



# Psycho- Linguistics

*Training Guidebook*

*Workshop/Certification Training*

*With Mark Cunningham*

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## SECTION ONE HISTORY OF CHANGE TECHNOLOGY

Rename Change Game?

Definition of hypnosis:

Hypnosis can be used for anything and everything relating to the mind. Although best known for \_\_\_\_\_ and \_\_\_\_\_ changes, hypnosis has proven to be highly effective for life enhancement, such as:

In the temples of Egypt

Ancient Greece

F. Anton Mesmer started his own brand of hypnotism over 200 years ago. It is now known as \_\_\_\_\_

Braid is to blame?

Hypnosis, named after the Greek word *Hypno* meaning *sleep*.

Can people tell the difference between a hypnotized state and a "waking" state

Is hypnosis just another name for imagery?

Does our belief structure mold us?

The Power in hypnosis is the power of *choice*.

Will a person in the state of hypnosis do anything that he or she would not agree to do otherwise?

When does hypnosis work best?

Hypnosis is a \_\_\_\_\_ phenomenon.

*"He who rejects change is the architect of decay.  
The only human institution which rejects progress is the cemetery."*



HAROLD WILSON



## SECTION TWO THE BIO-COMPUTER

With you, and your clients, success is a state of\_\_\_\_\_

How does the brain work? How does the mind work? What's the difference?

The laws of the computer.

Accessing the law of the Mind.

In order to have an impact in self-improvement or in helping others, you must first be a

\_\_\_\_\_

You will need to know how to access the other person's (*and your own*)

What is "Psycho-Linguistics?"

The word *Why*?

The *Problem* has no relevancy to the *solution*.

Our minds are designed to create what we are mentally rehearsing.



## SECTION THREE

### WHAT IS HYPNOSIS AND IMAGERY IN PSYCHO-LINGUISTICS?

- Does a hypnotist have some mystical power?
- Hypnosis in this context is not brain washing.
- Is it true only weak-minded people can be hypnotized?
- People don't really change because of hypnosis, but they do make changes while in a state of hypnosis. There is a subtle difference.
- All hypnosis is self-hypnosis!*

#### *THE TEN STEPS TO SELF-HYPNOSIS:*

1. **Get into a comfortable position.**
2. **Close your eyes and repeat three times to yourself the amount of time you wish to remain in the hypnotized state.**
3. **Imagine a blackboard and place the number 25 on it.**
4. **Become aware of your body and scan it for the level of relaxation achieved.**
5. **Imagine that you are creating your ideal place of relaxation.**
6. **Go now to that personal place of relaxation and imagine yourself drifting off into a dream, and in the dream all that you want, all that you need and all that you desire has come true**
7. **Step into your dream.**
8. **Move yourself into the future to the date and time when you are convinced that you have and deserve your wants, needs and desires.**
9. **Starting from that future date and moving backwards in time make a review in your mind of all that you will do and all that you will experience to bring about the fulfillment of your desires.**
10. **Count yourself back to fully awakened consciousness**





SECTION FOUR  
WHO CAN **BE** HYPNOTIZED?

Can Everyone be Hypnotized?

*THE TESTING PROCESSES:*

A. FINGER MAGNETS:

B. HAND CLASP.

C. BALLOON & BOOK.

D. EYE ROLL TEST

E. EYE CLOSURE.

F. HYPNOTIC STARE.

**The purpose in these tests?**

**Direct vs. Inferred Suggestibility.** *Do you mean what you say and say what you mean?*

*"True silence is the rest of the mind;  
it is to the body, nourishment and refreshment.*

WILLIAM PENN



SECTION FIVE  
IMAGINATION & TRANCE

What does it mean to *image-a-nation*.

What part do **Brain Wave Patterns** play in achieving a trance state?

What is **Beta**?

**Beta** represents the \_\_\_\_\_ mind.

What is **Alpha**?

**Alpha** represents the \_\_\_\_\_ mind.

What is **Theta**?

**Theta** represents the \_\_\_\_\_ mind.

What is **Delta**?

**Delta** represents the \_\_\_\_\_ mind.

What part does each **Brain Wave Pattern** play in hypnosis?

**Beta** \_\_\_\_\_

**Alpha** \_\_\_\_\_

**Theta** \_\_\_\_\_

**Delta** \_\_\_\_\_



SECTION SIX  
INDUCTION TECHNIQUE:

1. Direct your subject to look at a specific focal point on the ceiling or a wall.

**Suggest:** *Your eyelids are getting heavier and heavier but I want you to keep them open ... keep them open for as long as you can while you concentrate on that point in the distance ...*

2. Maintain the subject's concentration on the focal point.

**Suggest:** *Just try to keep your eyes open. You will find that it's getting harder, and the more you try the more difficult it becomes.*

3. Have the subject place into that focal point the ideal self with all desired skills and abilities.

**Suggest:** *Soon, and very soon indeed you will find your eyes closing. As the subject's eyes close, suggest: Now you will find yourself drifting into a dreamy-drowsy feeling of sleep. Just let your eyes close now ... comfortably and relaxed ... just letting go ... letting go of all thoughts, all cares, all anxieties of the day. Just imagine that all the skills and abilities you desire are there, centered in that focal point ...*

4. Focus the subjects attention on his or her *body*.

**Suggest:** *... and as you do allow each and every part of your body to go loose, limp and completely relaxed.*

5. Compound the suggestion.

**Suggest:** *Allow yourself this time to relax, releasing all conscious thoughts and cares of the day. You can just let them drift away now, can't you?*

6. Create time distortion.

**Suggest:** *In fact, you are going to be so relaxed ... so completely relaxed ... that the seconds are like hours, the hours are like days and the days become weeks. Your mind can drift from the future to the past and then from the past to the future ... where you will find new solutions as early as today.*



**7. Create a safe place.**

***Suggest:*** Allow the feelings of peace, tranquillity and spaciousness to enter into your mind.

**8. Guide your subject to an awareness of his or her imagination. Then assist the subject in building a mental place where he or she can drift away on a personal vacation. Compound the suggestion.**

***Suggest:*** Imagine a vacation that will allow you to return with a fresh attitude about life and about your world . . . a healthy new attitude that will bring you more of what you want . . just when you want it the most.

**9. Create Time Distortion.**

***Suggest:*** In a moment my voice will pause and when it does you will find the seconds will become hours and the hours will become days. At that time you will project your mind into this vacation place. When my voice returns it will not startle you at all. In fact, it will place you into a deeper and more relaxed place in consciousness . . . It will be from that place that your new attitude will begin to grow and prosper, becoming reality for you upon awakening . . . and this is so ... (pause)

**10. Bring the subject back to conscious awareness.**

***Suggest::*** Now as you relax and slowly return to this room, you will find that you can return only as slowly as you can incorporate the new attitude into your life . . . your world . . . and your experience. :I will now count from one to five and at the count offive your eyes will open, you will feel wide awake and in perfect health . . . natural and normal in every way . . 1 . . 2 . . 3 . . 4 . . . Eyes open, wide awake, feeling fine and in perfect health . . . and this is so.



## SECTION SEVEN PSYCHO-LINGUISTICS AND LANGUAGE NEUROLOGY

Richard Bandler has said, *"Everything is hypnosis or nothing is hypnosis."*

What is Language Neurology?

### MAJOR TENETS OF PSYCHO-LINGUISTICS

1. Communication is redundant.
2. Communication has meaning only by virtue of the response that it creates.
3. People respond to how they are perceiving reality, not to reality itself.
4. People work perfectly.
5. People always make the best choice available to them at the time, although there are often better choices.
6. Every behavior is useful in some context.
7. Choice is always better than no choice.
8. Anyone can do anything if in a state of appropriate motivation.
9. People already have all the resources they need.
10. There is no such thing as failure, only feedback.
11. Anything can be accomplished by anyone if the task is broken down into small enough sequences.



What's so important about Establishing Rapport?

**DEFINITION:**        **Rapport** -- *to be in agreement or alignment with another; meeting a person on their own level by using familiar words and matching body language; verbal and nonverbal matching.*

**EXERCISE IN RAPPORT**

**Groups of two:**

**Step #1 Matching** -- Feeding back what you see as the external state of another.

**Step # 2 Mirroring** -- Feeding back in mirror image (opposite) what you see as the external state of another person.

**Step #3 Cross Over Mirroring** -- Using one aspect of your behavior to match a different aspect of the other person's behavior. Examples: Adjust your voice to match the rhythm of the other person's breathing; pace their eye blinks with your finger movements; pace their voice tempo with the nodding of your head.

**EXAMPLES OF PHYSICAL MATCHING**

- A. Body posture (whole, half, part body matching)** - *Sitting or standing - Body angle, stance; Position of arms, hands, legs and feet; Position of head and shoulder angles.*
- B. Gestures** - *Hand movements; Arm movements; Head movements; Body movements such as shrugs, body shifting, or head nodding*
- C. Breathing** - *Fast or slow; Upper, middle or lower chest; Through the nose or mouth*
- D. Voice** - *Tempo - fast or slow; Tonality - high or low; Timbre - deep or high; Intensity - excited or relaxed; Volume - loud, medium or soft*
- E. Facial expressions** - *Facial Appearance: eye blinks, smile, mouth opened or closed, scowl or frown, puckered lips, wrinkled nose, raised eyebrows*



## BASIC ANCHORING GUIDELINES:

- 1. Put yourself and/or the person to be anchored into the desired state.** Establish a Full Sensory Anchor, with all senses participating. Begin by recalling a situation or event which brings up the desired sights, feelings and sounds.
- 2. At the height of the experience set the anchor.** The best anchor is a tactile one.
- 3. After the anchor is set, that particular state is broken.**
- 4. Reactivate the anchor to test for responses:**



## SECTION EIGHT CONVERSATIONS AND MISCOMMUNICATIONS

Who wins in this conversation?  
Do these two have rapport?  
What modes of communication are being used here?

