of his highly mystical approach and his controversial ideas, he was treated as a hero by some and as a con artist by others.

A scientific commission was formed to study the effects of mesmerism. The commission included Benjamin Franklin. A quote from this commission goes as follows "If these people are being healed at all, they are being healed by the power of their imagination."

Some of Mesmer's followers and the people who followed them began to believe that it was not animal magnetism that brought about the healing, but as Franklin said, "the power of their imagination." Several prominent hypnotists sprung up touting this new theory of imagination. The idea of suggestion was born. The idea that perhaps it was the introduction of an idea of healing that was beneficial - not the animal magnetism. Among those who believed in suggestion was Emile Coue' who popularized the phrase "Everyday and every way you are getting better and better."

Hypnosis played a role in Freud's formulating the theory of the unconscious mind and in this way was a precursor of modern psychology.

Moving into modern times, we find both Milton Erickson and Dave Elman in the mid-20th-century. Erickson and Elman pioneered many techniques, many of which we'll explore in this course.

Hypnotic Possibilities

The Uses of Hypnosis

- Overcoming Habits
- Motivation
- Performance Enhancement
- Self-Improvement
- Medical Conditions
- Direct Symptom Removal
- Shifts in Physiological Processes
- Pain Control
- Mental Conditions
- Integration
- Trauma Removal

Hypnotic Possibilities

- Positive hallucination - sensing something that is not there.
- Negative hallucination - not sensing something that is there.
- Transferring abilities from one context to another - "And now you can feel confidence speaking in public just as you do when you are swinging the golf club."
- Accelerated healing
- Pain Control
- Phobia and anxiety removal
- Relaxation
- Shifting the meaning of sensations or events - "And now, what seemed in the past, to be a negative experience NOW becomes a source of strength as you move into the future."
- Post-hypnotic suggestions - "And each and every time I snap my fingers, you'll instantaneously begin to feel a wonderful calm sensation spreading throughout your body."
- Revivification - the reliving of an experience as if actually there.
- Increased control over body processes that are usually automatic (blood flow etc.).
- Time Distortion – minutes seem like hours or vice versa.

Summary

- Hypnosis is a natural condition in which the unconscious mind comes to the fore.
- Becoming absorbed in a book, daydreaming, watching a movie, just before we fall asleep and just before we wake up are all examples of hypnosis.
- The mind can be thought of as having two sections; the conscious mind and the unconscious mind.
- The conscious mind is the analytical, logical mind.
- The unconscious mind is responsible for habits, beliefs, emotional responses, physiological responses, learned behaviors and automatic body processes.
- Hypnosis involves direct communication with the unconscious mind.
- When the unconscious mind accepts an idea, it begins to create the reality of that idea. It can move toward that reality by adjusting beliefs, habits, emotions and physiology.
- Mesmer is thought of by some as the father of modern hypnosis.
- Hypnosis can be used for overcoming habits, motivation, performance enhancement, self-improvement, medical conditions, symptom relief, shifts in physiological processes, pain control, mental conditions, Integrative therapies and trauma removal.
- Hypnosis can facilitate positive hallucination, negative hallucination, time distortion, transferring abilities from one context to another, accelerated healing, pain control, relaxation, shifting the meaning of events and the reliving of past experiences.

Chapter III What You Need To Know Before You Hypnotize Someone

Introduction

Professionalism

Safety & Ethical Considerations

Emerging From Trance

Rapport

 Unconscious Communication

Exercise: Rapport

How to Talk To Clients about Hypnosis

 A Word-For-Word Pre-Induction Talk

Signs of Trance

Summary

What You Need To Know Before You Hypnotize Someone: Introduction

There are some basic things that you need to know before you hypnotize someone (anyone). In this chapter, you'll learn about professionalism, safety, emerging folks from trance, the signs of trance, hypnotic possibilities, and how to talk to clients about hypnosis. You'll also learn a skill that will serve you well the rest of your life: generating rapport.

How would you like to be able to generate the feeling of rapport, with nearly anyone that you meet, almost instantly? You'll learn that skill in this chapter.

You'll also get a word for word pre-induction talk, which will dramatically increase the effectiveness of your hypnotic sessions. As you may have already discovered, it's vitally important to speak about hypnosis in a way that allows people to feel comfortable with it. There's a lot of misinformation out there about hypnosis. If you can help a person to feel, more comfortable with hypnosis they will be much more willing to experience it.

Professionalism

One of the most important factors in the success of hypnosis has to do with how the subject feels about you. If they believe that you're competent, if they believe that you are capable, if they put their trust in you, you'll have a much higher degree of success. The reason for this is that your subject will be internally thinking things like "this person sure looks like they know what they're doing, I bet this hypnosis thing is going to work." You see, their internal suggestions will be matching your external suggestions.

If you create an expectancy of success, you'll create success. If you create an atmosphere of sloppiness or incompetence – you will create sloppiness and incompetence. The more prestige you can command, the better your delivery and the more you foster an air of competence, the more your client will be at ease.

Make sure you're dressed in a way that puts your subject at ease. Put your educational and training certificates where the client can plainly see them. Practice the delivery of your pre-induction talk, inductions and suggestions until they are smooth. Most importantly, develop confidence in your abilities so that you can be 100 percent congruent when you talk about and perform hypnosis.

Safety & Ethical Considerations

Don't have a client or subject do anything physically risky during a trance. Although abilities are enhanced in hypnosis, people do not become supermen and superwomen just because they are in trance. A good rule of thumb is to ask yourself if you would feel safe asking them to perform the action outside of trance. If not, don't do it.

Always ask for permission before hypnotizing someone. Never give a suggestion you feel will be counter to someone's personal code of ethics or values. Not only will your suggestion be rejected but they will likely never accept hypnosis from you again. For most therapeutic situations hypnosis is a consensual state - you must have agreement from the person you are about to hypnotize for it to work.

Do not attempt to work with issues that you are not qualified to work with. Medical conditions should be left to medical professionals. Even qualified hypnotherapists need referrals from a health professional when working with physical conditions.

If someone who knows you are capable of hypnotizing asks you to help them with a medical or psychological problem, refer them to a health or psychology professional!

Emerging From Trance

Emerging people from hypnosis is very simple. There are a couple of standard ways to do it. The most common way is to simply count them out. The easiest way to do this is to say something like "I'm going to count from one to five, by the time I reach the number five be re-oriented to this room time and place feeling wonderful."

It's always a good idea to add suggestions of well-being. Phrases like "feeling wonderful," "alert and refreshed" or "feeling wonderfully energized" help to ensure that your client or subject has a positive experience.

You can add some language in between the numbers to encourage the client. Here's an example.

"I'm going to count from 1 to 5. When I reach the number 5 be re-oriented to this room, time and place, feeling wonderful.

1 - feeling good

2 - re-orienting more to this room, time and place

3 - in a moment your muscles will begin to stir

4 - on the next number open your eyes and feel great

5 - open you eyes and feel great.

How do you feel?"

Another way to emerge people from trance is to allow them to take whatever time they need in order to come out of trance feeling good. The language to do this might be something like "Now just allow yourself to, at your own rate and speed, come back to your normal state of consciousness. Allow your attention to come back to this room, this time, this place, and when you're ready - open your eyes feeling wonderful."

Rapport

Rapport can be defined as a feeling of connection, trust or simply a feeling that you are being understood. In a hypnotic setting, generating rapport is paramount. For most people, to allow someone to hypnotize them is an experience that requires some trust. Fortunately, there is an easy way to generate feelings of rapport.

One way to generate rapport is by matching physiology. What I mean by matching physiology is simply doing what they do. Sit like they sit, breathe like they breathe, move like they move, and talk like they talk. People find comfort in similarities. The more similar you can make yourself to them physically, the more rapport you are likely to generate. Most of the time people are not conscious of the way they sit, breathe or the tone of their voice. It's unconscious communication and the more of it you can match the stronger your rapport will be.

Unconscious Communication

Hypnosis and rapport are about communication with the unconscious mind. When you show a person's unconscious mind that you understand it - the unconscious responds very favorably. One of the ways to communicate this message of understanding to the unconscious is to communicate outside of your client or subject's conscious awareness. A good example of something that goes on outside of a person's awareness is breathing. You breathe all day long but for the most part, you're not conscious of it. You don't think about your breathing.

