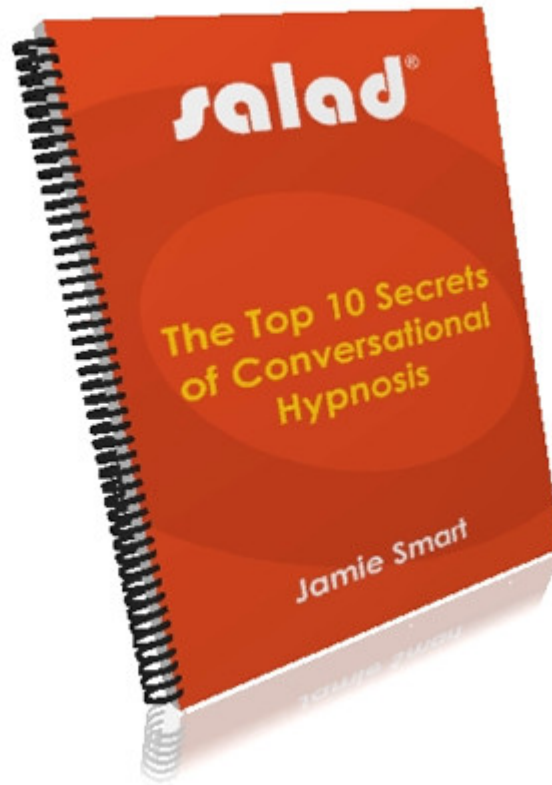


The Top 10 Secrets of Conversational Hypnosis



By Jamie Smart

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The Top 10 Secrets of Conversational Hypnosis

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Read This First

Welcome to *The Top 10 Secrets of Conversational Hypnosis*. My name's Jamie Smart. I'm an NLP trainer, author, and creator of [Ericksonian Hypnosis Cards™](http://www.saladltd.co.uk/ericksonian_hypnosis_cards.htm), the world's leading resource for learning hypnotic language, and I'd like to say "thank-you" to you for reading this e-book. I'd also like to ask you to **please send this e-book to your friends and colleagues**, because it will help them, it will help me to reach more people, and because **it will make you feel good** too! If you've been sent this e-book by someone else, then make sure that you **sign up for the FREE 52 week hypnosis course** that accompanies it, here:

www.saladltd.co.uk/hypnosis_course_free_signup.htm

Once you do, you will be sent a new hypnotic language pattern every single week for you to learn. It will only take a minute to read, but as you practice what you learn in everyday conversations, you will be amazed at the degree to which your skills and abilities to influence others are increasing.

This book complements our [Ericksonian Hypnosis Cards™](http://www.saladltd.co.uk/ericksonian_hypnosis_cards.htm). I'll be revealing a powerful pattern from this set every 7 days in the free 52 week hypnosis e-course, but when you **buy the cards and get the patterns now**, you can unlock the massive potential this book reveals **immediately**.

If you want to really **accelerate your learning**, go to the Salad website and **order your own deck of Ericksonian Hypnosis Cards™**. These cards are quite simply the fastest way there is to develop your skills in using hypnotic language. The 52 language patterns you will be sent by email correspond to the patterns on the cards, so when you have both, it will really **turbo-charge your learning**. For more information about how you can learn fast **just by playing cards**, go to http://www.saladltd.co.uk/ericksonian_hypnosis_cards.htm



The Top 10 Secrets of Conversational Hypnosis

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Who is this e-book for?

This e-book is for people who are interested in using hypnosis to influence themselves and others. It will be of particular interest to coaches, therapists, hypnotists, trainers, managers, salespeople, networkers, students of NLP, doctors and other healers.

Introduction

One of the first things that attracted me to Neuro-linguistic Programming (NLP) was language. I've always loved language, and was amazed when I heard about some of the things that you can do with it. I was particularly taken by the idea that the way a person used language could massively influence the people they were speaking with. As I learned more, I found out about Milton H Erickson MD (the groundbreaking hypnotherapist) and was fascinated by his ability to induce trance in a person during the course of an 'ordinary' conversation. I was hooked. I told myself "You have to learn how to do this!" So I did. In the course of my studies, I tried lots of approaches, and experimented. I tried things that worked, and many more that didn't. This short e-book is a distillation of some of the most powerful approaches I've learned for inducing a hypnotic trance conversationally.