**SAL SALES:** *"I would like you to LOOK at this proposal. I'm sure you will SEE how it will give your customers a new VISION of your company."*

**CANDY CONSUMER:** *"Yes, I FEEL there are some EXCITING points. But, I just can't get a HANDLE on how my clients will GRASP the concept."*

**SAL SALES:** *"Perhaps you don't SEE the entire PICTURE. I realize it APPEARS a little VAGUE right now, but if you will allow me to DEMONSTRATE what my company can do for your company, I know we will SEE EYE to EYE."*

**CANDY CONSUMER:** *"I need to GET IN TOUCH with my FEELINGS on this. Your proposal may change the entire FOUNDATION of our company. I need to FEEL COMFORTABLE with the whole concept. I'll TOSS IT AROUND in my mind and get back with you."*

SAL SALES Is:  Visual  Auditory  Kinesthetic

CANDY CONSUMER is:  Visual  Auditory  Kinesthetic

Will SAL sell his "VISION" to CANDY?  Yes  No

Who could benefit most from improved communication?

SAL  CANDY  Both<sup>1</sup>

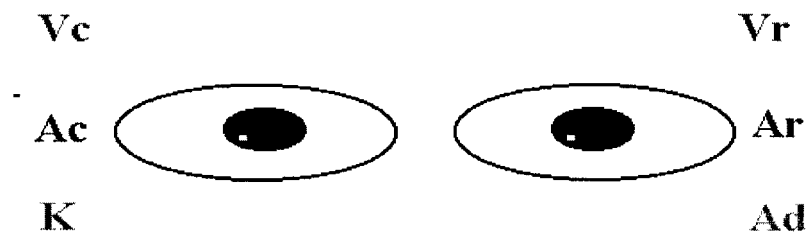
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<sup>1</sup>Answers: Sal - Visual; Candy - Kinesthetic; Sell - No; Benefit - Both





## EYE ACCESSING



HOW CAN YOU ENHANCE YOUR VERBAL COMMUNICATION?

What features will a sales agent want to emphasize:

For a VISUAL person? -.

For an AUDITORY person? -

For a KINESTHETIC person? -

Imagine that you are going on a first date and you want to make a good impression. What types of entertainment will this person enjoy?

For a VISUAL person?

For an AUDITORY person? -

For a KINESTHETIC person? -

Listed below is the kind of special gift you might buy for a significant other for his or her birthday:

For a VISUAL person?

For an AUDITORY person? -

For a KINESTHETIC person?



Listed below is how you might apologize to a significant other:

For a **VISUAL** person? -

For an **AUDITORY** person?

For a **KINESTHETIC** person?

### LEAD SYSTEMS

We each have preferences for how we like information presented to us. This is termed your **lead system**:

Some like to **SEE** what you mean ... **V**  
Some like to **HEAR** your idea . . . **A** \_\_\_\_\_  
Some like to **EXPERIENCE** or **FEEL**  
what you are talking about ... **K**

We also have preferences for the way we evaluate and analyze information:

Some decide by how things **LOOK** to them ... **V** \_\_\_\_\_  
Some decide by how things **SOUND** to them .. **A** \_\_\_\_\_  
Some decide by how things **FEEL** to them ... **K** \_\_\_\_\_

### EXERCISE

#### *Building Visual Acuity*

**Directions: Get into groups of two:**

*#1 Ask: #2 to gaze around the room and memorize as many of the objects as possible. Then have #2 close his/her eyes and describe the room in detail. (Have #2 open his/her eyes and notice what was remembered and what was missed.)*

*#2 Ask #1 To close his/her eyes and describe the details of a room in his/her home.*



***Building Auditory Acuity--Letting Go*** (Group)

1. *Think of a "negative" voice. Perhaps you will recall a voice from the past or a voice tone that is irritating to you. Imagine the pitch of that voice slowly going higher and higher until it is out of your range of hearing.*
2. *Think of that "negative" voice once again and then imagine the pitch going lower and lower until it is out of your hearing range.*
3. *When you bring the voice up are you able to hear it in the same way? If so repeat the process.*

***Building Kinesthetic (Physical/Emotional) Acuity*** (Get into Groups of Two)

**Step #1** #1 ask #2 to close his/her eyes and describe what the body is feeling. After #2 has described the internal body state, #1 reaches over and touches #2 on the back of the hand or shoulder asking: *What shifts took place internally when I touched you?*

**Step #2** Switch roles as outlined in **Step #1**, allowing #1 to have the experience.



## SUB MODALITIES AND THE ANCHORING EFFECT

### *Exercise in Submodalities*

Get into pairs and trade books. Take turns asking each other the questions below.

**Question:**

*Go inside and find a positive memory. When you find it let me know. . . (When subjects verifies the positive memory move to next step.)*

**Question:**

*Is the picture in color or black and white?*

**Question:**

*Is it moving or still?*

**Question:**

*Are you in the picture or watching it from a distance?*

**Question:**

*Is there sound, or is it silent?*

**Ask any question that would have to do with the description of the experience or desired outcome to the sensory channels.**

*What happens if you alter any of the above modalities?*

*"A retentive memory is a good thing,  
but the ability to forget is the true token of greatness."  
ELBERT HUBBARD*



## SECTION NINE ACCESSING THE THERAPEUTIC MIND

- Step #1. Notice:** How does your brain operate when you have all of the information you need to say exactly what you need to say as you need to say it?
- Step #2. Notice:** What it's like when you are sitting and talking with someone with whom you feel comfortable? And what happens if you become aware of his or her breathing and begin to mirror that breathing? At times you will mirror the breathing consciously and other times it will happen automatically. This will begin to set up a bond of rapport between the two of you. Your dialogue will begin to flow freely and unconsciously. You will find yourself speaking as the person breathes out each time.
- Step 3. Notice:** How your subject's eyes move. Is this person visual, auditory or kinesthetic?
- Step 4. Choose the Process:** How effective will you be with all these techniques as you learn to put them in their right sequence and begin to access that place known as *rapport*?

*What's so Important about Therapeutic Ethics?*



## SECTION TEN

### THE PRE-TALK: WHAT DO YOU SAY?

Exercise in gathering information:

1. What would you like to accomplish from this session?
2. When would you like to have these changes?
3. How often will you need to display these behaviors to convince you that you have made a change?
4. Is there any reason you shouldn't make this change?
5. What stops you from making this change on your own?
6. Have you ever made a similar change?
7. What are the positive benefits of making this change?
8. Is there any part of you that doesn't want the change?
9. Is there any place you don't want the change?
10. What will need to occur during the processes for you to make the change?

Note that as the therapist you must be convinced that you have all the necessary information to guide your client to a successful change.

Notice that the above questions all begin with: **What? Where? How? When? With Whom?**

Because it is so essential for success, I reiterate here, the word "*why*" should be eliminated from any therapeutic session. You will find it nowhere in this list or any of the patterns of non-contextual therapy. The reason "*why*" has nothing to do with any change, and will in no way move that person toward success in the future.

On the other hand, if you elicit how success will be accomplished, when it will occur and with whom ... you are setting up the mind's process for success. If you focus on success, your chances of achieving success are much greater.



## SECTION ELEVEN IMPACT WORDS

### Exercise in Words:

1. WHAT HAS TO BE PRESENT IN A JOB FOR YOU TO ENJOY IT?
2. WHAT HAS TO BE PRESENT IN A RELATIONSHIP FOR YOU TO ENJOY IT?
3. WHAT HAS TO **BE PRESENT** IN **A HOBBY** FOR **YOU** TO **ENJOY** IT?
4. **How** DO YOU KNOW WHEN YOU HAVE DONE **A** GOOD JOB?

### *A Question of Ecology?*

### Exercise in Ecology:

1. If this change happens are there any negative or less than positive side effects?
2. When this change happens will you need any further training to keep you from harm?
3. Are there any special precautions that you should take now that this change has been made?