So, if you send a message to the unconscious that you're paying attention to this unconscious process (breathing), the unconscious mind begins to listen closely and feel as if you are its friend.

Gesturing, other body movements and tonality are typically unconscious and are important in generating rapport.

If a person comes to you with a desire to stop smoking, and smoking helps them to relax, you need to be able to create a post hypnotic suggestion, which will help them relax without the cigarette. The more you say the word "relax" just the way they said it to you, the more powerful the suggestion will be. If their eyes are open, you can use the gesturing and other body movements to unconsciously communicate to them that you understood exactly what they meant. If they point to their heart when they mention the word courage, point to your heart when you speak about that same thing.

Yes, you can also generate rapport with your language and tonality. If your client is describing a feeling, and describes it as “yucky,” when you mention that feeling back to them make sure you use the phrase “yucky” with the same tone of voice and inflection.

Here's one powerful way to utilize this "out-of-awareness" unconscious communication. Though it's a very simple technique, many experienced hypnotherapists and stage performers are unaware of it.

During the induction or after your subject has entered trance, synchronize your words with your subjects exhale - speak when your subject is breathing out, remain silent when they're breathing in. You can tell when most people are breathing by watching the rise and fall of their shoulders. Match their breathing with your words, even if you have to break a sentence in the middle do so. It's very hypnotic. You can match any unconscious pattern - breathing is probably the most common.

Sometimes people have been taught to “paraphrase.” Paraphrasing is a technique designed to help gain understanding about what the client is saying. With paraphrasing, you “put things in your own words” to check the accuracy of your understanding of the client’s meanings. Paraphrasing is not designed to generate rapport. If you want a generate rapport, use the client’s words back to them in the same tonality that they use with you.

Exercise: Rapport

Practitioner: sit at a slight angle to your subject. Match their physiology especially in terms of posture and rate of breathing. If their legs are crossed, cross your legs. Match their breathing and their movements - continue for two or three minutes.

After establishing rapport, change something about your body posture (if your legs are uncrossed, cross them - if you’re sitting back lean forward).

Notice your subject’s reaction. Ask them how they felt.

How to Talk About Hypnosis

Few things can interfere with hypnotizing someone. Fear of hypnosis, a lack of belief that hypnosis is real, or a belief that a particular person can't be hypnotized can interfere. Misconceptions about hypnosis can lead a person to believe they weren't hypnotized, even if they were.

It's important, if you want to be successful, to address these issues before you begin a hypnotic session. This is called the pre-induction talk. Here are some points that I usually cover in the pre-induction talk.

1. Hypnosis is a naturally occurring state; we are all in trance many times each day.
2. The hypnotist does not control the subject.
3. Hypnosis can't make you do anything against your will.
4. Hypnosis often involves increased awareness.
5. You will probably feel awake and be able to hear everything that is said.
6. Hypnosis taps the power of the unconscious mind.
7. You can go into a trance sitting down, standing up, lying down, with eyes open with eyes closed etc.

It's a good idea to ask a person what they know or think about hypnosis before a session begins. If they have misconceptions, straighten them out. If they think trance will look, feel or sound a certain way, tailor the trance toward achieving that experience or begin to broaden their idea of how hypnosis is experienced. If they've experienced formal hypnosis before or seen it on TV, they may expect it to happen just that way.

If a person believes he or she will feel asleep in hypnosis and they don't - they won't believe they were in trance. I usually point out that since hypnosis is naturally occurring it will often feel familiar to people.

I usually ask people if they have been formally hypnotized. If they have, I ask if it was a positive experience. If it was, I get a step-by-step description of what they remember of the induction. Often, just by remembering the steps, they begin to re-experience trance! Especially if you ask questions such as, "What was that like for you," and "What was the first thing you felt after he/she said that? What was the second thing?" A person has to re-experience an event to some extent, in order to tell you about it. Eventually, you can switch to present tense, as in "And how is it to feel heaviness in your legs," and "Can you feel that same heaviness now?" These sentences, though in question form, should be spoken in more of a matter-of-fact tone, as if you're making a statement.

If a person didn't have an enjoyable experience, ask what the procedure was briefly and do something else. Begin to make distinctions immediately between what you are doing and what happened previously.

There are a few cases of people who have been to hypnotherapists and were told that they were "unhypnotizable." This is usually the result of incompetent hypnotists and the misuse of suggestibility tests.

When a hypnotist or hypnotherapist tells someone that they can't be hypnotized, it says more about the skill of the practitioner than anything else does. Many hypnotists are operating out of an outdated paradigm about hypnotizability. There are still some that go with the outmoded notion that suggestibility tests prove whether a person is hypnotizable or not.

In my experience, different people produce different hypnotic phenomenon with differing amounts of ease. Some easily produce catalepsy, for some amnesia is a breeze, others demonstrate analgesia or anesthesia at the drop of a hat, others require more extensive training before achieving a significant level of pain control. Therefore, a test that measures a particular ability or series of abilities does not necessarily predict a person's ability to create a desired change during trance.

The following is, word-for-word the pre-induction talk I use with my clients. Read it and familiarize yourself with its contents. Feel free to use it in your sessions!

A Word-For-Word Pre-Induction Talk

Hello,
this is Keith Livingston.
I'm here to speak with you about hypnosis.
In the next few moments, you'll learn how hypnosis can help you tap the powers of your inner mind. We'll remove common myths and misconceptions about hypnosis and explore some of its many uses. First, let's dispel some of the common myths about hypnosis, correct some inaccuracies and learn the truth.

Myths & Misconceptions

Many people get their ideas about hypnosis from television, books or motion pictures. While the plot lines of these entertainment vehicles make for good stories, they are often inaccurate.

Many misconceptions about hypnosis are because the term "sleep" is often used when discussing hypnosis. Hypnosis is not sleep but because many times, people experiencing hypnosis are very, very relaxed, it may outwardly appear like sleep. One difference is - in a hypnotic state - you can think clearly.

And did you know while in hypnosis, your morals and ethics remain intact? In other words, you won't do anything against your will. You can reject or accept suggestions - it's your decision. Scientific experiments have proven that, if someone were to give you suggestions that you disagreed with, you would simply reject them.

Some ill-informed people think it's possible to become stuck in trance. In fact, if someone hypnotized you and then decided to take a trip to Tahiti, in the middle of a trance, you would simply continue to relax for a few moments and then choose to emerge when you felt like it. In hundreds of years of hypnosis this has always been the case.

Because hypnosis is not truth serum, people can lie while experiencing hypnosis. In hypnosis, the psychological "Law of Self-Preservation" is in effect. You can control what you choose to say. So while in a hypnotic trance you won't "spill the beans" or tell your secrets.

Some people believe that in order to be hypnotized you must have a weak mind. Nothing could be further from the truth. Because hypnosis is not a contest of willpower, a highly intelligent, strong-willed and imaginative person can make a great hypnotic subject.

Many people think that in order to experience hypnosis, they must become unconscious. This is probably the most common misconception about hypnosis.

In hypnosis, you are aware and can hear clearly, in fact, hypnosis is a state of increased awareness. In a trance state your hearing may be sharper, you may feel subtler sensations and your imagination and memory are enhanced.

Naturally Occurring Hypnosis

Hypnosis is a natural state, in fact; we are in hypnosis many times each day. We pass through hypnosis on our way to sleep and when we wake up each morning. Recent studies of ultradian rhythms, these are bio-rhythms that are less than one day long, conclude that every 90 to 120 minutes we pass into a state physiologically identical to hypnosis. So when people ask, can I be hypnotized? The answer is; you already are.

Here are some other times in which people experience hypnosis naturally. If you've ever woken up, feeling very relaxed but not needing to be anywhere and thought something like "Maybe I'll get up and brush my teeth," but your body is too relaxed to move, you've been experiencing hypnosis. Becoming absorbed in a good book or movie is experiencing hypnosis. Driving on long trips on automatic pilot is known as highway hypnosis. Becoming bored or allowing your mind to drift away leads to hypnosis. Becoming extremely engaged in something and allowing your mind to focus means that you are experiencing hypnosis. Because of the rhythmic sounds and swaying, riding on the train is often a highly hypnotic experience.