As you read this you'll start to see opportunities for using the hypnotic language patterns all over the place. Read on and I'll show you a way you can **accelerate your learning** of these patterns later.

The Top 10 Secrets of Conversational Hypnosis

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What is Conversational Hypnosis?

Conversational hypnosis is the process of inducing a hypnotic trance during a conversation. Now, before you tell me that's unethical, I need to point something out: All language is hypnotic. If you've ever had the experience of a speaker being so dull you almost fell asleep, they were putting you in a trance (just not a very useful one!) Conversational hypnosis is incredibly useful for getting a person to go into a trance and access their inner resources, without having to mention the word 'hypnosis'.

Why Learn Hypnosis (Conversational or Otherwise)?

Hypnosis is quite possibly the most powerful approach to communication ever devised. Why? Because it allows you to communicate with a person's unconscious mind (whether yours or someone else's). While the conscious mind enjoys the illusion of control, it's actually the unconscious that's making the important decisions in a person's life. That means that if you can get in touch with someone's unconscious, you can be extraordinarily influential with that person. By deciding to **learn hypnosis**, you can:

- Develop a reputation as an extraordinary communicator, able to express yourself with clarity and precision.
- Increase your skill as a public speaker, able to paint vivid pictures in people's imaginations, and get them to immerse themselves in the experiences you present to them.
- Amplify your ability to coach others, using language elegantly to help them **discover solutions to difficult problems**.
- Load your communication with 'subliminal messages' to a person's unconscious mind (a la Derren Brown).
- Get more control over your own state, and help to change other peoples' state of mind, quickly, positively and covertly.
- You can even get people to **go into a trance**! How cool is that?!?
- Have a lot of fun! My world has **become far more interesting** since I learned hypnosis.

Become more persuasive and influential, able to get people to **buy into ideas, products and services**.

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Conversational Hypnosis Tip **#1 - Have A Clear Goal In Mind**

Before you start using conversational hypnosis, it is important to **get a clear goal in mind**. What responses do you want to elicit from the other person? How will you know when you've got those responses? If your goal is to get the person to go into a trance, how will they look when they're in that trance? Make a clear mental image of the person (or people) you are working with, having the responses you desire.

I was recently a participant on a standup comedy course. We were 'learning by doing', so within ten minutes I was on stage telling a story. After coming off stage, I was reflecting on how I could get more laughs from my audience next time, when I suddenly realised I'd missed the most basic trick in the book: I hadn't set a goal. Right away, I imagined myself standing on the stage with the audience laughing uproariously. Next time I was on my way to the stage, I imagined it again. The response was overwhelming: I got way more laughs the second time, just by seeing the audience responding as I wanted in my mind's eye.

Your nervous system is goal-seeking. When you set a clear mental goal, you **get your entire nervous system working for you to achieve that goal**. If you want someone to go into a trance, make a clear mental image of them in that state. If you want them to have a sudden transformational shift, make a mental image of them having one, then hold it in mind. If you want someone to laugh, start by picturing them doing so (to really super-charge the process, hear what you'll hear and feel what you'll feel as well).

Speaking to you as a conversational hypnotist, your unconscious mind is your most powerful ally. Creating a clear goal in pictorial form, then adding in sounds and feelings as necessary is one of the most powerful ways to **get your unconscious mind working for you**.

Pictures are one of the most powerful ways of communicating with your unconscious mind, so if you create a mental image of your goal, in positive terms, it creates a clear message to your unconscious.

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Conversational Hypnosis Tip

#2 - Believe In Yourself and Your Client

Your beliefs about yourself and the world have a massive effect on how you respond. Your beliefs about your client will be communicated to them in everything you say and do. If you believe that your client won't go into a trance, then they won't. If you believe that they're an excellent hypnotic subject, then they're much more likely to be.

If you have difficulty believing that your client is an excellent hypnotic subject, then just pretend. Milton Erickson used to say "You can pretend anything and master it", so while you're at it, pretend that you're an extraordinarily fast learner, and have already begun to ***master the process of conversational hypnosis***.