## SECTION TWELVE TECHNIQUES FOR ALTERED STATES

### *Eye Roll Trance Technique*

*Give the suggestion: Roll your eyelids down.*

*Suggest: Once the eyelids are closed imagine that the muscles and tendons are going loose, limp and completely relaxed . . . to the point where they won't open at all. You realize that they could open, but you are imagining that they won't open at all.*

*Suggest: Relax all body parts by allowing a wave of relaxation starting from your facial muscles and tendons, moving down through your body, through the scalp and to the neck, down to the shoulders and arms all the way to the tips of the fingers . . . in the chest, abdomen and back, allowing all inner organs to go loose, limp and totally relaxed, all the way down through the hips, thighs and knees, and, out the bottom of the feet . . .*

*Suggest: From here you can come back to fully awakened consciousness but only as slowly as you are able to incorporate this level of relaxation into your life . . . and this is so . . . Take all the time you need*

### *Progressive Relaxation Technique*

**Step #1 Ask the subject to close his or her eyes.**

*Suggest: I'm going to ask you to close your eyes . . . and begin to feel the muscles and tendons around the eyes. Use your mind to make them tighter and tighter... and as they get tighter and tighter, just tighten them so tight with your mind and with your physical body . . . and then just let them go.*

**Step #2 Move the relaxation throughout the body**

*Suggest: Allow a wave of relaxation to move from your eye muscles and tendons down through your body. Become aware of the scalp now . . . and use your mind and your body to tighten up your entire face, your scalp and your neck. Tighten them as much as possible . . . tighter and tighter now ... and then hold it . . . hold on to all the tension of the day . . . hold on to all frustration . . . hold on to all anxiety . . . and with your muscles tight take in as much air as you can . . . and now let it all out . . . let out all of the tightness. Allow the tightness within the scalp, the facial muscles and tendons, and the eyes to let go. Let the body fall loose and limp and relaxed like a handful of rubber bands ... going loose, going limp, and going completely and totally relaxed.*





**Step #3--Make the subject aware of a deeper level.**

**Suggest:** *It is from here that I want you to move your awareness to your hands. Allow your hands to grip down into a fist . . . making your hands tighter and tighter ... hold on to all frustration for a moment . . . and then just let your hands go, dropping them loose, limp and completely relaxed. Allow a wave of gentle relaxation to move freely from the very tips of your fingers up and through the body . . . allowing you to feel a passive state of relaxation . . . knowing that each and every time you use this procedure you are going to go deeper and further into the state of relaxation.*

**Step #4--Create the opportunity for the physical release of emotions.**

**Suggest:** *It is from here that I want you to once again grip down with your fists and make them tighter and tighter . . . and allow the forearms to get tight . . . and the upper arms now. . . all the way to the shoulders . . . making them tighter and tighter. Think of all the things that might anger you. I want you to t r y to hold on to that anger ... try to hold on ... and then just let it all go. . . breathing out ... letting go. Allow a gentle wave to massage all muscles, all tendons and all nerve endings . . . as you begin to feel a new feeling . . . perhaps a tingling sensation in your hands . . . a lightness or a heaviness. Whatever it is that you are feeling it is uniquely yours. No two people feel the same in a state of relaxation. Allow yourself to go deeper and further with each and every breath that you take.*

**Step #5-Train the physical body to reach a deeper level of relaxation.**

**Suggest:** *Move your awareness now down to the bottom of your feet. From the bottom of your feet begin to tighten all the muscles within the feet and ankles . . . tighten all the muscles within the calves and shins . . . tighten all the muscles within the knees and thighs . . . all the way to the hips and buttocks. Tighten them now . . . tighter and tighter . . . and hold for the mental count of three . . . two ... one ... let them go now . . . breathing out . . . just let them go. Feel the wave of relaxation now moving into your body. Your physical body is now learning about the power of relaxation. It's learning to relax completely and deeply with the sound of my voice and through the power of your own mind.*

*So, now tightening once again starting with the hands, the feet and the top of the head ... tightening all the muscles from the hands, the arms, the shoulders, the feet, the calves, all the way up through the knees, the thighs, the buttocks, the head area . . . allow that tightness to move into the chest . . . and feel the chest and abdomen muscles tightening . . . the back muscles tightening . . . tighten every muscle in the body and hold it to the mental count of three . . . two . . . one ... take a deep breath now . . . hold it . . . hold it . . . and now just breathe it out ... let it go. Let it go and feel the body sinking into a state of relaxation . . . a state of deep and total body relaxation.*

*It is from here that your body is going to learn to go deeper as we go through this process one more time. When I ask you to tighten the muscles, tighten them even tighter than you have done before. Starting with the hands, the feet, the scalp, feel the body begin to tighten all muscles, all tendons, all nerve endings . . . tightening all muscles in the abdomen, chest and back area. Begin to breath in deeply now . . . tighter and tighter . . . and breathing in . . . hold on to that breath . . . counting now three . . . two . . . one . . . just let it out now, let it go.*

**Step #6--Guide the subject to an awareness of the level of relaxation achieved.**

**Suggest:** *As you let it go now allow your body to sink into a deep rhythmic state. You're doing perfectly. You can now use your mind to scan your physical body to find any area that is still tight. Using your mind, imagine that all muscles, all tendons, all nerve endings in that area are going loose, limp and completely relaxed. You can now imagine that with each breath you are breathing in the word **relaxation**, and you are breathing out all in harmony ... and now you are breathing in deeply the word of **peace** . . . mental peace . . . mental clarity . . . mental calmness..*

**Step #7--Invite the subject to create a mental picture of relaxation.**

**Suggest:** *Begin to think in your mind of a gentle pond. This pond is gentle and peaceful and full of vegetation. The sun is just coming up and across the pond there is a beautiful deer. The deer is going to the pond for a drink of water . . . and you're just sitting there . . . relaxing . . . watching it all. You can notice the birds flying . . . and the wonderful sound that they make as they communicate to each other.*

*As you relax here you will find that your mind will drift off to a more beautiful place . . . it will be your perfect place of relaxation. My voice will now pause and you will continue to go deeper and deeper into relaxation . . . in fact, the deeper you go the better you will feel upon awakening. So, each and every time you use this technique you are going to feel better and better about yourself Each and every time that you use this technique your ability to relax the muscles and tendons of your body will come to you more easily and in a more progressive fashion. Soon, and very soon indeed, you will simply need to close your eyes with the intention or idea of going into relaxation and instantly, automatically, without a conscious thought, your body will mirror this state of relaxation and, in fact, take you even deeper. Deeper and deeper each and every time with more and more positive benefits upon awakening. The positive benefits will increase and intensify into your life, making positive, bright and compelling changes to your future. Changes that you will be willing to take part in upon awakening. My voice will now pause . . . (2-3 minutes) ..*

**Step #8--Create time distortion.**

**Suggest:** *As you become aware of my voice once again, I want you to become aware of the state of your body's relaxation at this time ... for you are going to carry this relaxation into your life. So, begin to think about where you would want relaxation or the ability to be calm and at peace with yourself. Begin to think of the next day . . . the next week . . . and the next month to come. For soon, the days will become weeks . . . and the weeks will become months and the months will become years. Soon you will be thinking back over time at all of the changes you made. Changes that were instantaneous and automatic, relaxing and progressive through the rest of your life.*

**Step #9--Bring the subject back to full wide-awake consciousness.**



***Suggest:*** *It is from here that I am going to count from one to five . . . at the count offive your eyes will open and you will become wide awake, feeling fine and in perfect health, feeling better than ever before as if you have just received a deep peaceful and rhythmic sleep. It is from this perfect place of relaxation that you will return into your life with a positive mental attitude about yourself, your world, and your ability to relax in the future.*

*One ... hearing the sounds around you more fully. Two . . allowing the blood to flow freely with a warmth of circulation. Three . . . personality in-tact, perfect and powerful in every way. Four . . with a perfect memory and recall of all that you saw, heard and experienced so that you can benefit from all of the creativity. And, Five ... eyes open, wide awake and in perfect health . . . knowing that every day, in every way you are getting better, better and better . . . and this is so.*



### SAFE PLACE TECHNIQUE

#### Step #1--Guide the subject into a relaxed state.

**Suggest:** *Just close your eyes now . . . and with your eyes closed imagine the eye muscles and tendons going completely relaxed. Just take a deep breath in, and as you breathe in deeply begin to imagine the eye muscles going loose, limp and relaxed. As you breathe out with a sigh, let all of the tension of the day out . . . just let it all go now.*

*Because you have already been through the hypnotic processes many times before, you're going to find that your unconscious mind has already begun the process of relaxation . . . so focus your attention and awareness on the powerful flow of relaxation. Become aware of your hands and feet and allow them to go loose, limp and completely and totally relaxed ... just let go . . . let yourself go. Become aware of the powerful flow of relaxation as it enters into your arms and legs . . . aware of the physical body and its relaxation . . . for the deeper you relax the more benefit you will receive . . . and the more benefit you receive the deeper you will go. Allow this flow and powerful feeling of relaxation to flow into the torso ... into the buttocks ... the pelvic area . . . up into the chest and abdomen. Allow all inner organs . . . all inner systems . . . all cells ... to go loose, to go limp and to go completely and totally relaxed . . . just letting go. Become aware of the beating of your heart . . . rhythmic and natural. Become aware of your breathing . . . slow and rhythmic. Take this time to connect the breath ... breathing in . . . and breathing out. Now you can allow that powerful flow of relaxation to move into the neck and head area. And, your entire body is now more deeply relaxed than ever before.*

#### Step #2--Invite the subject's imagination to create a protective white light.

**Suggest:** *Imagine that a crystalline white light is now coming down from the very center of the universe. Allow this brilliant white light to move down through the top of your head and into your heart. Allow it to now radiate out from the heart to the very tips of your fingers ... to the very ends of your feet ... and to the top of your head. Begin to imagine that you are creating a powerful magnetic aura around you . . . a powerfully strong magnetic aura that allows only that which is good to flow to you . . . and only that which is good to flow from you.*