Hypnosis is a state in which you can think clearly and your imagination is active. It's a state where you could move if you wanted to or if there were an emergency but you would rather just remain delightfully relaxed. It's a state in which beneficial ideas can more quickly and easily gain access to the inner mind. And because we all experience trance each day, we can understand just how safe it is.

What Is Hypnosis?

We all have a conscious mind, and what some people call either a subconscious or an unconscious mind. Hypnosis deals with your unconscious mind which, for the sake of clarity, I'll call the inner mind. Your conscious mind is responsible for logical, analytical, linear thinking.

Though our belief systems and behaviors reside in the inner mind, the conscious mind is responsible for guarding them. So, when someone tells you something that you think is not true, your conscious mind may reject the idea or suggestion.

Your inner mind is more symbolic and holistic in nature. Emotions are the domain of your inner mind as are perceptions, habits, beliefs and automatic bodily functions such as breathing and digestion.

Often times we learn something consciously, then the inner mind takes over that learned behavior. So behaviors that we once learned step-by-step, like tying our shoes, are now "second nature" or automatic, unconscious behavior. These are things we've learned to do so well we don't have to think too much about them. Habits are another example of this automatic behavior.

And what about ideas that our conscious mind accepts? Once an idea is accepted by the conscious mind it can pass through to the inner mind. Once accepted by the inner mind, the mind behaves "as if" it is true. If the conscious mind is willing to play along, is not paying attention, is in shock or is not yet fully formed (as in the case of a child) new ideas can establish themselves in the inner mind. This is why it is so important to be positive with children.

So, in order to get new, beneficial ideas to be accepted by the inner mind, we must relax the conscious mind and communicate directly with the inner mind. If this idea is accepted by the inner mind, the whole mind is focused and tuned in to making that idea true. Since the inner mind runs the body, our perceptions and emotions, as well as habits, it can line up all those resources to make things happen. Deep in your mind, changes can take place that allow you feel different emotions, have different habits, learn things quickly and respond with a more thoroughly resourceful physiology.

In hypnosis, we temporarily relax the conscious mind and gain access to the powerful inner mind. In this beneficial, relaxed state, we can more easily get positive ideas across to the most powerful parts of our minds.

So one definition of hypnosis is this; Hypnosis is a temporary relaxing of the conscious mind allowing positive and beneficial ideas to become accepted by the inner mind. When these ideas are presented with sufficient skill and connected to an individual's motivation they become powerful permanent allies for healing, personal development or habit control.

Some prominent hypnosis scholars take the position that all hypnosis is self-hypnosis. In other words, the person hypnotizing you is merely your guide, showing you how to achieve hypnosis. Another way of putting this is - you must agree to be hypnotized.

What Is Hypnosis Like?

People describe the experience of hypnosis as highly pleasurable and often comment upon emerging that they feel like they've had a refreshing nap. You might feel any number of sensations while in trance. Most people's muscles grow loose and relaxed. Many report pleasant feelings. Often the breathing grows deeper and slower as a result of increased relaxation. Feelings of warmth or tingling are common. Often people report an increased ability to visualize much

like daydreaming. Some people's perception of time is altered - the trance state may seem much longer or shorter in duration than it actually is.

While some continue to listen to the words of the hypnotist, others report that the mind drifts away to some pleasant memory or imagined scene. Because the conscious mind may drift away, some report only a general sense of what was said in the trance- just like seeing a movie but not perfectly remembering every scene. Each individual's experience of trance is unique.

The Uses of Hypnosis

In the hands of a qualified and skilled person hypnosis can be a valuable ally for healing, self-improvement, pain management, habit control and much, much more...

Both the American Medical Association and the British Medical Association approved hypnosis as a valid therapeutic modality in the late 1950's.

Though many people are familiar with the success of hypnosis in smoking cessation and weight loss, most are unaware of its powerful uses as an anesthetic and to speed healing.

Hypnosis has long been used to help people suffering from trauma and to overcome roadblocks originating from past experiences.

Hypnosis has been used by law enforcement to help witnesses increase recall. Hypnosis can be used to overcome anxieties fear and phobias.

Hypnosis is a powerful tool for performance enhancement and goal setting.

The hypnotic state is a great stress buster.

Every situation can benefit from having the powerful inner mind on your side.

I hope you now better understand how hypnosis can help to improve your life. You've learned that in trance you can hear clearly and your morals are intact. You've learned that no one has ever gotten stuck in trance. You've learned that having a strong mind can actually help you to enter hypnosis easily. You've learned just how safe and natural hypnosis is. Perhaps now you're feeling more comfortable about experiencing hypnosis. If you are about to be hypnotized and you have any further questions, feel free to ask the person who's hypnotizing you.

This has been Keith Livingston.

Enjoy your trance experience.

The Signs of Trance

Knowing and recognizing the signs of trance is valuable in a number of ways. Imagine this scenario...

1. You explain to the person you're about to hypnotize that they may find it takes a little bit of effort to swallow because their throat will become very relaxed when entering hypnosis.
2. You start with the induction and after a few moments they start to swallow and find out it does take a bit of effort.

This gives you instant credibility and they begin to believe that they might be going into a trance and you might just know what you're doing. It's also valuable for you to recognize these signs so you'll know how well your subject/client is doing at entering hypnosis. Explain to your client/subject that these signs of trance may occur and it's just a natural part of entering hypnosis.

Outward Signs

- Eyes closing or slowed blinking/fluttering of eyelids
- Breathing changes (usually slowing down)
- "Waxy" skin tonus, flushing of skin or change in skin color
- Lack of movement
- Flattened facial muscles
- Increased lacrimation (tears or wetness of the eyes)
- Increased redness of the eyes
- Jerky or twitchy "unconscious" movements
- Inhibited swallowing reflex
- General physical relaxation
- Signs of drowsiness
- Catalepsy
- Eyes straight ahead and defocused
- Body Warmth

Inward Sensations

- Lack of desire to move
- Time distortion (minutes seems like hours and vice versa)
- Sounds fading in and out
- Feeling of personal freedom - carefree
- Feeling of lightness
- Feeling of floating
- A feeling of detachment as if part of the body is not there
- Amnesia (occurs naturally occasionally and by suggestion often)
- Increased ability to visualize
- Hypermnnesia (increased memory)

Summary

- Professionalism and an expectancy of success can help put your subject at ease and make a session much smoother.
- Don't ask anyone to do something in a trance that you would consider unsafe outside of a trance environment.
- Ask for permission before hypnotizing.
- Don't give suggestions counter to a person's values.
- Work only with issues you are qualified to deal with.
- Rapport is a form of unconscious communication which can help a subject feel at ease with you and respects unconscious communication.
- Rapport can be generated by matching posture, rate of speech, language and gestures.
- It's important to remove misconceptions and relieve fears about hypnosis before hypnotizing someone.
- Hypnosis is a natural state.
- When an idea is accepted by the unconscious mind, the unconscious mind makes that idea a reality to the best of its ability.
- You can think clearly and hear while in hypnosis.
- The signs of trance include; the eyes closing, blinking/fluttering of eyelids, breathing changes, "waxy" skin tonus, flushing of skin or change in skin color, stillness, flattened facial muscles, wetness and redness of the eyes, jerky movements, inhibited swallowing reflex, general physical relaxation, drowsiness, catalepsy, eyes straight ahead and defocused, body warmth, lack of desire to move, time distortion, sounds fading in and out, a feeling of personal freedom, a feeling of lightness, floating or detachment, visualization and hypermnesia.

Chapter IV Inductions, Deepening & Testing

Introduction

The Simplest Induction Ever

Exercise: The Simplest Induction Ever

The “Statements You Know To Be True” Technique

Exercise: Statements You Know To Be True

Progressive Relaxation

What Makes A Powerful, Quick And Effective Induction And Why?