This idea of 'pretending' may seem a bit 'low-tech', but it actually has a proven track record. You see, your unconscious mind doesn't distinguish between a real experience and a vividly imagined one. If you ***vividly imagine*** that your client is an excellent hypnotic subject, your unconscious will start to communicate that belief to them. These communications will come out in the language you use, the gestures you employ, your voice tone etc.

The amazing thing is that these subtle communications are exactly the sort of thing that *their* unconscious mind will pick up on! It's actually a far more powerful level of communication than just saying to someone "You are a superb hypnotic subject", so it's well worth exploring.

For more about belief change, visit the Salad archive or check out our *Art of Being* CDs (coming soon to www.saladltd.co.uk).

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Conversational Hypnosis Tip #3 - Go There First Yourself

Trance is a 'feeling state', in the same way as ***happiness, gratitude and love*** are feeling states. One of the great things about feeling states is they are infectious, so if you want someone else to go into a certain state, just ***go there first yourself***.

The quickest way to get a punch on the nose is to start distributing them. The quickest way to get a smile from someone is to start distributing *them*. Whatever state you want the other person to go into, go there first yourself.

So how exactly do you 'go there first'? There are many different ways, and as you begin to practice, you will start to discover the approaches that work most effectively for you. Here are a few of them:

- One of the quickest and easiest ways to change your state of mind is to change your physiology. Jumping up and down, shaking your hands or beating your chest are all ways to break out of undesired states. By the same token, adopting the postures and stances that you take when you are accessing certain states can activate those states. Either sitting or standing, adopt the physiology (posture, gesture, head position, breathing rate, muscle tension) that you exhibit when you are in a certain state (E.g. trance, the zone, flow, relaxation, creativity etc.) Notice how quickly you start to enjoy experiencing the sensations of that state.
- An excellent way to become skilled at entering quickly into trance states is by practicing self-hypnosis. People who practice self-hypnosis and related forms (such as meditation, yogic breathing etc) are usually able to enter spontaneously into altered states very quickly. Instruction in self-hypnosis is beyond the scope of this ebook, but there are many excellent sources for this information (the "Betty Erickson Trance" for self-hypnosis is a good place to start – see the archive at www.saladltd.co.uk).
- "Fake it to make it." Pretend. When you pretend to go into a certain state, your nervous system gets the idea very quickly, and the state soon manifests. You can pretend to be in whatever state you like: the more convincingly you do it, the more you will get into it (and vice versa). The more convincing you are to yourself, the more the other person will follow you into the state.

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- An anchor is any representation in the human nervous system that triggers any other representation. It is conceptually similar to Pavlovian conditioning (think bells and salivating dogs.) You can anchor yourself intentionally, for example:
 - a) Think of an occasion when you had a highly pleasurable, positive or enjoyable experience.
 - b) See what you saw then (looking out through your own eyes), hear what you heard and feel what you felt.
 - c) As you feel the sensations increase in intensity, squeeze the thumb and forefinger of your left hand gently together for a few moments, then release them.
 - d) Now 'break your state' (E.g. by remembering what you had for lunch yesterday.) Wait a few moments.
 - e) Squeeze your thumb and forefinger together again. The state will return.

With practice, you will be able to drop into a trance (and many other states) quickly and easily, whenever you wish. When you're in rapport with someone and you go into a trance, they will follow.

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Conversational Hypnosis Tip

#4 - Establish and Maintain Rapport

Rapport has been described as what happens when we get the attention of someone's unconscious mind, and meet them at 'their map of the world.' It is more commonly understood as the sense of ease and connection that develops when ***you are interacting with someone you trust and feel comfortable with.***

Being able to get into rapport with other people isn't just a key for successful influence; it's also one of the most fun, enjoyable and relaxing skills you can learn. People like to be around people who get into rapport with them.

The linguistic techniques of conversational hypnosis work most effectively when you are in rapport with the person or people you are communicating with.

Why is it important?

People are social creatures, and we often need to work with other people to achieve what we want. This means that an ability to communicate influentially is one of the most valuable skills a person can have.