#### Step #3--Invite the subject to remember a time of feeling safe and secure.

**Suggest:** *Your powerful mind can now allow you to float back in time. Imagine that you are going back in time to a place where you felt safe. Feeling safe may be an image in your mind . . . a picture of a place where you felt very safe. It could be a sound, a certain type of music or someone's voice talking to you. Or, this safe place could simply be a feeling ... a feeling coming from within you. Whatever this safe place is for you, allow yourself to move into it and let it grow within your body as if each and every breath could allow it to grow and build within you. Allow this safe place to become a part of your very existence right here and now. Through the power of your mind and imagination this safe place is resonating around you as your magnetic aura. You are safe. [In **this safe place you are able to use your hypnotic skills and your therapeutic skills to help yourself and to help***



***others. In fact, you will find that all you have ever seen, all that you ever heard and all that you have ever experienced is now acceptable and accessible to your mind. You will use it when you need it the most whether it is with yourself or with a client in the future.]***

*Take this time to create this safe place by breathing in as I count down from three to one. With each descending number just let that safe place resonate out and fill the room . . . three . . . two . . . one. Imagine that with each and every breath the safe place is now growing and building . . . to fill your body, the room, and even the building that you are now in. And it slowly begins to fill the city. Your safe place is growing so that wherever you go you now know that you have access to your higher mind. From the city to the state . . . from the state to the country . . . from the country to the world . . . and now from the world to the solar system . . . and from the solar system to the universe . . . and now to the omni-verse. Allowing your powerful mind . . . through the use of your imagination . . . to expand and explore . . . transmitting and receiving the higher thought of your own being.*

*My voice will now pause and as I pause the seconds will become hours, the hours will become days and the days will become weeks. It is here that whatever change you may be working on, or whatever you want to accomplish today will happen. When my voice returns it will not startle you at all. In fact it will place you into a deeper and more relaxed place in consciousness . . . and this is so. (Pause for one minute.)*

*... As you once again become aware of my voice, you realize that you will bring this safe place back with you . . . back from the omni-verse . . . into the universe . . . into this solar system . . . into this world . . . into this country . . . into this state . . . into this city . . . into this building . . . into this body . . . and begin to breathe energy into your body as I count from one to five. At the count of five your eyes will open and you will become wide awake, feeling fine and in perfect health, feeling better than ever before . . . as I count . . . one, coming back into the room . . . two, feeling the energy pouring through you with each and every breath, revitalizing every cell, every system and every organ . . . three, feeling better and better about yourself **[and about your skills as a hypnotist]** . . . four, becoming more and more positive about information as you have read or experienced it . . . and, five, eyes open, wide awake, feeling fine and in perfect health, feeling better than ever before . . . as if you have just received a deep, peaceful and relaxing sleep . . . and this is so.*

These are the basic types of induction techniques and are a great starting point for guiding yourself or your clients into the altered state. It should be noted, however, that there are any variety of induction techniques, many of which will be integrated through the following processes. As you become more comfortable with the induction process you may want to use your own creativity to develop methods for initiating an altered state. You will soon discover how easily the Psycho-Linguistic techniques can be mixed, matched, and individualized for any personality.





## SECTION THIRTEEN NEGOTIATION STEPS

The first step involves setting up a way for you to communicate consciously; with the individual's conscious (aware) mind. This will be done in the following way.

1. Set up "**yes**" and "**no**" responses. The easiest way is to lift each index finger in turn saying the words:

Move this finger for a "*yes*" and this finger for a "no."

2. It is after setting up the conscious responses that you will begin to look for *unconscious response*, such as body jumps and movements concurrent with the conscious responses. When this develops you have access to the unconscious programs.



TRANCE MANAGEMENT

1. **Realize that everything you say has the potential to either deepen the trance or to awaken the subject.**  
*Example Suggestion: Everything I say and every breath you take will guide you deeper and deeper into hypnosis.*
2. **Set up a blue-print of the session.**  
*Example Suggestion: Whatever you need to see, hear or experience today, your unconscious mind will bring it to you.*
3. **Set up a safe place.**  
*Example Suggestion: As you go deeper and deeper into relaxation you will become more aware of your mind. Negative thoughts and influences will have no control over you at this or any of the other levels of consciousness.*
4. **Give more than what your subject seeks.**  
*Example Suggestion: If there is any cell, any system or any organ of your being that is not working in perfect order for you, then that system, that cell, that organ will cease, it will stop, and begin to function in light and in love, just as it was intended the moment when you were born.*
5. **Give each client a reason to awaken each day.**  
*Example Suggestion: Each day as you awaken, you begin to realize that it is the beginning of a new day . . . a bright new experience. You can begin to remember the moment you were born. You were given the opportunity of a lifetime with new eyes with which to see, new ears with which to hear and a body with which to function freely through life.*
6. **Give all clients positive statements when their body moves suddenly or makes unconscious response.**  
*Example Suggestion: That's right . . . you are doing perfectly.*
7. **Set up a testable process that will allow your subject to know that he or she is in a state of hypnosis.**  
*Example Suggestion: Some people feel a lightness or a heaviness in their body, others feel a tingling sensation . . . whatever you are feeling is uniquely yours. No two people feel the same in a state of hypnosis . . . so move into that feeling and go deeper with each sound you hear around you.*
8. **Build a strong and resourceful anchor.**  
*Example Suggestion: Think of a time when you had the skills and abilities you would need for the future. Remember a time when you had confidence, pride in yourself and a positive attitude . . . breathe the way you were breathing . . . see through those eyes, hear through those ears, sense and feel with that body . . .*





**A resourceful anchor is your "ace in the hole."** If you keep a resourceful anchor within reach, you will always have the ability to guide the subject back to awakened consciousness in a positive state. It is important to guide your clients back to the fully awakened state seeing, feeling and hearing themselves positive and motivated.



## SECTION FOURTEEN TECHNIQUES FOR CHANGE

### *HAND LEVITATION DURING TRANCE TECHNIQUE*

*Exchange booklets before starting. Fill in the goals for your subject in Step #7 before starting.*

**Step #1 Place the subject into a relaxed state.**

*(Use a full body relaxation process)*

**Step #2 Direct the subject to become aware of his or her hands.**

**Suggest:** *Now that you are relaxed, I want you to become aware of your hands . . . become aware of the hand that is lighter.*

**Step #3 Invite the Unconscious Mind.**

**Suggest:** *I am now going to give a direct suggestion to your unconscious mind . . . Unconscious Mind, you are now going to make the hand which is lighter get lighter and lighter, but only as slowly as you can convince the conscious mind to relax the body . . . so the lighter the hand becomes the deeper the body will go into relaxation.*

**Step #4 Set up the conscious conviction.**

**Suggest:** *Your hand is getting lighter only as slowly as your unconscious mind can convince your conscious mind into relaxation. For the lighter the hand becomes, the deeper you will go. From this point on your hand will get lighter and lighter and begin to lift. It might start on your finger tips or perhaps your wrist. Just let it happen . . .*  
***(Repeat until the hand has lifted.)***

**Step #5 After the hand has started to lift.**

**Suggest when the hand lifts:** *Your unconscious mind will begin to show you the future . . . a bright and compelling future . . . a future where you have all that you need when you need it the most.*

**Step #6 Create time distortion.**



**Suggest:** *Take all the time you need and slowly and progressively allow the hand to go down ... only as slowly as you can believe and trust in a bright and compelling future.*

**Step #7 Future pace goals as if they have already happened.**

Goal #1

Goal #2 \_\_\_\_\_

Goal #3 \_\_\_\_\_

**Step #8 Using time distortion bring the subject back into the room.**

**Suggest:** *You can begin to return back into the room, but only as slowly as you can awaken to look through new eyes, to hear through new ears, and to experience life in such a positive and powerful way that you will know that a change has occurred ... and you can take a deep breath and return back into the room.*

Notes:



## DISSOCIATION RESOURCE TECHNIQUE

**Step #1-Set up "yes" and "no" responses.**

**Step #2-Ask the subject to imagine that he or she is across the room looking back at his or her body over here.** Then place your hand on the anchor.

**Suggest:** *Take a moment to imagine that you are standing across the room looking back at yourself here in the chair. Take all the time you need. When you have done that please give me a "yes" response using your right index finger.*

**Step #3-When the subject has this in mind, set the anchor by applying a little pressure.<sup>2</sup>**

**Suggest:** *Become aware of how you look from a distance. Notice your relaxed appearance. Notice the flow of each and every breath. Take a moment to relax and become aware of the dissociated state.*

**Step #4-Break the state by having the subject open his or her eyes and look around the room.**

**Suggest:** *Take a moment now to open your eyes and notice the lightness and darkness of the room. You are doing perfectly, remaining relaxed and comfortable with the process.*

**Step #5-Ask the subject to think of a situation wherein he or she could benefit from looking at an experience from a new perspective.**

**Ask:** *Where can you apply the resource in your life?*

**Suggest:** *With your eyes open and relaxed take a moment to think of where in the future you could benefit from the power of dissociation. Think of situations where you could benefit from viewing your life from a detached perspective . . . a vantage point of power ... knowing that from this perspective you are filled with many choices . . . some conscious ... some unconscious. Become aware of how the mind processes information from this perspective. Knowing that the mind is learning new skills and new abilities that will help you to become more flexible and free.*

**Step #6-When the situation is in mind have the subject close his or her eyes and guide through steps 2 and 3.** Trigger the anchor and ask the following questions (*elicit a "yes" response from the subject as each step is completed*):