Levels of Trance & Somnambulism

Diagram: Depth of Trance

Deepening

Arm Drop Deepening

Counting

Elevators & Escalators

Testing

Belief

Dave Elman

Critical Factor Bypass

Selective Thinking

Linking (Binding)

Fractionation

Suggested Amnesia

The Modified Dave Elman Induction

Exercise: The Dave Elman Induction

More about the Elman Induction

Exercise: Putting It All Together

Testing As a Convincer

The Lemon Slice Test

Book and Balloon

Hand Clasp

Steel Arm
Unable To Stand/Sit
The Rehearsal Induction
 The Rehearsal Induction in Detail
Exercise: The Rehearsal Induction
The Overload Induction
 The Overload Induction in Detail
Exercise: The Overload Induction
The 1, 2, 4 Induction
 The 1, 2, 4 Induction in Detail
Exercise: The 1, 2, 4 Induction
Summary

Inductions, Deepening & Testing Introduction

An induction is a ritual designed to help a subject achieve trance. There are literally thousands of ways to induce trance. Once you understand the principles of inductions, you can create your own.

Inducing trance is much simpler than most people would imagine. The induction of trance can be viewed as an agreement between a hypnotist and subject. Once you have that agreement, almost anything you do can lead to trance.

A lot of people want to have a "script" for inducing trance - and we've provided that for you here. However, a script is not the best technique for inducing trance - here's why. Hypnosis is like a conversation between two people. You can't script a great conversation now can you? That's why it's much more important to understand how inductions work rather than reading a word-for-word script.

Many hypnotherapists do not have confidence in their ability to induce trance. Most of them regularly use a progressive relaxation induction. Once they have gone through 20 or 30 or 40 minutes of induction, they hope that their client has reached a reasonable trance state.

At this point, they begin to give suggestions. After a while, they bring their client out of trance. Often times they will then tell the client that he or she was in hypnosis. Many times the client will argue.

This section, along with a good pre-induction talk, will show you how to avoid those problems. Here are a few of the things that you will learn...

- Inductions that will take 15 minutes or less
- How to deepen trance to get to a useful level (somnambulism)
- Simple concepts which will allow you to deepen in a variety of ways
- How to test subjects to find out what level of trance they are achieving

The Simplest Induction Ever (The Positive Reinforcement Technique)

The positive reinforcement technique uses two of the most powerful concepts in human behavior.

1. People, if you reward them, will reinforce the rewarded behavior. In other words, if you give them a cookie when they are nice, they'll be nice more often.
2. When people are in rapport, they tend to act similarly. Therefore, if you gain rapport with a person and go into trance, they will likely enter trance with you.

This technique utilizes those two powerful concepts in what's called "the simplest induction ever" or "the positive reinforcement technique."

In order for someone to accomplish what you want them to accomplish you must explain it clearly. What we want folks to accomplish is trance. The first part of this technique is to simply explain the signs of trance to the subject. Tell them how in hypnosis, the face relaxes, the breathing slows down, the muscles in general relax, and often the eyes close. Ask them if they are willing to do those things.

One of the things that sometimes happens to people who are new at experiencing hypnosis, is that they are afraid they are not doing it correctly. If you give positive reinforcement at each sign of trance that you see, they may have the feeling that it's okay they're doing it correctly.

Exercise: The Simplest Induction Ever

1. Explain the signs of trance that are easily produced (like the face relaxing)
2. Match physiology (gain rapport)
3. Ask your subject to produce the signs of trance (you begin to produce them at the same time)
4. Each time your client/subject produces one of the signs of trance, positively reinforce (say "good" or something equally positive)
5. Continue for 5 – 7 minutes
6. Emerge them from trance

OK, here's what we're going to do. I'm going to explain some things that lead toward hypnosis and I'll ask you to do them and then after a bit we'll come back to our usual state of mind. This will give you a taste of what hypnosis is like and if you like it later we'll go deeper - OK?

"OK"

In trance your breathing can slow down, your facial muscles can go loose and limp (demonstrate), in fact all your muscles can relax and you can become very still. Can you do those things?

"Yes."

Start with your eyes open, when they feel like they want to close go ahead and let them close. You may experience a lack of desire to move because you're so comfortable. OK?

"Sure"

Are you ready?

"Yes."

Begin

(Continue for 5 -7 minutes and then emerge them from trance. Ask them about their experience. Mention that each time they practice this relaxation it happens more quickly and deeply).

The "Statements You Know To Be True" Technique

There is a basic principle of human nature that can help someone who wants to experience trance do so. If you tell a person several things they know to be true, they will have a tendency to accept the next thing you say to be true. Let's use that principle in this induction.

Simply state 4 things you know to be true in your subject's experience. Stay away from interpretation; focus on things you are sure are happening. "And you're feeling wonderful" is an interpretation whereas "your arms are resting at your sides" is a statement you can verify with your senses. Then state one thing you wish to happen. State it in a permissive way (preface the statement by the phrase "you can" or "you may"). Here's an example...

"As you sit in that chair, with your feet on the ground, breathing in out, hearing the sound of my voice, you can relax more deeply."

You can see them sitting in a chair (statement 1) see them with their feet on the ground (statement 2), see them breathing in and out (statement 3), know that they can hear the sound of your voice (statement 4) - then you state the thing you want to have happen (relax more deeply).

Then state 3 things you know to be true in your subject's experience and follow with a fourth statement about what you want have happen (still permissively).

"As you continue to breathe, and you feel the weight of your clothing on your body, you can become aware of the sounds of the cars passing by, and you can go ahead and close your eyes." (Naturally, you would only do this if the subject can hear the sounds of cars passing by).

As you see or hear signs of trance in your subject, you can be more directive. "As you continue to listen to my voice, allow yourself to go deeper into relaxation..."

Continue like this for several minutes. As your subject/client shows more of the signs of trance, you need less and less of the "statements you know to be true" and you can request your subject do things more directly.

It takes a bit of practice to get used to the idea of verifying someone's internal experience. After a few times through this induction you'll notice that it's easier and easier to think of things that you know your subject or client must be experiencing.

Exercise: Statements You Know To Be True

State several things you know to be true in your subject's experience, then state one thing that leads toward hypnosis in a permissive way.

State several more things you know to be true in your subject's experience and follow with a statement about what you want have happen (still permissively).

Continue verbally pacing the subject's experience for several minutes, gradually becoming more direct in your suggestions.

Column 1 (Things you can verify)

- feel the temperature of the air
- feel the weight of clothing on your body
- hear the sound of my voice
- feel the weight of your body in the chair (or on the couch - wherever they are)
- breathe in and out
- think things
- experience things
- experience time passing

- make images in the mind's eye

Column 2 (Things you might want them to do)

- close your eyes
- relax deeply
- breathe slowly and easily
- go into hypnosis
- relax your face (neck, arm etc.)
- remain still
- feel comfortable
- go deeper
- really relax

Simply state a few things from Column 1 and then add a statement from Column 2. Like this...

"As you feel the temperature of the air on your skin, feel the weight of clothing on your body, and hear the sound of my voice you can relax deeply." Get the idea?

Progressive Relaxation Script

Progressive relaxation is an “oldie but goody.” Most hypnotherapists have been trained with progressive relaxation scripts. It is not the most efficient or effective way to achieve hypnosis but many people are familiar with it and have confidence with reading a script.

Progressive relaxation often involves focusing your attention on one part the body, relaxing it and moving on to another portion of the body. You can then repeat the entire process relaxing the body even further.

Here’s a script.

In a moment we are going to create a situation in which you can relax your body fully and completely. Take a deep breath in. Hold it in for a moment. As you let it out, close your eyes and relax your muscles from head to toe. Allow yourself to feel wonderfully relaxed.

As you sit there, breathing in and out, concentrate on your hands. Notice the temperature of the air on your hands. Notice the weight of your hands. While remaining still, notice the texture beneath them.

Now listen to the sounds around you. Become aware of the various components that make up the sound. Is there rhythm? Does the volume change or stay the same? It’s funny how sounds can fade from awareness.

Now become aware of the images in your mind's eye. The movement or lack of movement. The contrast, the colors or lack of colors.

And concentrate again on your hands. You may begin to notice that one of your hands could feel slightly different from the other. This means you are already starting to relax wonderfully.

As that process continues allow your attention to go to your feet. Let yourself relax your feet completely. Perhaps your feet want to relax even more... even more... than they are right now.

Now allow your thoughts to drift to your calves. Allow you calves to really let go. It feels good.

And allow your thoughts to drift to your thighs. Allow you thighs to relax deeply. Which thigh will relax more completely?

And as you relax your body even further you may wish to relax your mind. Allow your mind to listen to my voice... or just drift away on some pleasant memory or pleasant imagined scene. Allow thoughts to drift through as your mind grows calm and serene, like the surface of a still lake.

