



EUROPEAN HYPNOSIS
— A C A D E M Y —

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General Outline of Process

For hypnosis to occur, there must be two people; the hypnotist and the subject (aka. hypnotee, client, etc.) This is why there is no such thing as self-hypnosis. But more on that later.

The next thing that must be present is a 'context'. Context is created as simply as saying "I am a hypnotist." Anything that gets the subject mentally examining what he knows about hypnosis will serve to set the context.

Next there must be intent on the part of the hypnotist to 'create' a hypnotic event. Intent is the most powerful aspect of the entire process, which is why I refer to it as 'Magic Word #1'. One definition of 'intent' is complete focus, the surety of outcome, and the absence of doubt. Intent cannot stop after the induction. It must extend to the entire event, from beginning to end.

I would also add that there 'should' be a specific desire for a positive (high value) result for the subject. Hypnosis is a powerful tool and the hypnotist should always realize that it is just as possible to give a negative (harmful) result as it is to give a positive result. I can take away phobias or give them just as easily.

In this Weekend Hypnosis Workshop I teach a direct authoritative method of hypnosis. I believe it to be the most effective method of hypnosis. Following is a general outline of my method, step-by-step procedure for a change work session. Further explanations of each step follow on later pages.

1. Act of Compliance Set
 - A. General Compliance
 - B. Initial Instruction
 - C. General Compliance
2. Eye Engagement
3. SLOW, Deep Breath (Second Act of Compliance)
4. Induction
5. Rapid Intensifiers (Deepeners)
6. Boilerplate
7. Complex Intensifiers (Deepeners)
8. Change Work (a.k.a. Golden Box)
9. Magic Mirror
10. Exduction (Wake Up)



1. Act of Compliance

When doing hypnosis, it speeds things along if, as the hypnotist, one can get compliance right away. The first act of compliance need not be anything that appears to be an order. Some type of instruction that gets the subject following directions is all that is required.

In practice, there is an A, B, and C part of this initial portion.

- A. The initial instruction** - see below for specifics.
- B. I give the following instruction:** "All you need to do is just follow my instructions exactly. Don't make anything happen, but whatever happens, just let it happen, and everything will be great."
- C. Another example of A** - again, see below.

Explanation of A & C:

If the hypnotist and the subject are sitting and facing each other, the hypnotist might say, "Sit up straight" or "Move your chair a little closer."

If standing, the hypnotist might say, "Stand right there" or "Move a bit to the left." It really doesn't matter what the specific direction is. What matters is that it is delivered with the expectation and tonality that says the hypnotist expects the instruction to be followed. It should not be rude or pushy. Just a direct, command statement.

TONALITY - When giving instructions, it is generally best to have the tonality match the intention. An instruction is something that is expected to be followed. This typically requires the 'Command Tonality'. This is achieved by having the tone go down at the end of the sentence.

Explanation of B:

While I don't approve of using scripts, I do think that the general idea of this should be clear to the subject.

"All you need to do is just follow my instructions exactly." - This is itself an instruction. and defines the 'rules'. It is also very 'limiting' on purpose.

"Don't make anything happen..." - This gives the subject the feeling that they have permission to NOT fake it.

It also takes away the internal need to pay attention to their own actions.

"... but whatever happens, just let it happen..." - This clearly implies that something WILL happen. And it tells them, indirectly, to just "go with the flow".

"... and everything will be great." - This is the promise of a reward for just going along with things. It both says and implies that they will definitely have a positive experience for just going along.

CONGRUITY - Congruity is achieved when the words spoken match the physiology. As a hypnotist, I know that if I have doubts about what is to take place, no matter how hard I try, something will 'give me away'. This is all that is needed to interfere with the hypnotic process.

If I have a solid intent, almost a 'taking for granted' attitude as to the instructions being followed, there will be congruity between my words and my physiology. I KNOW that what I expect to happen will absolutely happen. This is having the mindset of 'The Hypnotist'.



2. Eye Engagement

Eye engagement is something that I have used for quite some time to quickly move a person from the nearly complete, de-focused state to a reasonably high focused state in just a few seconds. I have found that it serves well as a covert test as well, letting me know how much I will need to put into the process that follows, to get the subject into a profound state (somnambulism).