- a. *What could you learn from this dissociated perspective?*
- b. *How could you improve your reactions if you could dissociate whenever you needed to acquire a new view?*
- c. *When could you use this resource in the next day, next week, next month to come to help you attain your outcomes?*

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<sup>2</sup>To set an anchor suggest: *Become aware of what you are seeing, hearing and experiencing. Totally get into the state.*



**Step #7-Suggest that the subject can return to awareness of the room only as slowly as he or she can be convinced that there are now new and attainable solutions to problematical situations.**

**Suggest:** *As you become aware of the power of using your mind, and for a purpose, you can allow the unconscious mind to bring you fully back into the room only as slowly as all the changes that would need to occur can occur for allowing a smooth, effortless transition from the stuck states of the past to the new, flexible changes of the future . . . with a new perspective . . . a perspective that your unconscious mind will provide you . . . with a way and means to dissolve the feelings of fear, frustration, anxiety and depression so that upon awakening you can start an internal program of attaining your goals. Take a few deep breaths and take all the time you need to return to full awareness of the room.*

**Step #8-Bring back to fully awakened consciousness.**

**Suggest:** *Take all the time you need to integrate all the skills and ability you will want need and desire in the future. Only as slowly NOW as you can allow all the changes to be permanent natural and forever.*

NOTES:



## RESOURCE ORGANIZER TECHNIQUE

**Step #1** Have the subject close his or her eyes and set up "yes" and "no" responses.

**Step #2** Get the subject to access a good feeling -- set up a Full Sensory Anchor.

**Ask:** *What are you seeing, hearing and experiencing? When the feelings are full within the experience give me a "yes" response. (At that point set the anchor.)*

**Step #3** Guide the subject back in time while holding the anchor.

**Suggest:** *Now that you have this feeling, you are going back in time, back to the earliest memory of this feeling. That's right, back to the very earliest memory, and when you are there let me know with a "yes" response.*

**Step #4** Once the past is accessed, ask the subject to notice how old he or she is in this time.

**Ask:** *Are you between the age of 0 and 5? 5 and 10? etc.*

**Step #5** Have the subject make a review of his or her past memories.

**Suggest:** *Relax and imagine yourself moving through the memories of your past. Become aware of the good times of your life, stop and enjoy them for a moment, as you do, make the colors bright and brilliant to your mind, put all the love and emotion into each experience, feel free to put in even more love than you remember. Place your favorite music in the background, just as if a Hollywood producer was playing a sound track to your life,*

**Step #6** If an unhappy or negative memory comes up for you, take a snapshot of it.

**Suggest:** *As if you are taking a picture with a black and white camera and the picture stops all the color, the sound is gone and the emotion dissipates as you now place each of the images behind you, One by one place all the negative experiences of your past behind you,*

**Step #7** Bring subject back into present time.

**Suggest:** *When you have done this once with the memories present within your mind today, just slowly open your eyes and return to full awareness of the room.*

**Step #8** Break the state, then reinforce the process.

**Suggest:** *Now that you have been through this process once, you can easily go through it again. This time I want you to let me know when you are at the earliest unhappy or negative experience you can remember today.*

**Step #9** Wait until you receive a "yes" response; suggest the following:

**Suggest:** *Take that negative time and place a large picture frame around it, like one you would see in a museum, When you have done that let me know ...(Wait for "yes" response.)*

**Step #10** Test the shift. **Suggest:** *The picture at this time should be black and white. If not, simply imagine that it is changing to black and white, in fact, from here the picture becomes so light and so bright that the images are gone. You know that you had an experience in your past but it is no longer within view.*



**Step #11 Distort, Delete & Change the Negative. Suggest:** *In fact, I want you to write on that blank canvas whatever you learned from the experience. That's right, I want you to imagine that you learned something positive from the experience of the past. No matter how terrible it may have seemed in your past, see it now and into the future as a positive learning experience that will, from this day on, help you to avoid ever getting into a similar or worse situation in the future.*

**Step #12 Break state. Suggest:** *When you have completed that episode, move through the next experiences and then bring yourself back into the room when finished.*

**Step #13 The loop.** When the client has completed this process, discuss the past images. If needed, continue the above process until all negative experiences have been reorganized and stored in a positive way.

**Step # 14** Once the changes have been made, bring the part of the past ahead to this time, then have the subject view the probable future with all the changes made. **Suggest:** *How are these positive feelings going to benefit you in the future? Begin to see, hear and experience the future, all the positive changes that are going to occur for you in the next day, next week and next month to come, notice the benefits of changing the past.*

**Step #15 Bring the subject back. Suggest:** *Only as slowly as you are willing to live in a powerful, positive state of consciousness do I want you to return to this room. Know that all you will need to do is think about the past and you will automatically go through this process making all the changes that will enhance your life experience today, Change the way the past is stored so that from this day forth you are building a bright and compelling future. Take all the time you need to return to full awareness of the room, the seconds are like hours, the hours are like days and the days seem to be weeks, all the time you need to convince your conscious mind that the changes you have made will occur before you open your eyes, and this is so.*

NOTES:



## COMPELLING FUTURE TECHNIQUE

**Step #1 Set up "yes" and "no" responses.**

**Step #2 Always use the Resource Organizer before using this technique.**

**Step #3 Have the subject close his or her eyes and think of a future goal or outcome.**

**Obtain a full sensory anchor.** Ask: *What do you see, hear and experience when thinking of that future outcome? What is your breathing like when you have that goal? Step into the image of yourself in the future. Become, for a moment in time, your future self*

**Step #4 Have the subject review the steps that led to the outcome but in reverse and noticing what events took place so that this outcome could become reality as quickly as possible.** Suggest: *Take all the time you need to return back into this room. You can return only as slowly as you have reviewed the steps in reverse that will lead to the successful completion of your goal. Your eyes will open when you have returned to this moment and are back in this room.*

**Step #5 Create a break state.** Suggest: Notice the lightness and darkness of the room.

**Step #6 Have the subject close his or her eyes once again and move through the next day, next week, next month to come and then to the day when the outcome has become a reality.** Elicit a "yes" response when the subject has the day in mind, then re-anchor the state and bring the subject back into the room with positive feelings. Suggest: *It is from this place that I would like you to review the next day of your life. As you move through this day let it lead you into the next week and the months to come. Know that each time you turn on a light switch you are turning on the new behaviors and attitudes that will bring about the successful completion of your goals. Each time you walk through a doorway you are walking through a higher door of consciousness that will allow you to make all the best decisions now and in the future. Take all the time you need to move through the days, the weeks, and the months to come, for the seconds are like hours and the hours are like days; and all the time you need to practice the new attitudes and behaviors is now occurring so that as early as today upon awakening you will move through life with a positive mental attitude of change. And this is so.*





7. Continue with positive suggestions and bring the subject back into the room.  
**Suggest:** *You can return into the room only as slowly as you are convinced that all of this can and will become truth for you.*

*Notes:*



## RESOURCE GENERATOR TECHNIQUE

**Step #1 Set up "yes" and "no" responses.**

**Step #2 With the eyes closed, have the subject think of a behavior he or she would like to display more often.**

New Behavior: \_\_\_\_\_

**EXAMPLES:** the ability to eat appropriately; the ability to be assertive; the ability to make a sound business decision; the ability to be relaxed and comfortable, etc. It can be any ability that he or she wants to possess.

**Step #3 Have the subject remember a time when displaying the desired behavior.** If the subject is able to find a time go to step 5; if not, go to step 4.

**Step #4. Have the subject think of someone who has or displays the behaviors that will bring about the desired outcome.**

- a. Once the person is in mind ask the subject to imagine watching this person go through one day of his or her life. (*Make suggestions that the subject is learning to integrate the other person's attitudes and behaviors into his or her own mind.*)

**Step #5 After completing this person's day guide him/her through a modeling exercise.**

Suggest that the subject imagine that he or she is inside this person's body; seeing through the eyes, hearing through the ears and sensing and feeling with the body of this person while moving through the day's experience.

**Step #6 After step 5, suggest to the subject:** *Take the behaviors back into your own mind and imagine how you would utilize them in your future. What is it going to be like in the days, weeks and months to come when you have this new skill or ability and it is triggered unconsciously? At times this behavior will be there in your morning . . . at other times it will be there in your midday . . . and still at other times it will be there in your evening ... but most importantly it will be there when you need it the most . . . that is in the days, weeks and months to come so that in a powerful new way you can experience your future.* (Note: Reference Unlimited Reality technique.)

**Step #7 Set a full sensory anchor.** Suggest that the subject to remember what was seen, heard or experienced and allow that time to be real around him or her. At the peak of the experience gently press down on the back of the hand. (Remember the exact place where you set the anchor. For the process to work correctly you will need to touch the same place to get the same results.)



**Example:** *As you relax now begin to imagine seeing through your eyes, hearing through your ears and sensing and feeling with your body in a new way. What will the future be like for you?*

**Step #8 Release the anchor.** Suggest that the subject now change this feeling to a color and then imagine filling his or her body with it. When subject is full of this feeling elicit a "yes" response. At that time anchor the state with a tactile anchor.

**Step #9 Break the state suggest:** *Look around the room.*

**Step #10 Test the anchor.** If the anchor is good, proceed with the technique. If you need to strengthen the anchor or add another resource, go back to step 2 and 3, whichever is needed.