And now, allow your thoughts to drift to your mid-section. Let yourself relax from you belly-button down to your thighs. Really enjoy letting go.

Some people begin to feel warmth or tingling or sensations of relaxation or coolness as they relax more and more.

And if the sound of my voice which will let you relax yourself more and more... you can concentrate on my voice and allow any other sounds to fade away into the background as they help relax you.

And how does the relaxation spread to the rest of your body? Does the relaxation simply begin to expand and grow deeper as the muscles let go.

Perhaps one part of your body is more relaxed than any other. And that wonderful quality of relaxation can spread out and allow other parts of your body to grow even more relaxed.

And the relaxation is going deeper into your arms, going deeper into your back, going deeper into your neck and as your face and the muscles in your face really enjoy relaxing you can feel wonderful.

And now I'm going to count from 10 down to 1. Allow each number to relax you physically and mentally so that you can feel powerfully calm and wonderfully relaxed.

- 10) Relaxing, letting go, even deeper
- 9) Relaxing, letting go, even deeper
- 8) And the relaxation is going deeper into your shoulders, going deeper into your hands, going deeper into your elbows
- 7) Relaxing, letting go, even deeper
- 6) Relaxing, letting go, even deeper
- 5) And the relaxation is going deeper into your fingers, going deeper into your jaw, going deeper into your spine
- 4) Relaxing, letting go, even deeper
- 3) Relaxing, letting go, even deeper
- 2) Relaxing, letting go, even deeper
- 1) And the relaxation is going deeper into your eyes, going deeper into your mind, going deeper into your consciousness

All the way down

And the muscles of your eyes are some of the smallest muscles in your body. You can relax them to the point where they just want to stay wonderfully closed.

They can become so relaxed that it seems as if they are soooooo heavy that they must remain closed.

And your arm can be soooooo relaxed that it feels soooooo heavy. As that comfortable heaviness grows deeper which each breath you take it can seem as though that arm is sooooo heavy that it just wants to stay right where it is - completely and fully heavy and comfortable.

And you can allow that comfortable heaviness to spread all over your body in a wave of relaxation. And wave upon wave of relaxation takes you deeper to a place where your mind and body are open to positive and beneficial ideas. And as each deep and easy breath takes you further into this place - enjoy and relax.

What Makes A Powerful, Quick and Effective Induction and Why?

That's the essential question I asked myself that led to the making of the **How to Hypnotize** video. As I explored the question further and thought about the many inductions I've seen and learned over the years I came up with several similarities that the best inductions had in common. Here's what I came up with.

- They all produce testable hypnotic phenomena
- They are quick enough to be practical
- They are easily learnable
- They produce somnambulism

From the early days of hypnosis, people have noticed that there is a certain percentage of the population that is what we might call “highly hypnotizable.” These people are very receptive to suggestion and spontaneously exhibit certain phenomena routinely. These phenomena have become known as “deep hypnotic phenomena.” These phenomena include catalepsy, time distortion, amnesia and the automatic obeying of suggestions. This group of highly hypnotizable people became known as somnambulists. Many in the hypnosis field believe that somnambulism is a level of hypnosis in which suggestions have a powerful impact and become permanent.

If we produce these deep hypnotic phenomena by suggestion, we take advantage of the process that somnambulists go through spontaneously. Therefore, we can help a large percentage of the population to benefit greatly from the hypnotic experience.

In order to know if we have achieved somnambulism, we must test to see if the deep trance phenomena have been produced.

That is why powerful, quick and effective inductions follow the guidelines above. These inductions all include deepening techniques (to achieve a sufficient level of trance) and testing (to make sure we've achieved a sufficient level of trance).

Levels of Trance & Somnambulism

In order to usefully talk about deepening we must explore the levels of hypnosis. We'll divide hypnosis into three depths; light, medium and deep. There are many different scales that divide levels of hypnosis up differently but for our purposes this will do. With the proper induction is easy to get past the light and medium states into a deep state of hypnosis in which suggestions have a powerful impact. We consider somnambulism to be this deep state of hypnosis.

The most common marker for somnambulism is considered amnesia. Natural somnambulists often experience complete amnesia for the trance state. They

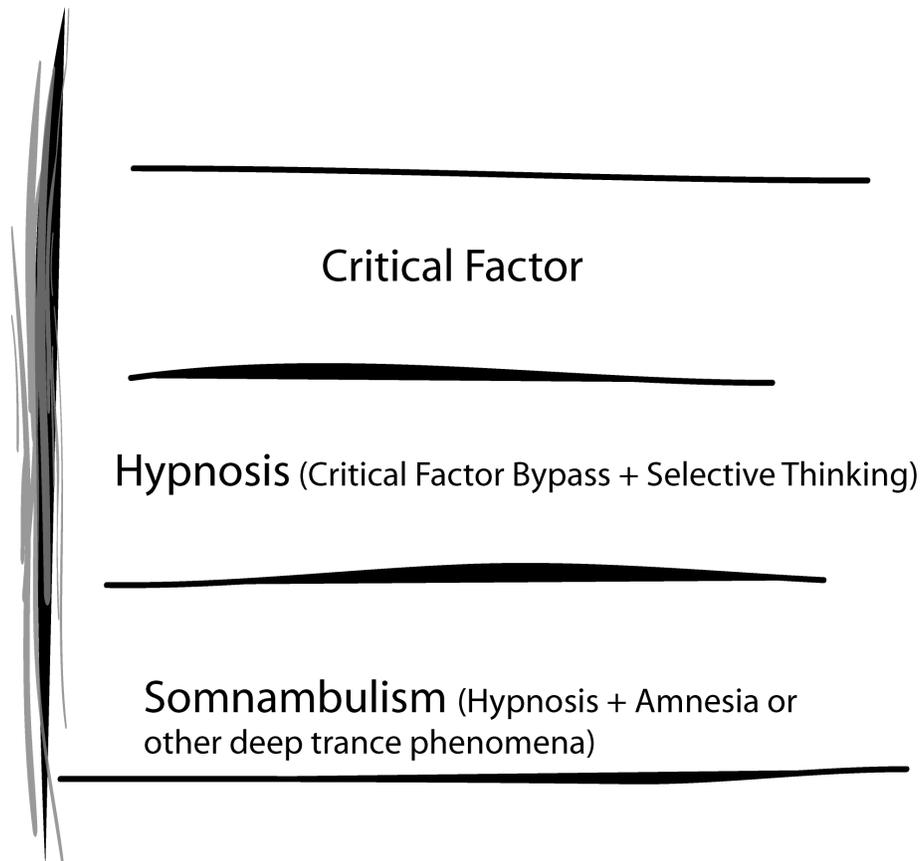
don't remember anything about the trance. We don't need to achieve that level of trance in order to get powerful positive suggestions to permanently reach the unconscious mind.

Dave Elman and many other hypnotists believe that creating amnesia for anything means that we have the condition called somnambulism. In fact, Elman defined somnambulism and hypnosis this way.

Hypnosis: critical factor bypass and the establishment of selective thinking.

Somnambulism: hypnosis plus amnesia.

Depth Of Trance



Deepening

Deepening is the process of making a trance state more profound. The goal of deepening is to create a mindset more accepting of suggestion (somnambulism).

- Hypnosis is a state in which your associative and dissociative (linking things together or splitting things up) powers are increased
- You can use the hypnotic state to link anything to anything else.
- For deepening, take any action or thought that the subject is going to have and associate it to what you want them to do.

Here are some examples...

Arm Drop Deepening

"OK, I'm going to reach over and pick up your left arm (picks up arm until arm is extended as if sleepwalking). I think you'll find that this arm will stay up all by itself for a little while (keeps supporting arm, lessens support until arm stays up by itself). Good. Now, I'd like you to, as your arm begins to feel heavier and begins to want to drop down to your thigh, relax more deeply and let your arm come down as an indication that you are relaxing more deeply and fully. That's good, allow that arm to come down only as quickly as you relax much more deeply, fully good... and as that arm touches your leg you become twice as relaxed, (arm touches leg) ... good."

Counting

In a moment, I'm going to count from 10 down to 1...