The first step is to simply begin staring into the subjects eyes. If needed (though I rarely do), I will gesture by pointing to my eyes. I almost never say anything such as 'Look into my eyes' or 'Look at my eyes' to get the engagement unless it is absolutely necessary.

Once the subject is staring into your eyes, the process of 'narrowing down' his focus begins. This is the desired response. The entire hypnotic process works by getting the subject to have complete focus on one thing, and that thing is you and whatever you say it is.

Now a few important steps that will enhance the usefulness of this process:

1. When you first begin to stare at the subjects eyes, have just a slight amount of tension in your face. (I usually clench my jaw just a small amount.)
2. Once you have the person 'engaged', begin to slowly slacken (relax) the muscles in your face, and watch to see if the subject is following.
3. It is not necessary that the subject follow the slackening motion, however, if he does it makes everything that follows much easier as this is a non-verbal compliance. If you can get this, you are most likely working with a somnambulist.

I have never had someone follow the facial relaxation that didn't go quickly, and completely. This is the subject that, if you are doing a public demo of hypnosis, you want to have perform lots of phenomena. You will get amazing results with him. And, observing this subject will likely bring greater compliance in your other subjects.

Troubleshooting: You will sometimes get a subject that keeps 'breaking off'. He will typically be laughing as this act of staring into someone's eyes is sometimes a bit disconcerting. If this happens, maintain your stare, possibly repeat the hand gesture of pointing at your eyes, and give him time for several attempts at complying. If he simply cannot do this, it is best to move on to another subject.

This is not to say that this person cannot be hypnotized. However, it is unlikely that he will be very compliant throughout the following steps. Make some remark that you can see he has a lot on his mind and you will let him try again another time. [Note that it says 'let him try'. This puts the onus on him.]

If you choose to continue working with this subject, just note that it will almost certainly take more intensifiers to get him fully focused.



3. Slow Deep Breath

This is something easy to do and it accomplishes a couple of things. Once you have the first act of compliance and have held the eye engagement for a few seconds (5-20), follow with having the subject take a slow, deep breath.

(After eye engagement...)

“Good... now take a SLOW... deep breath...”

Be sure to emphasize the word ‘SLOW’.

Take a slow, deep breath yourself as a way of pacing the subject’s experience. Then begin your induction.

Note also that giving a small ‘compliment’ such as the word “Good” just before giving this instruction will act as an encouragement to the subject’s subconscious mind. Almost as if to say, “That’s right... you’re doing the right thing.” I use this often during all parts of a session as it keeps the subconscious moving in the direction I intend it to go.

There are a few reasons for the slow deep breath. One is that the slow exhale will naturally calm him down inside. It will make what follows easier for the subject to do.

The second reason is that it acts as a covert test. If the subject takes a rapid breath, or a very shallow breath, he is not following your instructions. If this happens, say “Okay... now take another... only SLOWLY” again emphasizing the word ‘SLOWLY’. Then take one yourself to pace his experience again.

[In my experience, if he still doesn’t take a slow, deep breath by the second time, you will probably notice that he is also not maintaining eye engagement. You will probably need to start all over again or move on to another subject.]



4. Induction

By 'inductions', I am referring to a formalized induction. A 'ritual' of specific steps to 'induce' the hypnotic state in the subject.

Inductions, while not always necessary, are somewhat expected when doing change work. When people come to my office, they expect me to do something that looks like I am doing hypnosis. I am all too happy to oblige, as this will subconsciously reinforce the change work that follows later in the process.

I often do waking hypnosis when doing demonstrations as there is less expectation of some sort of specific induction. However, even in that context, a well done 'formalized' induction will serve the purpose of creating an image in the minds of the spectators and the subject as well. It is a sort of 'show' for them, and can help you appear to have amazing skills (and for some, amazing powers!)

The following inductions are some well known inductions used by many hypnotists. I use some of them a lot, and others almost not at all. My perspective is that a hypnotist should have a few that they know so 'perfectly' they can be performed, almost without thinking about it.

The reason for this is, in my opinion, when doing hypnosis, the hypnotist's attention should be focused on the subject. And I really can't do that very well if I am busy trying to remember what comes next. So I have several 'standards' that I use nearly all the time, so I can keep my focus where it belongs. The words simply flow and my attention is set on watching what is occurring with the subject.