An important aspect of influential communication is creating a connection with the other person, and making them feel understood. Council's in ancient Greece had a powerful approach for helping resolve disputes: The first person would state their case. The second person then had to re-state the first person's case to the satisfaction of the first person before stating their case. Marshall Rosenberg, creator of Non-violent Communication, claims that he can resolve longstanding marital disputes within 20 minutes of the point where each partner can accurately state the needs of the other partner. He says, however, that it often takes quite a bit longer to get to the point where they can do that.

These are examples of meeting someone at their map of the world using verbal techniques. There are many ways to get into rapport both verbally and non-verbally, using behavioural techniques, vocal flexibility and internal shifts of consciousness.

For details and exercises, ***check out NLP for Business & Personal Success***

www.saladltd.co.uk/nlp_business_and_personal_success_cd_set.htm

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Conversational Hypnosis Tip **#5 - Highlight Key Words and Phrases**

Once you're in rapport, you can highlight specific key words and phrases to communicate directly with the unconscious mind. This means that you can use a seemingly ordinary conversation to mask subliminal messages, and guide a person's unconscious mind in a certain direction. This is referred to as 'analogue marking'. Here are some tips:

- Decide on the message you want to send to the person's unconscious mind (Eg. **"Feel really comfortable", "Allow yourself to relax", "Buy now"** etc).
- Think of a context you can talk freely about, where that message (or messages) would not be out of place (Eg. talking about a health spa).
- Talk about the context, using a sentence that can accommodate the embedded message (Eg. "I went to this new health spa, and I was able to **feel really comfortable**, because they've created this place where you can **allow yourself to relax** while accomplishing something beneficial and useful").
- When you get to the embedded messages, do something to *mark them out* for the person's unconscious mind. You can...
 - Slightly lower your voice tone
 - Touch their arm
 - Raise your eyebrows
 - Move your head to one side
 - Slow down your voice
 - etc

With practice, you will be amazed at how quickly **you are able to do this easily.**

(To hear this being demonstrated for use in sales, persuasion and influence contexts, check out *Ethical Influence with NLP* at

http://www.saladltd.co.uk/ethical_influence_with_nlp_8_cd_set.htm

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Conversational Hypnosis Tip **#6 - Use Descending Voice Tone**

The pitch and tone of voice you use toward the end of a sentence determines at a deep unconscious level what 'kind' of sentence it is:

(↗) Rising pitch gets processed as a question.

(→) Level pitch gets processed as a statement.

(↘) Descending pitch gets processed as a command.

Which do you think is most useful to use when making suggestions to the people you wish to get into a trance? Of course! Descending voice tone.

Practice saying sentences (Eg. "Have you got any questions?") with a rising pitch, then a level pitch, then a descending pitch.

The descending pitch opens up the 'command module' in someone's brain. People are more likely to do what you want them to do if the request is made with a descending pitch, because their brain will **process it as a command**.

Identify the directions you want to guide someone's consciousness in (and potentially the specific actions you want them to take). Practice making those suggestions using 'command tone' then notice what a difference it makes.

I was running a one-day session on NLP for a branding agency a few years ago, and I told them about command tone. One of the participants was from Australia, and asked what effect the characteristic antipodean 'question tone' would have. I replied "It won't have any effect at all?" with a rising voice tone, and she got the point. If you want people to follow your instructions, command tone down will make it more likely to happen.

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Conversational Hypnosis Tip #7 - Notice Their Responses

It's great to have a goal for your communications (see *Conversational Hypnosis Tip #1*), and it's fantastic to do lots of funky embedded suggestions, but how do you know if the suggestions you're making are having the desired effect? Easy: **watch and listen**. Hypnosis relies on having the sensory acuity to notice the effect you are having, particularly in the visual domain. As people begin to **relax into a trance state**, certain changes start to take place, for example:

- Their breathing may become slower
- Their face may relax and becomes more symmetrical
- Their blink rate may slow down
- Their eyes may close
- They may stop making movements and gestures
- etc

With practice, you will find it easier and easier to notice the subtle changes that alert you to the fact that you've succeeded in inducing a trance state. Obviously, if you are getting a person into a different state (e.g. get them to **become happy, excited, ready to buy**) there will be external evidence of that. When you know what you are looking for, it's much easier to recognize when you've got it.

Top tips for increasing your sensory acuity?