**Step #11 Future Pace:**

**Suggest:** *Move to the day when you are convinced that you have all the abilities you need to continue displaying the behaviors into the future.*

**Step #12 Bring the behavior back into the subject's reality and then bring him or her back into the room.** **Suggest:** *As you begin to accept all the changes, beneficial behaviors and a fresh, new attitude, you can begin to return to full awareness of the room around you. But only as slowly as your conscious and unconscious mind can come to an agreement that the changes are positive, permanent and lasting through the rest of your life. Take all the time you need, and when your conscious mind is willing to use the resources of the unconscious mind on a day-to-day basis to improve the quality of your life, your eyes will open and you can return fully . . . wide awake and in perfect health.*

**Step #13 Make suggestions that the resource will occur unconsciously where needed in the future and guide the subject back to awakened consciousness.** **Suggest:** *As you begin to sense the benefits of this new resource, you can contemplate the times in the future where it will work for you unconsciously and automatically . . . At times this new resource will help you in the morning as you look forward to a new day . . . a day full of successful events and a successful attitude. At other times this resource will be there during your midday helping you to handle the situations of the day in a positive and beneficial way . . . and at other times it will be there in your evening helping you to discover new ways to relax and enjoy your evening activities . . . finding yourself more relaxed around family and friends . . . But, most importantly, you will find a variety of new behaviors and attitudes when you need them the most ... as you need them during your life experience... and this is so. You can return to the room only as slowly as you can be convinced that the changes have been made.*



## UNLIMITED REALITY TECHNIQUE

**Step #1** Set up "yes" and "no" responses.

**Step #2** With eyes closed, the subject thinks of someone who has the desired resource.

Elicit a "yes" response when this access is made. **Suggest:** *Close your eyes and think of someone who has a skill or an ability that you would like to develop . . . Take all the time you need . . . and when you have found such a person give me a "yes" response . . .*

**Step #3** Find out whether this person is male or female utilizing the "yes" and "no" responses. (For simplicity, I will use the male gender for this example.) **Make the suggestion that the subject is following behind this person watching him move through a day of his life. From a distance the subject is watching and noticing everything about this person.** Have the subject give a "yes" response when the day is completed. **Suggest:** *Now that you have found a person with a skill or an ability you would like to develop, I want you to follow behind him as if you are watching him from a distance ... You can notice the look on his face, the movements of his body as if you are right behind him as he moves through his day displaying the behaviors that you desire . . . Take all the time you need ... the seconds are like hours and the hours become days . . . and when he has completed the day displaying the behavior or attitude you desire give me a "yes" response .*

**Step #4** Have the subject imagine the day again, this time from within the person's body.

**Suggest:** *Move through that day once again now but this time imagine that you are seeing through his eyes, hearing through his ears and feeling what his body senses and feels . . . You are just along for the ride . . . As if you can now understand his internal dialogue . . . what he says to himself while he is displaying this behavior or attitude . . . Take all the time you need and when you have made it through his day once again, let me know with a "yes" response. It's not necessary for you to see it, hear or feel it, just relax and imagine that it is all happening around you ... you are doing perfectly.*

**Step #5** Bring the new discovery back into the subject's reality so that he or she can benefit from the information on a personal level. **Suggest:** *Now bring that experience into your own body and imagine using the resources that you have just experienced in your past . . . That's right, go back in time and reorganize your thoughts and feelings of the past looking through the eyes of change ... hearing through the ears of discovery . . . and benefiting from the realization that what the mind can conceive and believe the body will naturally and normally achieve . . . Your thoughts become new things . . . your new concepts help to change and shape your perception of reality. Take the time to change your past . . . what changes have been made? How are these positive changes going to benefit you in the future when you need them the most? Take all the time you need . . . When you have completed making changes to the past, give a "yes" response.*

**Step #6** Guide the subject into the future of his or her own life to discover where and when the resource could best be used. **Suggest:** *Now that the changes have been established in your past, begin to think of things that will occur in your day-to-day activity that will trigger this*



*resourceful new attitude. Think of the times and the places where you will benefit upon awakening . . . when you will be able to demonstrate a positive change . . . where a behavior of the past will be altered in such a positive and profound way that from this day forth you will constantly, on a day-to-day basis, make upgrades in your life experience. Some of the changes will happen in the morning upon awakening ... helping you to feel fresh and alive . . . ready to lead a successful day of discovering who you are by developing who you desire to become ... Some of the changes will happen in and through your day as you look back over successful encounters where you simply made the right decisions at just the right time . . . You will find that as you enter into the deep stages of sleep your unconscious and powerful mind will begin to make a review of your day and in that review begin to make all changes and modifications that would need to be made so that in the days, weeks and months to come you will be in a constant positive progression of change ... All the things that you do well will now be even better . . . with the use and power of your mind. What your mind can do for you is no small thing, but it is a big thing that can be done in a very easy way . . . So take a deep breath, relax and allow the positive processes of your mind to focus in on your future where you need the help the most . . . so that when you arrive the changes will already be made ... Take all the time you need to see, hear and experience the future and when you are convinced that the changes have been made, and that your unconscious mind will provide you with all the necessary behaviors and attitudes to reach your goals, just give me a "yes" response . . . and then go ten times deeper into relaxation . . . And this is so . . .*

**Step #7 Continue steps 1 through 4 until the subject has built the unlimited reality needed to attain his or her outcomes. Ask: Do you have all the resources you need to accomplish your goals?**

If "yes" move on to the last step.

If "no" repeat steps #2 and #3.

**Step #8 Bring the subject back into the room. Suggest: You can use this technique both consciously and unconsciously. Your mind, that powerful resource which has always been there keeping you from harm, will remember this process so that in the days, weeks and months to come, if you come in contact with someone who displays a behavior or attitude that you would like to develop, even without your knowledge, you will simply begin to integrate the behaviors and attitudes that will help you to become ultra successful in all areas of your life . . . Take all the time you need to return to the room . . . You can return only as slowly as your conscious and unconscious mind can continue to communicate and develop a greater perspective so that every day in every way life can get better for you . . . and this is so. . .**



## QUANTUM FUSION TECHNIQUE

**Step #1** Have the subject relax and place his or her hands in the lap with the palms up. Be sure that the hands are not touching each other. Have the subject close his or her eyes and think of an outcome. **Suggest:** *Think of something that you would like to change about yourself . . . When you have done this let me know what it is . . . (You can also do this technique without knowing the subject matter. Just have him or her give you a nod of the head when the outcome is in mind.)*

**Step #2** Have the subject separate the polarities: **Suggest:** *Go inside and find a memory of this behavior that you would like to change . . . And when you have it just nod your head so that I know.. .*

**Step #3** After the nod, reach over and anchor one hand. (This is easily accomplished by pressing into the palm of the hand with your thumb.) **Suggest while anchoring:** *Using your imagination think of the part of you that was responsible for this behavior in the past. You don't have to see, hear, or feel anything at all . . . just let your imagination go and find that part of you that was responsible for this behavior in your past . . . and if that part could become a color, any color at all, what color would it be . . .? Place that color in your hand.*

**Step #4** Once you have been told the color, break the state. **Suggest:** *Now that you have a color in your mind, I want you to open your eyes and look around the room knowing that each and every time I touch your hand in this way and ask you to remember the part of you in the past, you will remember all the feelings and sensations that go along with it ... and this is so . . . Look around the room.*

**Step #5** With the subject's eyes closed once again, guide him or her back inside to find the part that wants to change. **Suggest:** *Close your eyes once again and notice how relaxed you become by simply allowing your eyelids to feel heavy and to close down . . . It is from here that I want you to find that part of you that wants to change . . . it could be that part of you that functions in the future . . . the part of you that already knows the positive benefits of this change . . . take all the time you need . . . Remember, you are using your imagination . . . you don't need to see, hear or experience anything at all ... just imagine it. Imagine that this part of you could also be a color and that it could resonate in your other hand . . . when you have that color let me know with a nod of your head.*

**Step #6** Set an anchor of possibility. (Press the palm of the other hand with your thumb.) **Suggest while anchoring the other hand:** *Now that you have found that part of you that wants*



*to make this positive change, and you are thinking of it as a color, you can begin to think of the possibilities . . . of what it would be like if you could access this part at will. Knowing that each time I touch you in this same place you will remember this color and the sensation of possibility ... Fill your body up with this color as if you are an empty glass container . . . and when you are completely full, open your eyes and look around the room . . .*

**Step #7 Now comes the fusion process. Suggest:** *Close your eyes and become aware of my voice. . . allow it to resonate in a smooth and comfortable way between the right and the left hemisphere of your brain. Be comfortable and relaxed as you begin to think of the possibility in change.*

**Step #8. Reach over and fire both anchors at the same time.** (Press your thumb into the palm of both hands at exactly the same time.) **Suggest:** *What would it be like if the part of you that knows all the changes in the future could go back in time and retrain and modify the past ...? (Pause) What would it be like if the positive intention of the past could be met in new and different ways that would be just as immediate and appropriate? (Pause) How would you know, through the days, weeks and months to come, that this has occurred ...?*