*And in allowing each number to help your body grow more relaxed...
your mind go more relaxed...
so that certain thoughts just fade away...
like sand slipping through your fingers...*

you can find that easy relaxation of mind and body, because of these words, just happens now,

*10, easily relaxing all over again
9, then 8 deeper still, feeling great
7, 6, 5 mind and body relaxed and alive*

*4... relaxing more
3 then 2, your deepening grew*

*at 1 derful deep levels, going deeper
That's right...*

Elevators & Escalators

In a moment I'm going to ask you to imagine yourself at the top of an escalator. I'm going to count down from 10 to 1, as I say the number 10 in your imagination, step onto the escalator. Allow yourself to go deeper into relaxation with each number I say. When I reach the number 1, step off the escalator into a state of relaxation deeper than you've ever felt before.

10, step on the escalator and go much deeper.

9, relaxing more and more with each number.

8, allowing yourself to go deeper and deeper with each number.

7, each number and each easy, natural breath you take helps you relax more fully.

6, 5, doing deeper into relaxation.

4, feeling relaxation flow and every area of your body.

3, 2, allowing your body feel a wonderful, at the relaxation.

1, now more deeply relaxed than ever before.

Testing

OK, so now you know how to induce trance and deepen it. But how do you know you've got a good level of trance to work with? Should you test your subject to find out how deep they are? The answer depends on what school of thought you follow with regards to hypnosis. Most hypnoterapist hold one of three opinions on the subject of testing.

1. Test your client to find out how deep they are.
2. Do not test your clients - If they fail a test for depth they may believe they're not a good subject and/or they'll think you're a bad hypnoterapist.
3. Level of trance is not important. A client can create change at any level of trance.

In testing for depth of trance a hypnotist might ask a subject to concentrate on their arm being so heavy that they couldn't move it. If the subject couldn't move the arm then they would have "passed" the test. Other tests might involve being able to hallucinate objects (or not see objects that are actually there), forget your name etc.

Belief

If your client or subject believes that they are experiencing hypnosis it can help. The reason has to do with the internal suggestions your client or subject gives themselves. If, while you are giving suggestions, your subject is thinking "Wow, I'm really experiencing trance here - these suggestions are going to work great," then they're giving themselves suggestions that increase the power of what you are saying. If your subject is thinking "I'm not in trance, this isn't working for me," then the suggestions they are giving themselves run counter to what you are trying to do.

It's for this reason that I find testing extremely useful. Not only does it give me an idea of how the client is progressing but it is a "convincer" for the client. The Modified Dave Elman induction contains tests along the way for catalepsy of the eyelids, catalepsy of an arm and amnesia. When people experience these things they usually have the feeling that something is happening that is different than their normal experience. That coupled with a good pre-induction talk helps the majority of people you'll work with to understand when they're experiencing trance and accept it.

I like disguised testing such as in The Modified Dave Elman Induction. If we give a test without saying we're giving a test, we overcome the objections of people who are afraid to test (it's kind of a wimpy objection anyway - mostly put forward by hypnoterapists who are not confident). The testing is also used as a deepening procedure.

Dave Elman

Dave Elman was one of the pioneers of modern hypnosis. Elman taught thousands of people (mostly doctors and dentists) extremely quick and effective hypnotic techniques.

Elman's techniques allow a competent hypnotist to achieve hypnotic phenomena such as pain control and regression quickly and easily. Before Elman, many of these accomplishments were thought to be difficult and time-consuming. With the vast majority of subjects, using Elman's techniques, you can reach somnambulism in less than five minutes. How did he do this? Elman took several powerful hypnotic concepts, and wrapped them into one induction.

Concept 1: Critical Factor Bypass

A critical factor bypass is simply any technique that gets the rational, analytical mind to step aside for a few moments. Once you have achieved critical factor bypass with a subject, you are halfway to achieving hypnosis. Elman achieved critical factor bypass by asking the conscious mind to focus on a particular kind of task (more later).

Concept 2: Selective Thinking

Selective thinking is merely wrapping the mind around a thought. One of the ways to get the conscious mind to help in achieving hypnosis is to get it to focus on something that leads to hypnosis. In Elman's inductions, and in his hypnotic techniques, he would help the client focus their mind on achieving what they wanted to achieve – whether it was creating relaxation or reliving an experience from long-ago.

Concept 3: Linking (Binding)

As far as I'm aware Elman never articulated this concept as such. However, if you look at his inductions and his techniques, you'll find he uses this technique regularly. The concept is one of linking any action or perception to what it is that you want to have happen. As an example, if Elman wanted you to go deeper into trance, he would say something like "In a moment I'm going lift your arm and drop it, when your arm drops down you'll go 10 times deeper into trance." He would simply link the dropping of the arm to going deeper into trance.

The formula goes something like this: When I (or you) do X you'll experience Y. Here's another example. "In a moment I'm going to ask you to open your eyes and then close them. When you close your eyes double the level of relaxation

you have right now.” The X is “close your eyes” the Y is “double the level of relaxation.”

Perhaps, after those examples, you can get an idea of just how powerful this technique is. You can take anything you create via suggestion, or anything that you know will happen, and link it to the outcome your client desires.

Concept 4: Fractionation

Fractionation is the deepening of trance by repeated induction. Historically, many hypnotists noticed that when a client returns for second time they may more easily and deeply go into trance than they did originally. Oftentimes the third time would be even more profound than the second (and so on). Elman found a wonderful way to take advantage of this concept. He would repeatedly lighten and deepen the trance during induction phase. He discovered that by doing this, you could reach a very deep level of trance very quickly. This lightening and deepening is called fractionation. So rather than waiting for the client's return visit, Elman would repeatedly induce trance inside the induction and achieve deep levels very quickly. Elman fractionated with a simple technique. Here's an example; “In a moment I'm going to ask you to open your eyes and then close them. When you close your eyes double the level of relaxation you have right now. Open... now close.” You see, opening the eyes has a tendency to lighten trance and closing them back down will deepen trance, especially if you make the suggestion that when the eyes close the trance deepens.

Concept 5: Suggested Amnesia

As you have already discovered, amnesia is an important marker for somnambulism. Elman found that many times you could induce amnesia simply by asking for it. When you have amnesia, you have somnambulism. When you have somnambulism, you have a state in which suggestions go deep inside and become powerfully permanent.

One thing that's different about Elman's inductions than most others is how he deals with muscular relaxation. Though Elman asks for relaxation he doesn't focus on it.

The standard Dave Elman induction can be divided up into five basic steps. They are eye closure, body relaxation, fractionation, deepening, and suggested amnesia.

The Modified Dave Elman Induction

1. Eye Closure
2. Body Relaxation
3. Fractionation
4. Arm-Drop Deepening
5. Suggested Amnesia

Exercise: The Modified Dave Elman Induction

(Eye Closure)

Take a deep breath. As to let it out, close your eyes and relax. Now, relax your eyes and the muscles around your eyes, fully and completely. Relax them so completely, that as long as you maintain that relaxation, your eyes will just remain closed. When you've got them relaxed to that point give them a good try and satisfy yourself that they remain closed (wait no more than a few seconds).

Good. Now stop trying.

(Body Relaxation)

Take that same quality of relaxation, and allow it to spread from the top of your head down to the tips of your toes in a warm wave of relaxation. Good.

(Fractionation)

In a moment, I'm going to ask you to open your eyes and close them again. When you close them, go 10 times deeper into relaxation than you are right now. Open your eyes, now close them. Go 10 times deeper. Good (Pause). In a moment, I'm going to ask you to open your eyes and close them again. This time, double the level of relaxation you have right now. Open your eyes, now close them. Double that relaxation. Good (Pause). In a moment I'm going to ask you to open your eyes and close them again. This time, go much deeper. Open your eyes, now close them. Much deeper. All the way down. Good.

(Arm Drop Deepening)

In a moment, I'm going to pick up your left (or right, whichever your closest to) arm by the wrist. If you've followed instructions so far, and I think you've done very well, your arm will be loose and limp like a wet dish rag. Don't help me, let me do all the work. I'm going to lift your arm up just a few inches and then drop it, when I do, just allow it to make a nice satisfying plop, and go much deeper (do arm drop). Much deeper. In fact, each time I pick up your own arm and

allow it to plop down, go much deeper into relaxation (repeat arm drop a few times).