- **Develop your peripheral vision.** Your peripheral vision notices movement and changes, while your focal vision is good for examining fine detail. When you develop your peripheral vision, it's much easier to notice the changes that let you know trance is developing. For exercises on how to do this, see [Salad NLP Tip #7](#).
- **Make it go quiet inside.** Internal dialogue significantly hampers sensory acuity, so turn it off. This may take some practice at first, but when you persevere, you will be amazed at how much you are able to see and hear which used to be invisible. For a number of methods for doing this, see [Salad NLP Tip #8](#).

Each time you use conversational hypnosis, it's a new learning experience for you and the person or people you are working with. When what you are doing isn't working, do something else. And how do you know what's working and what's not? **Watch and listen.**

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Conversational Hypnosis Tip #8 - Trust Your Unconscious

When I first started learning NLP and hypnosis, I read many references to the unconscious mind. People explained that the conscious mind is capable of doing step by step thinking, while **your unconscious** makes intuitive leaps. The conscious mind can hold a limited number of things in awareness, while **your unconscious** can track everything that's going on around you. The conscious mind is a recent innovation, while **your unconscious** has been around for ages.

To become highly skilled at conversational hypnosis, it is wise to develop excellent rapport between your conscious mind and **your unconscious**. Of course, the idea of 'the unconscious mind' is just an idea – it doesn't really exist. But it seems to be a useful way of describing a human being's ability to receive, store, access & influence many things which seem to be outside of ordinary conscious awareness. Your unconscious will give you valuable information you can use when communicating hypnotically, but only when you **allow yourself to receive it**.

In Western society, we have been taught to disregard many of our unconscious signals, but you can allow yourself to become more aware of them. Before you choose your next meal, ask yourself "What would I like to eat?" and pay attention to the response you get. One of the quickest & easiest ways of widening the channels of communication between your conscious & unconscious mind is to actively involve your unconscious in decision-making. Start with questions like "What would I like to do tonight?", "How do I feel about [situation x, y or z]?", "What shall I wear today?", "Who would I like to telephone?", etc.

A few tips:

- Your unconscious will always serve your best interests. If you ask a question & don't get the answer you want, assume that there's a very good reason for that! Then ask a different question.
- Your unconscious processes negation differently than the conscious mind. Communicate in positives; leave out the nots, nons & nos.
- Start with smaller things then work your way up to the big stuff. Rome wasn't built in a day.

Be polite to your unconscious. Say please and thank-you.

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Conversational Hypnosis Tip **#9 - Give Them Time To Process**

This tip is one of the simplest, but one of the most important. Different people process information in different ways and at different rates of speed. When you are using conversational hypnosis, it is important that you give people time to process (this is in contrast to stage hypnosis, where the hypnotist will often use rapid suggestions to confuse the subject, overload their conscious mind, and make them more compliant).

As the person goes more deeply into a trance state, it can be useful to slow down your rate of speaking slightly, and leave larger gaps between sentences.

You can even adjust your speaking rate to match their breathing rate: speaking on their out-breath will deepen a trance, speaking on their in-breath will lighten it.

As you develop your ability to watch and listen, you will notice people responding to your suggestions with involuntary signals such as twitches, blinks, skin colour changes, minor head nods and the like. You can consider these as communications from the person's unconscious mind. (Milton Erickson considered everything a person said and did as such a signal!) You may even choose to acknowledge the signals by saying "That's right" (but remember, less is more).

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Conversational Hypnosis Tip

#10 - Wire In The Language Patterns

Hypnotic language (particularly the indirect hypnosis patterns of Milton H Erickson MD) is probably **the most powerful tool there is** for conversational hypnosis. The great thing about it is this: the fact that you can read this book means you already have all the skills necessary **to learn hypnotic language**. All that is required now is some practice. There are a number of techniques that can help you learn to use hypnotic language with effortless elegance:

- Get a set of the language patterns to study. They are available in various books on NLP & hypnosis, including Salad's *Hypnotic Language Masterclass Manual* (coming soon to www.saladltd.co.uk). The patterns are also available on *Salad's Ericksonian Hypnosis Cards™*, with examples of how to use them.
- Write out examples of the language patterns to **wire them in** to your neurology at a deep level. If you write out every pattern 100 times, it will go a long way to embedding them automatically in your speech.
- Use Salad's [Ericksonian Hypnosis Cards](http://www.saladltd.co.uk) to play card games using the language patterns. Play makes learning fast and fun, so games increase your learning speed. Then you can become curious about just how quickly your unconscious will begin to surprise you by allowing these patterns to emerge in your language spontaneously!
- Choose a pattern each day, then practice using that pattern in your conversations that day. You will be surprised at just how quickly you are able to integrate the patterns.
- Start speaking even if you don't know what you're going to say to complete it your sentence. Word selection is an unconscious function, so **your unconscious can take care of it.**

As usual, set a goal for your communication (E.g. for the person to access their resources, learn quickly, relax easily, be successful etc). Then allow your unconscious to help reflect this in your suggestions. Of course, the other *Conversational Hypnosis Tips* also apply!

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Ericksonian Hypnosis Cards™

We are pleased and proud to offer you the chance to **own your very own set of Ericksonian Hypnosis Cards™** - exclusive to Salad. These cards are simply the fastest way there is to **learn the language patterns of Ericksonian Hypnosis**.

They have been created by Jamie Smart, experienced NLP trainer (SNLP accredited), and author of our free online NLP tips which currently go out to nearly 10,000 people per week.

Jamie was inspired **by a great hypnotic language product** called "Zebu cards". Zebu cards are the original hypnotic language cards, and Zebu cards are wonderful. There's only one problem: Zebu cards are virtually impossible to get (they've been trading for £50 a deck on e-Bay).

To satisfy the need for a high-quality hypnotic language learning product, Jamie has combined the humour and warmth you may already know from his tips with his fascination for powerful hypnotic language to create **the ultimate hypnosis skill-builder**. Our [Ericksonian Hypnosis Cards™](#) are an invaluable tool for those wishing to **learn the verbal magic** of the acknowledged "world's greatest hypnotist", Milton H. Erickson M.D.

We use card games on our NLP Practitioner trainings to wire in language patterns at a deep level, so they start to emerge **automatically**. The speed that people develop skills on our trainings has been astonishing. Now these cards are available for you to develop your own skills, whenever you want to.

What will using the cards give you?

- Learn to become a highly influential communicator
- Make suggestions that are **impossible to disagree with**
- **Dissolve resistance** without argument, tension or conflict
- Change other people's state as you play and experience the power of influence happening before your eyes
- Learn the power of covert communication techniques
- Some of the fastest skill development you've ever experienced

Why these cards will help you build your skills

- People learn fastest when they're having fun. Have a great time learning effortlessly!
- Playing the cards involves your visual, auditory and kinaesthetic systems simultaneously, leading to genuine accelerated learning
- You can learn harmoniously with a group, or practice by yourself
- The simple 'game technique' means you can play with people of all abilities from novice to trainer and still learn elegantly

What you will get

Each set of cards includes 52 casino-quality game cards with the patterns you will learn, examples of how to use them, and commentary about how and why these work the way they do. You also get tips on how to embed commands, and instructions for Hypnotic Slapjack, a card game that we've adapted to include the language patterns you'll be learning.

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What NLP & Hypnotherapy trainers & students are saying...

"At last, a replacement for Zebu! Zebu was an extremely popular card game used for learning Ericksonian language patterns. Salad have updated and improved the original idea and produced a pack that is quite simply the most elegant, enjoyable and efficient way of teaching and learning language patterns." –

Changes Magazine

"I just received my new Ericksonian Hypnosis cards and I can't thank you enough. I am a NLP practitioner and when I took my training I was fascinated by Erickson's work. You have concisely put together the core of his "magic phrases". My learning is accelerated and I am having fun! Thank you again" –

Karen Hearon - NLP Practitioner

"Jamie Smart has managed to successfully fill a tragic void in the NLP & Hypnosis marketplace -- for a deck of hypnotic language pattern cards! These should be seen not just as a great replacement for the famous Zebu(R) cards which mysteriously disappeared from the market several years ago, but rather... as a high quality product which stands on its own, and whose contents bear the stamp of Jamie's unquestioned breadth & depth of skill & knowledge. Such is always worth modeling. If you could stand to improve the quality of your hypnotic language patterns integration, Get These Cards, Play with them regularly, and keep your eyes peeled for more goodies in the future from Salad Ltd." - ***Jonathan Altfeld, NLP Trainer, Mastery InSight Institute, Tampa, Florida, USA.***