**Step #9 Let go of the anchors. Suggest:** *Begin to think of the possibilities . . . if these two parts could somehow come together and help you to accomplish this goal. Using your imagination, begin to think of your hands . . . (pause) . . . How, in the one hand, you have this part of the past ... which in the past did the very best that it could with the information at hand . . . it now and forever has access to new information . . . (pause) ... And, in the other hand, you have this part of you that has a list of possible new behaviors and attitudes . . . a part that would be willing to provide these new thoughts and ideas as needed so that in the weeks and months to come you could make this change permanent and positive for the rest of your life . . .*

*Now, by using your imagination, let the hands slowly come together . . . but only as slowly as your conscious and unconscious mind are willing to work in a harmonious and balanced way to attain your goal . . . Take all the time you need to develop communication between the past and the future in your mind. As the hands slowly come together, there is a bonding that is taking place . . . It is such a powerful and positive bond that each and every time the hands touch together, either consciously or unconsciously, a change will occur ... It will be a positive and profound change. I am not sure just where or when that change will occur, but your unconscious mind knows exactly where and when it would do you the most good . . . so slowly allow your hands to come together. You can take all the time you need ... the seconds are like hours and the hours are like days. You have all the time you need . . . Begin to think of the new color that is created as the two become one new positive resource.*



**Step #10. When the hands touch together suggest:** *Through the use and power of your mind the past and future have come together to help you attain your goals . . . and now fill your body with that new color. Imagine your body like an empty glass container . . . your body fills with this new color . . . your personal color of power ... so that when you see this color in your world it will remind you of the decisions that were made here today . . . the decision to live life in a state of harmony, peace and abundance . . . knowing that all behaviors are positively motivated . . . and as your mind thinks of the positive results of this process other things begin to change . . . some of them will be conscious and you will realize that a change has occurred ... Most will be unconscious ... you will simply be making positive and beneficial changes with no conscious effort at all. The motivation and desire will be generated unconsciously . . . and this is so . . .*

**Step #11 Bring Subject back into the room. Suggest:** *You can begin to slowly return into the room ... but only as slowly as you can imagine the days, the weeks and the months to come . . . and when you come to that day in the future when you are convinced that all the changes have been made and that every day in every way your life is improving, then you can open your eyes and return to full awareness of the room around you, saying to yourself wide awake, wide awake ... take all the time you need . . .*

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## THE MIND LINK TECHNIQUE

**Step #1 Set up "yes" and "no" responses** using the index fingers.

**Step #2 Have the subject think of an unwanted state.** (Examples: anger, fear, frustration, anxiety.) Suggest: *Go inside and think of a state in which you feel "stuck," such as fear, frustration or anxiety, and when you have that give me a "yes" response. Think of the state you would most like to change.*

**Step #3 Get a full sensory anchor.** Take the subject back to the earliest memory of this feeling. (Touch the back of the hand.) Suggest while anchoring: *Now that you have a state that you would like to transform, begin to realize that you trained yourself to have this response . . . you now have the ability to learn a new response. Go inside and let your mind drift and wander back in time to the earliest memory that you can recall today of experiencing the unwanted state ... and when you have found that earliest memory let me know with a "yes" response. It could be a memory as a child or it could be a memory of something that occurred as early as today. Move to that early memory and when you are there let me know . . .*

**Step #4 Break the state. Suggest:** *Take a moment to notice that each time I touch you in this way you will remember this time and all of these feelings. And now you can open your eyes and look around the room ... Take a deep breath and look around the room . . . That's right . . .*

**Step #5 Ask the subject to think of the opposite of the unwanted state or feeling.** Suggest: *Take a moment now and think of what the opposite feeling or state would be ... Think of a time in your life when you were in that opposite state ... Fully get into this state . . . What were you seeing? What were you hearing? What feelings did you experience? Imagine that you are there now. What would it be like . . .? Give me a "yes" response when you have done this . . .*

**Step #6 Get a full sensory anchor in a different place.** (Touch the shoulder or opposite hand.) Suggest while anchoring in a different place: Suggest: *And now begin to realize that each and every time I touch you in this place you will immediately begin to think of the positive and beneficial resource . . . Remember the way colors look in your mind when everything seems to work perfectly , .. Remember what you say to yourself . . . Recall those wonderful positive feelings . . . let them fill your body . . . It's perfectly okay to feel good and accomplish your goals . . . When your body is full of these feelings you can open your eyes and look around the room . . . (Let go of the anchor when the eyes open.)*

**Step #7 Access the unwanted state** (hold for at least 5 to 10 seconds) then trigger the opposite anchor and make the suggestion: *What would it be like if the next time you began to feel this (the unwanted state) you immediately felt this (the opposite state)? Roll your eyes up as if you are looking up at three doorways . . . Each doorway has an opposite feeling and behavior from those of the past ... these are positive new behaviors from which you can benefit as early as today . . . When you have this in your imagination give me a "yes" response . . .*

**Step #8 Once you receive a "yes" response.** Suggest while touching the positive anchor: *Imagine that you are going through doorway number one . . . and instantly and automatically you begin to display a new behavior different from the behaviors of the past ... Allow yourself to view this without question . . . stepping into the experience, seeing through the eyes of change, hearing through the ears of change and sensing and feeling with your body as if you were actually in the future displaying this new behavior . . . And when you are done give me a "yes" response . . . (Release the anchor.)*

**Step #9 Once you receive a "yes" response continue.** Suggest: *Step back out of doorway number one and step into doorway number two ... (Press down again on the positive anchor) ... Again, begin to fully experience this new behavior noticing how well this behavior could work in the future . . . Take all the time you need and when you are done give me a "yes" response and step back out of doorway number two ... (Release the anchor.)*

**Step #10 After the "yes" response guide the subject through option number three.** Suggest while touching the positive anchor: *You have already been through two options that you could use to discover your outcome . . . so now step into door number*



three . . . Make this a behavior that you would perhaps never imagine yourself doing ... Make this behavior even a little ridiculous and fun ... This third door will be the door of flexibility . . . If there is a behavior between door one and three that might be appropriate in a situation, the unconscious mind will provide it upon awakening so move through this last doorway . . . See through your eyes of the future, hear through your ears, and sense and feel what your body would be feeling if you were to experience this state upon awakening in the future. Take all the time you need and when you have done this let me know with a "yes" response ... (Let go of the anchor.)

**Step #11 Putting it all together.** Suggest: *Now that you have seen, heard and experienced three new behaviors begin to think once again of the unwanted state of the past . . . (Touch the anchor for the unwanted state while suggesting) ... This is the past that you are wanting to transform into a positive and resourceful state . . . And when you have that state give me a "yes" response . . .*

**Step #12** After getting a "yes" proceed by letting go of the unwanted anchor and touching the desired anchor and suggesting. *Once again, what would it be like if the old feelings instantly and automatically brought about these new options . . . where you would instantly walk into each doorway and then decide which one would be best for you at that time. Begin to think of three different situations in the future where this would be beneficial . . . (Pause)*

*Now, in your mind, move in and through each door discovering which behavior would be best for you and when you find that behavior say to yourself. "Yes, I will do **that.**" . . . And then think of three places in the future where you would want to display this behavior unconsciously . . . where the unwanted state could instantly be transformed into a positive new resource state. Take all the time you need and when that has occurred bring your awareness back into the room and open your eyes so that I know . . . (Release the anchor.)*

**Step #13 Testing the process.** Ask the Question: *When you think of the undesired state what is it like now?*

Watch the eyes - if they roll up to visual construct from a feeling than there is a strong possibility the new patterns have been successfully installed. If not, continue to take the subject through step ten until you can notice a definite state change, eye roll or both.

Remember that the purpose of this technique is to guide your subjects from a stuck or undesired state to a positive or suitable state where they will be able to make a different and more appropriate choice in behaviors or attitudes.