(Suggested Amnesia)

Good. Now we've got a good workable level of physical relaxation, let's add mental relaxation to it. In a moment, I'm going to ask you to begin saying the alphabet backwards out loud. Allow each letter you say to help your mind to grow more relaxed, calm and serene. You'll find, that within just a few letters, your mind can grow so relaxed, that the rest of the letters just fade away, grow dim and distant, become quiet and disappear altogether. When that happens, notice how good it feels. You'll say the alphabet backwards in this matter. Z..., Y..., X...(say slowly), allowing each letter to relax your mind so that it grows relaxed and serene like the surface of still lake. Within just the a few letters, the rest of the letters will just disappear.

Begin saying the alphabet backwards now.

"Z"

Good.

"Y"

Relaxing more and more.

"X"

Now just allow them to disappear completely.

(When they stop saying letters)

Are they all gone?

Good

(End of induction)

Now your mind and body are relaxed and open to beneficial suggestions. Any beneficial suggestions you hear or imagine can go deep inside, way down deep, deeper even still, and through the power of your own mind, become powerful and true, not because I say so, but because that's the way the mind works.

More about the Elman Induction

Occasionally people have slight difficulty with various stages of the Elman induction. Here's what to do...

1. Eye Closure - If they open their eyes when you ask them to "try to open them," say "That's right, you control your eyelids. Now let's see if you can control them by relaxing them to the point that they want to stay closed."
2. Arm Drop - If they help you lift the arm or their arm is not completely relaxed, work with them for a moment or two to get that relaxation. You can say "Let your arm go completely relaxed and limp - like a wet dishrag. Don't help me pick it up - let me do all the work." Once you pick it up, if they're still helping you lift it ask them to let the full weight of their arm hang loose and limp.
3. Suggested Amnesia - Occasionally people have trouble making the letters disappear. If they continue backwards through the alphabet more than 5 or 6 letters make sure they understand that you can't make them disappear, they have to do it themselves. Say "Make them disappear, I can't do it for you." If they still keep going say "I'm going to pick up your arm and drop it down. When your arm comes in contact with your leg allow those letters to disappear." (Do arm drop) "Disappear them."
4. If they are still having trouble either move on to another induction technique or emerge them from trance and find out what the problem is. Usually it's a fear of being controlled by someone or a misconception about hypnosis. If you can clear it up wonderful. If not, move to another technique.

Exercise: Putting It All Together

Gain rapport (match physiology)

Begin to read the progressive relaxation script.

Add techniques from the Statements You Know to be True technique (State several things you know to be true in your subject's experience, then state one thing that leads toward hypnosis in a permissive way. State several more things you know to be true in your subject's experience and follow with a statement about what you want have happen (still permissively). Gradually get more and more directive (pace less, lead more).

Add this technique from The Simplest Induction Ever: Each time the subject produces a sign of trance or deepens add a "good" or "excellent."

Use one or more of the deepening techniques you've learned (an arm drop, the eyes opening and closing, an elevator, an escalator or counting).

Create and test for amnesia.

Emerge them from trance.

Testing As a Convincer

There are other tests they can be used as what we call a "convincer." A convincer is something that helps people begin to believe that they are experiencing something unusual. You can use these tests as a convincer during trance, as a demonstration of "waking hypnosis," or even as an induction. The language for some of these convincers is presented as if you are working with a group. It can work just as well for an individual, of course.

Here are some examples...

The Lemon Slice 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 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.

Book and Balloon

"Next comes an oldie but goodie - the 'book and balloon.' 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 minds 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."

Hand Clasp

Pick out a subject who has been performing well and ask them to help you find out how strong their powers of imagination and concentration are. Stand, facing

your subject and ask them to look you directly in the eyes and concentrate completely on the ideas behind your words. If at any time they begin to look away, command them to look directly into your eyes (point to your eyes) and concentrate completely and fully on your words.

"Put your arms straight out in front of you, parallel to the floor, put your palms together and interlock your fingers. Push your hands together as tightly as you can and concentrate on the idea 'My hands are stuck together, my hands are stuck together.' As you push your hands together, sticking them together your arms grow stiff and rigid, stiff and rigid as your hands lock more tightly together as if they're made of one solid piece of granite. (Continue to look them straight in the eye). Now, as you fully and completely concentrate on the idea that your hands are one solid piece of granite try in vain to pull them apart and find that they are stuck together, stiff and rigid, stuck together." (Let them try for two or three seconds - no more). Good. Stop trying and now allow those hands to become loose and limp and release easily. (Occasionally people still have a problem getting their hands apart. Just grab them and gently shake them loose saying "They can relax now and let go.")

Steel Arm

Explain to your subject that you are going to "borrow their arm" for a moment. Take your subjects arm and hold it out at right angles to their body. Suggest that their arm is growing stiff and rigid like a steel bar and no matter how hard they try to bend it will remain straight like a steel bar. Tell them to try and bend it and find that it remains stiff and rigid like a steel bar. After a few seconds of trying, remove the suggestion. "In a moment I will count to three and snap my fingers. Your muscles will relax and you will easily be able to bend you arm. On the number three your arm will drop down to your side and you will go deeper. One, more relaxed, two nice and easy, three (snap fingers). Drop your arm and go deeper."

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.

The Rehearsal Induction

The rehearsal induction is an excellent induction for those who would like to ease into hypnosis. If someone is nervous about experiencing hypnosis you can explain to them that you are going to help them "rehearse" hypnosis before they experience it fully. Explain that if they like what they are experiencing you'll convert it into trance.

This technique involves the subjects all arm resting on a table or the arm of a chair. Make sure the arm is positioned so that the forearm can lift up easily, leaving the elbow on the table.

It's very helpful to compound your suggestions, that is, suggest that each time their arm floats up they go deeper. Here's a more detailed set of instructions.

The Rehearsal Induction in Detail

- Do a good pre-induction talk. Make sure you include the signs of trance.
- Get the subject in a position that their arm can lift up easily. Use an armchair with the arms at an appropriate height or seat them next to a table of the appropriate height.
- Explain that you would like to help your subject to "put their toe in the water" of hypnosis and that the first step is relaxation. You're going to practice relaxation, and that relaxation gets deeper with each practice. Explain that if they like the relaxation, you'll convert it to trance. Get their agreement (I usually do this by asking "OK?")
- Explain a few of the things you'd like them to do - relax generally, let their face grow loose and relaxed, breathe more slowly, close their eyes etc.
- Tie all those things happening to their arm going up. "So, I'm going to lift your arm up, as I do, close your eyes, begin to breathe more slowly and deeply, and really relax - OK?"
- Pick up their arm by the wrist and slowly begin to lift it up. If they don't close their eyes and start to relax give them instructions - "Go ahead and close your eyes, really let go, let that face relax" etc. If they automatically start to relax, positively reinforce their behavior by saying "that's right" or "good."
- When their arm gets up to the top position give them a little deepening language (30 seconds or so). "Good, really letting go now. Enjoying the relaxation as it gets deeper and deeper..."
- Suggest that the next time their arm is in that position; they'll go even deeper into relaxation. "And you'll find that people get better and better at relaxing deeper and deeper. Because of this natural learning ability, the next time your arm floats up to this position you may find yourself relaxing even more deeply and enjoyably."

- Instruct them to slowly let the arm float downward (help only when necessary). Give suggestions that when the arm touches the arm of the chair (or table) to open their eyes.
- Ask them how it was and if they liked it. If they liked it ask if they would enjoy going even deeper. If they didn't, find out what they didn't like and fix it (I've never had this happen).
- Repeat the process (from the picking the arm up stage) until the arm begins to float up on its own.
- After reaching the top position, deepen and suggest that this time as the arm floats downward they go deeper into relaxation.
- Produce catalepsy and amnesia by suggestion using any technique (see The Modified Dave Elman Induction for ideas).

Exercise: The Rehearsal Induction

1. Explain that you're going to rehearse relaxation
2. Ask them to produce the signs of trance (relaxation) as you lift their arm up
3. Repeat until you have a good response
4. Deepen, check for catalepsy and suggest amnesia (you can use the Elman techniques for accomplishing this step)

The Overload Induction

The overload induction adds yet another powerful technique used to induce hypnosis. In order to achieve hypnosis, we must bypass the critical factor. In other words, we need to get the rational, analytical mind to step aside for a moment. One way to do this is to get the conscious mind the focus on things that lead the hypnosis. Another way is to give the conscious mind so many things to do it gets overloaded and turns things over to the unconscious mind. This technique involves both focusing the conscious mind and overloading it.