"I just received my set of Ericksonian Hypnosis Cards from Jamie Smart. These are truly an excellent aid for anyone who is interested in improving their own hypnotic language skills. I shall recommend that all my students and customers buy a set!" –

Nick Kemp, NLP Trainer & Creator of 'Letters to Your Unconscious'

"My trainees are always asking me how best to practise their language patterns and I've had the same advice for them. That is until now. Jamie Smart's Language cards provide you with a fantastic way of developing exquisitely good skills with language which help you enjoy improving your language patterns dramatically in a fun and entertaining way. Original and Cleverly designed, I highly recommend these cards. Put simply: if you want to become really good with language, these cards will help you greatly to do it!!! Wouldn't it be nice if there was a fun, enjoyable way of mastering language patterns? Now there is." –

Owen Fitzpatrick – Master Trainer of NLP

"Jamie Smart is one of the most thorough trainers out there. You will enjoy his humor, attention and wonderful training style." –

John La Valle - co-author of Persuasion Engineering

"These cards are great. Thanks for putting such a great teaching tool back into circulation. I used to give out Zebu cards at every Ericksonian Hypnosis class I taught because it seemed there was no easier way for the class to master these language patterns. Now your Salad cards can lettuce fill that void. ;) Well done." –

Doug O'Brien – Licensed NLP Trainer, Ericksonian Hypnotherapy Trainer & former member of Anthony Robbins' Training Team.

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By Jamie Smart



The Salad Guarantee:

We guarantee that you will be totally delighted with this product. If you aren't, then just return it within 30 days for a full, no-quibble refund.

Zebu cards are now selling for £50 or more on ebay, but you can **get your own set of Ericksonian Hypnosis Cards™** from Salad for **only £14.95** + postage, handling & VAT (where applicable). Follow the link to **order your own deck of Ericksonian Hypnosis Cards now:**

http://www.saladltd.co.uk/ericksonian_hypnosis_cards.htm



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Free Stuff

At Salad, we are committed to your learning and development, so we want you to have great stuff. Part of our strategy involves giving our best stuff away, so here are some links to some of our best stuff.

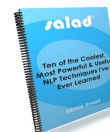
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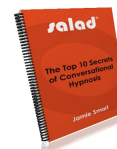


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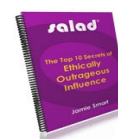


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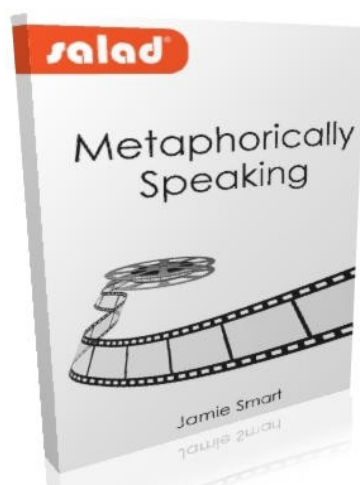
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The Top 10 Secrets of Conversational Hypnosis

By Jamie Smart

More Information



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The Top 10 Secrets of Conversational Hypnosis

By Jamie Smart

About the Author



Jamie Smart is the Managing Director of *Salad Seminars Ltd*, as well as the principal trainer. He spent much of the nineties leading large, mission-critical business projects and change programmes. In the process, he found that individual change is the key to collective change, and became fascinated with helping people achieve the results they want. This fascination led him to NLP, and he has spent from 1996 to the present day learning from the finest teachers and materials, and applying what he's learned. Jamie is an NLP Master Practitioner and is licensed by Richard Bandler and the Society of NLP as a Trainer of Neuro-linguistic Programming (NLP).

Jamie is author of *The NLP Tip*, an e-zine which goes to thousands of people around the world each week (available from www.saladltd.co.uk), as well as the creator of *Ericksonian Hypnosis Cards™* and many other products.

He lives in Leicestershire (UK). When he isn't helping *other* people get what they want, he likes going for long walks in the woods, listening to music and reading.

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