## QUICK PHOBIA RELEASE

- Step #1 Access the phobic state. (Test to verify the fact that what you are dealing with is truly a phobia. This process will also work on fear, anxiety, depression or any other unconsciously motivated behavior, but time has proven that this technique works best for phobias.)** *Ask: When was the last time you experienced the phobic reaction? (Get a full sensory anchor.) Go inside and then describe to me what you were seeing and hearing ... What did your body feel like? ... (At the peak of the experience set a tactile anchor.)*
- Step #2 Have the subject dissociate and think of all the possible positive reasons for having this phobia. Discuss how this phobia perhaps is protecting him or her in some way. Review the ecological reasons for the phobic reaction of the past.** *Suggest: Return your awareness to the room ... Now let's think of this phobia in a new and different way ... Let's assume that this behavior is motivated by a positive intention ... that something positive is trying to be expressed deep within you ... Because you had this phobic reaction in the past, in what positive way could it be working for you? ... Perhaps keeping you from harm or helping you to learn? ... Use your creative mind to think of all the possibilities ... possibilities that are positive. It does not matter whether the underlying reason is true or not ... just allow your creative mind to think of a list of positive reasons for the past behavior ... Remember that whatever the real positive intention is, it will always be met ... only now and in the future it will find a positive and beneficial outlet ... one that will allow you the freedom from the past phobic reaction ... Take all the time you need to discover the positive underlying intention ... And when you have it let me know so that we can continue this session ...*
- Step #3 Set up "Yes" and "No" responses and elicit responses after each step.** *Suggest: Close your eyes and become aware of my voice ... allow my voice to become smooth and comfortable for you ... It is from here that with each and every word that I utter and each and every breath that you take, you will go into a peaceful, positive place for change ... So with that, I want you to use this finger for a "yes" (reach over and lift one of the index fingers) ... relax and go deeper and deeper to that perfect state of relaxation for you ... Now I want you to use this finger for a "no" (lift the index finger on the other hand) ... And go deeper and deeper with each and every response ...*
- Step #4 With the eyes closed have the subject imagine himself or herself in a theater, comfortable and relaxed.** *Suggest: Now that you are becoming more and more comfortable, I want you to imagine the inside of a theater. It could be a theater that you have visited, or one that you are just now making up for the purpose of this session ... it really doesn't matter ... When you have created this theater in your mind, give me a "yes" response so that I know, and we can continue this process ...*
- Step #5 Have the subject imagine a black and white snapshot of himself or herself on the movie screen before the phobic reaction starts. (It could be a time in the past or a time in the future.)** *Suggest: Imagine now that the curtain is being drawn back and on the scene is a black and white picture of you ... this is a black and white picture of you before the phobic reaction starts. You are sitting back in one of the seats in the theater watching the scene over there ... And in that scene there is a black and white picture of you before the phobic reaction starts ... it could be a past or future time. When you have this image in your mind give me a "yes" response ...*
- Step #6 Now have the subject imagine that while sitting and watching the picture on the screen, in a still picture, that he or she floats out of the body in the chair and into the projection booth.** *Suggest: As you imagine yourself watching the black and white image of you on the screen ... you begin to float out of your body sitting in the chair and you float up to the projection booth where you can now imagine watching yourself down in the chair, watching yourself on the screen, in a still frame snap shot in black and white. You will stay in the projection booth until you are given the suggestion to leave ... It is from here, as you look down out of the projection booth, that you can see yourself, where you are watching yourself on the screen, and begin to think of all the skills and abilities you will need in the future to overcome this old behavior. When you have made a mental list of all the behaviors and attitudes you would need, give me a "yes" response and go deeper and deeper.*
- Step #7 Have the subject imagine that the black and white image is coming to life so that the new behaviors and attitudes will be sequentially programmed for success.** *Suggest: You are now watching yourself watch yourself, and you will stay in the projection booth as the black and white snapshot begins to turn into a movie. This is not just any movie, this is a movie about you moving through the phobic reactions of the past ... The movie can begin now in black and white ... As you watch yourself down in the seat, you are in the movie theater watching yourself on the screen, going through the experience of the past ... And when you have made it successfully through the experience give me a "yes" response so that I know ...*
- Step #8 When the subject gives you the "yes" response have him or her jump from the projection booth into the scene and have it fill with color.** *Suggest: As you have now made it through the experience imagine yourself jumping from the projection booth into the image on the screen ... Now take a deep breath of relief and begin to color the picture. Place sounds around you and experience those wonderful feelings of knowing that you have made it ... Fill yourself with the emotion of that experience. Like an empty glass container fill your body up with these positive emotions ... And when you have done this and have the feelings of making it, give me a "yes" response ...*



**Step #9 Get a full sensory anchor** and have the subject imagine that all the images, sounds and feelings are going quickly in reverse while bringing up the feelings of knowing that he or she is going to make it. When the subject is back at the time before the phobic reaction starts have the subject give you a "yes" response. Suggest as you reach over and set the anchor: Suggest: *Now imagine that you are going back through time. Imagine that all the scenes and all the sounds are running in reverse . . . That's right . . . everything you remember occurring during and after the phobic reaction of the past . . . I want you to imagine that everything is going in reverse ... and when you are back at the time before the reaction of the past was triggered open your eyes and return back into the room (release the anchor) . . .*

**Step #10 When the subject returns into the room test the process by suggesting:** *Now when you think about the phobic reaction of the past what occurs?*

Note: Calibrate the difference in the response.

**Step #11 Find out how many times the subject feels that he or she would need to go through this process so that it will work unconsciously as early as today. Suggest:** *Because you have been through the process once, you can remember the steps and now see yourself in the scene, in black and white, before the reaction of the past ... Watch yourself float up out of your body and into the projection booth. When you are in the projection booth start the film. When you get to the point in the scene where you know that you have done it ... when you know that you have taken all the steps to protect yourself and have kept yourself from harm, just jump into the scene ... Feel the emotions of knowing that you have made it ... fill yourself up like a glass container ... then move back through time in reverse as fast as you can, faster than before . . . And when you have done that again NOW ... open your eyes and return fully back into the room ... here and now, where the positive underlying intention has been modified ... in such a powerful and positive new way that this new behavior will be where you need it the most, just as you need it ... and this is so .. (pause). Take all the time you need ... But before you open your eyes think of three places in the future where you could benefit from using this technique . . .*

**Step #12 Ask the subject to go through the process five times on his or her own and let you know when it is completed.**

**Suggest:** *Because we have done this once . . . and you have reviewed this process once again ... you have really done this process twice, and again just NOW ... So now go back through the process five times and watch yourself with the new resources ... opening your eyes and looking around the room between each process. Remember to run the process in full color in reverse as fast as you can ... When you have done the process five times, let me know with a "yes" response . . .*

**Step #13 Once this process is completed break the state again. Ask:** *Are you sure you have done the process five times? . . .*

Note: The subject should go up and review the process five times to make sure that it has, in fact, been accomplished.

**Step #14 Ask the subject what it is now like when he or she imagines the phobic reaction of the past.** If you witness any phobic reaction, have the subject do the process three more times. If it appears that the reaction has been appropriately changed, you are done. Continue to step 15.

**Step #15 Have the subject practice and future pace. Suggest:** *When is the next time you will be in a situation to test this process in the future? . . .*

**Step #16 Allow the subject to give you a response, then suggest:** *What is the future going to be like now that you have this new resource at work for you? Close your eyes and imagine the days, weeks and months to come and just how nice it is going to be now that you have this new skill and ability . . . I say to you now ... every night as you drift off into a dreamy drowsy state of sleep your superconscious mind is going to take this information into your dreams ... As you begin a sequence of dreams that will bring about the success of your life and this program, you will sleep deeply and rhythmically, knowing that your mind, and what it can do for you, is no small thing, but it is a big thing, that can work for you in a very easy way ...I say to you now . . . you will begin to dream of all the possibilities ... of everything that could or would occur in your future ... and this time begin to think of just how this new process is going to fit in unconsciously so that you will be unaware that it is even occurring ... in the same way that you are unaware of the part of you that is presently beating your heart or controlling your breathing ... this new process has already gone back through time , through the memories of your past ... changes have already been made ... powerful and positive changes that will simply work for you in the days, weeks and months to come ... changes that will convince you that every day and in every way life is getting better for you .. and this is so ...Take all the time you need to integrate this new behavior so that instantly and automatically through the rest of your life it will be there keeping you from harm ... Take all the time you need to move to the day when you're convinced that all of this is working for you ... When this has occurred, open your eyes and return into the room ... take all the time you need . . . the seconds are like hours . .. the hours become days ... and the days flow into weeks . . . take all the time you need NOW to return into the room . . .*



## PRODUCING GLOVE ANESTHESIA

### Step #1 Create Selective Thinking

**Ask the subject to close his or her eyes and imagine the eyes cannot open at all.**

*Notice that your eye muscles and tendons are going loose, limp and totally relaxed. In fact, so loose, so limp and so totally relaxed that you won't be able to open them at all. Just imagine in your mind's eye that they are like rubber bands lying on a table top, loose, limp and totally relaxed. Concentrate your attention now on your eye muscles and tendons . . . and notice that they won't open at all . . . and when they are that relaxed, just try to open them.*

(After the subject has tried to open them, move to number 2.)

### Step #2 Give the conscious mind something to do.

*Suggest: Now that you are relaxed I'm going to have you count in reverse from 100 to 0 and every number is going to take you deeper than the number before ... When you reach the number 97, all other numbers will drop from your mind, drop from your thoughts and drop from your awareness.*

### Step #3 Start the counting process:

Subject : 100	You: <i>Deeper and deeper, the numbers are dropping.</i>
Subject : 99	You: <i>Deeper and deeper, the numbers are dropping.</i>
Subject : 98	You: <i>Deeper now . . . as the numbers are dropping.</i>
Subject : 97	You: <i>Let the numbers go now, out of your mind and thoughts.</i>

### Step #4 After subject has lost the numbers suggest:

*Suggest: I'm going to move your hand and when I do, I will drop it back into your lap. Let it fall loose, limp and completely relaxed ... just like a wet dish rag . . . loose, limp and relaxed . . . completely and totally relaxing.*

*\*\*Continue to drop the hand into the lap until the hand and arm drop loose and limp like a wet dish rag.*

**Step #5 Choose one of the subject's hands and state that you are going to apply a little pressure. As you apply the pressure with a very slight pinch, ask the person if the pressure is being felt. When it is acknowledged let up on the pressure. Move on to**

- a. Stroke the back of the other hand suggesting: *Numb and anaesthetized ... going completely and totally numb and anaesthetized.* (Continue stroking the hand and repeating this suggestion.)
- b. After a few moments, tell the subject that you are once again going to apply a little pressure. Pinch the hand that you anesthetized hard enough to leave marks.



Apply a small amount of pressure to the other hand. While doing each hand state: *A little pressure, let me know when you feel a little pressure.*

**Step #6 Count the subject out:**

Suggest: 1 . . . 2 ... 3... , eyes open . . . look around the room. Notice the marks on your hand.