The Overload Induction in Detail

- Ask your subject "Which arm wants to relax first?" Watch for unconscious movement rather than the words of the subject.
- Help your client/subject to allow the arm to get completely loose, limp and relaxed, so that it will plop down when picked up and let go. Ask them to develop a heavy feeling in the arm as if it's so heavy it just wants to stay where it is.
- Instruct them; "In a moment I'll ask you to do several things. When I ask you to, please lift your other arm up as slowly as humanly possible. At the same time, begin counting out loud backwards from 100. Allow each number to double your level of mental relaxation and help your mind grow calm and serene - like the surface of a still lake. After a few numbers the rest of them will just drift away - they'll disappear." At this point I usually make sure they understand the instructions. When they do, ask them to go ahead and lift the arm while counting backwards.
- As the arm goes up and they begin counting interject suggestions leading to increased heaviness and relaxation of the "relaxed" arm, as the arm lifts, going deeper into relaxation, each number increasing mental relaxation and the numbers disappearing. "That's right. As that arm slowly drifts upward and the other arm gets so relaxed and heavy, you may find that you go deeper and deeper into physical and mental relaxation. And just allow that counting to help your mind grow so relaxed that the rest of them just drop on out - fade away and disappear."
- After the numbers disappear suggest that "The hand can move toward the face and the face can move toward the hand. The hand has a message for the face. And as they touch, that message will be delivered, your arm will drop down into your lap and you'll go much deeper into relaxation. You may understand the message consciously or the message can be delivered at an unconscious level."
- When the hand touches the face repeat earlier suggestions "Your hand is either consciously or unconsciously delivering a message. And now your hand can drop down into your lap as you go much deeper."

Exercise: The Overload Induction

1. Ask "Which arm wants to relax first?"
2. Ask your subject to create catalepsy in that arm and maintain it.
3. Tell your client/subject to lift their other arm "as slowly as humanly possible," while at the same time counting backwards – "each number doubling their mental relaxation until the numbers disappear."
4. Instruct the lifting hand to move to the face, deliver a message and then drop down relaxed as the client goes much deeper.

The 1, 2, 4 Induction

The 1,2,4 induction uses the same concepts as the earlier inductions. We create catalepsy, get relaxation to spread all over the body and bypass the critical factor in several different ways. In this induction we ask them to imagine themselves being bathed in a colored light they would enjoy. This, of course, is a critical factor bypass.

The 1, 2, 4 Induction also contains a fun way to create amnesia. It uses what's called a phonetic ambiguity. A phonetic ambiguity is simply one phrase that sounds like another. In other words, it's a phrase that has a double meaning.

The 1, 2, 4 Induction in Detail

- Ask your subject "Which arm wants to relax first?" Watch for unconscious movement rather than the words of the subject.
- Help your client/subject to allow the arm to get completely loose, limp and relaxed, so that it will plop down when picked up and let go. Ask them to develop a heavy feeling in the arm as if it's so heavy it just wants to stay where it is.
- Have them get that same feeling all over their body. "And just allow the wonderful relaxation you have in your arm to spread all over your body so that your whole body feels so wonderfully loose, limp and relaxed. As if it's just too much trouble to move."
- Have them close their eyes (if they're not already closed) and ask them to pick a color that's pleasing to them. If you're working with a health problem or emotional issue, have it be the color that's most healing to them. If you're working with a pain issue have them imagine the color most soothing to them. Have them imagine that they're being bathed in that light.
- If you feel like you've got a good level of trance move on, if they're not quite there yet do a couple of arm drops to deepen. "OK, in a moment I'm going to pick up your arm. Don't help me, just allow your arm to be loose, limp and relaxed and notice how good it feels to be so relaxed. When I drop your arm down, just allow yourself to go ten times deeper into relaxation (pick up arm and drop it). Ten times deeper." If the arm is not relaxed, work with them to relax it.
- Have them create amnesia for the number t-h-r-e-e. "I'm going to ask you to forget the number t-h-r-e-e (spell it). Allow it to begin fading. Going, fading away, growing dim and distant, disappearing altogether, gone. Please count one, two, four." ("one, two, four" is a phonetic ambiguity for "one to four.")
- Deepen and have fun!

Exercise: The 1, 2, 4 Induction

1. Ask "Which arm wants to relax first?"
2. Ask your subject to create catalepsy in that arm and maintain it.
3. Ask them to allow that same loose relaxed feeling spread all over their body.
4. Have them close their eyes and imagine themselves being bathed in the color of light they would most enjoy.
5. Deepen (an arm drop deepening technique works fine) and check for catalepsy.
6. Ask them to create amnesia for the number t-h-r-e-e.

Summary

- An induction is a ritual designed to achieve trance.
- The positive reinforcement technique uses both rapport and rewarding trance-like behavior to achieve trance.
- The positive reinforcement technique shows that the words used while inducing trance are only one part of the story and may not be an important part.
- By making statements which a subject confirms with their own senses, we give increased validity to statements the subject cannot confirm. We can use this fact to help create trance as with the “Statements You Know to Be True” technique.
- A progressive relaxation technique relies heavily on relaxation to achieve hypnosis. It involves having a subject mentally go through various areas of their body and relaxing each area.
- Powerful, quick and effective inductions include testable hypnotic phenomena and produce somnambulism.
- Hypnosis is a bypass of the critical factor and the establishment of selective thinking.
- Somnambulism is hypnosis + amnesia (suggested or otherwise) and is a condition in which suggestions are much more likely to have a positive, permanent effect.
- Deepening is the process of making a trance state more profound. The goal of deepening is to create a mindset more accepting of suggestion (somnambulism).
- Hypnosis is a state in which your associative and dissociative (linking things together or splitting things up) powers are increased.
- You can use the hypnotic state to link anything to anything else.
- For deepening, take any action or thought that the subject is going to have and associate it to what you want them to do.
- Standard forms of deepening include arm drop deepening, counting, elevators and escalators.
- By testing, we can help build a client’s belief that they are experiencing hypnosis and therefore increase the effectiveness of our suggestions.
- Fractionation is the repeated induction of trance for the purpose of deepening.
- The Dave Elman Induction contains 5 stages; eye closure, body relaxation, fractionation, arm-drop deepening and suggested amnesia.
- The Dave Elman Induction includes testing.
- The Rehearsal Induction is an excellent induction for those who are nervous about experiencing hypnosis
- The Overload Induction creates hypnosis by both focusing the conscious mind on achieving trance behavior and overloading the conscious mind with tasks.
- The 1, 2 4 Induction uses a phonetic ambiguity to help create trance.

Chapter V Conclusion

Ok, now you have a ton of information on how to hypnotize. Believe me, what you have here represents thousands of hours of study, research and compilation. I've worked hard to give you the best information available. It's up to you now. Get out there and use these techniques. Do the exercises. And most of all...

Enjoy your trance experience.

Sincerely,

A handwritten signature in dark ink, consisting of a stylized 'K' followed by 'L'. The 'K' has a large loop at the top and a long, sweeping tail. The 'L' is also stylized with a loop at the top and a long, horizontal base.

Keith Livingston
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Recommended Study Materials & Resources

- Hypnotic Language Mastery Pack
- Practical Guide to Rapport and Advanced Rapport
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If you'd like to learn more about these individual programs go to these links...

The Practical Guide to Covert & Conversational Hypnosis

<http://www.milton-model.com/>

The Practical Guide to Sleight of Mouth

<http://www.sleight-of-mouth.com/>

The Practical Guide to Metaphor and Advanced Metaphor

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In fact, you can watch as Keith turns beginning stage hypnotists (most of whom had never stepped on stage) into self-assured, self-motivated dynamos with green beret confidence! You can use these same techniques to create confidence in your life.

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- * Why it works
- * Concise detailed examples

and...

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You will learn all the ways that Keith has turbo charged this strategy and added fuel to fire to make this sucker hum! You learn all the little additional components that will blow your mind and give you power to make changes in your life and others.

Bonus CD: New Behavior Generator Extra Sessions

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