Nearly all the inductions I do have been modified slightly by me to 'make them mine'. This is not to be different, so much as it is to have it feel comfortable to me. A truly skilled hypnotist will modify most aspects of the inductions and intensifiers (deepeners) to create a 'natural' feel for himself. It is also important that the hypnotist be congruent with what he or she is saying. If the words feel 'stilted' or 'not natural', this will interfere with the delivery, and prevent the real focus being on the subject with whom you are working.

In the following inductions, I include a great deal of dialog. In that dialog I use ellipses (...) to represent a pause. When doing hypnosis, the hypnotist will probably find that he begins to fall into a natural rhythm in his speaking. The ellipses in the text are representative of where I tend to naturally pause. You do not need to follow my pattern. I have simply found that these pauses set a flow that works for me.

And most importantly, please do not use any of the following as scripts. Scripts will only hinder and/or prevent a person from becoming a great hypnotist. The following outlines - which include my dialog - are there as guidelines and general direction. Nothing more. If the exact words work naturally for you, by all means use them. If they do not, figure out the point of what is being said and say the same thing in your own words. Please... do not fall into the 'script trap'.

NOTE: When setting context I use the phrase "Let's do something." This frames it so you cannot fail. Even in the rare instance that you do not get the result you expected, you were not 'trying' to do anything specific. You were just doing something. And IF that rare instance occurs and the person looks at you and says "What the heck was that?", you only need look at him and say, "Hmmm, that was interesting. Well good... now let's do something else." Then move on to another induction.

8-Word Induction

The '8 Word Induction', which I got from Cal Banyan (and have no idea where he got it), is fast, effective, and I have rarely had it fail. When it has failed, it was because the other person was a hypnotist who was attempting to analyze what I was doing and I didn't catch it until after it failed.

[Sit or stand facing the subject. Hold your hand directly in front of the other person, fingers together, palm up, and flat.]

"Press on my hand."

[He will place his hand palm down on yours (usually) and begin to press down. Return the pressure slightly harder until he begins to respond by pressing harder.* Bring your other hand in front of the other person's face, about 6-10 inches away from his face. As you bring your hand down in front of his eyes say...]

"Close your eyes."

[Wait 1 to 1.5 seconds until you can sense he is engaged in the process. (i.e. The look on his face will let you know that he is focused on his hand pressing down. Most likely, he will be 'looking' at the hand with his eyes closed.) Quickly drop your hand in a downward motion and say...]

"SLEEP"

[Use a firm voice - with the full expectation that he will indeed follow the instruction - and get ready to catch him very quickly. He may fall forward.]

Start your intensifiers immediately.

Here are the primary points to remember throughout this induction:

One, **you must expect it to work**. Intent is the single greatest cause of failure with inductions.

Second, when you speak, **DON'T ASK**. Tell. Say the words with the total expectation that the subject will do exactly what you say.

By changing the timing, I have had this work on one subject, waited a moment, and used the exact same induction on someone else who had watched the first one.

***[NOTE: You may need to tell him to 'press down' if the subject just rests his hand on yours. Some people WILL simply lay their hand on yours, not fully understanding what you expect of them.]**

Eye Lock

This is essentially just a simplified Elman Eye Lock, which is part of the Dave Elman induction. This is very simple and is used by many, many hypnotists the world over.

With the subject seated, and after the compliance steps (1 through 3 of the General Outline of Process), say the following:

“And now just let your eyes close...”

[Wait for eyes to close and continue.]

“Very good... and now just imagine... just pretend... that those eyes are stuck shut... like they’re glued shut... pretend that they are stuck shut... completely stuck shut...”

[Give him a few seconds to comply. Repeat if necessary.]

“Just pretend... that those eyes are stuck shut... like they are glued shut... and that you can’t open them...”

[Again, give him a few seconds to absorb the instructions and comply.]

“And when you know... that those eyes are stuck shut... and that they just won’t open... go ahead and try... and prove that they will not open.”

[Watch for any sign that he is trying and can’t get them open. Allow him to try for just a few seconds.]

“Good... now stop trying and...”

[Gently tap the back of the head (or knee or shoulder or whatever) and say...]

“SLEEP... all the way down... deeper...” etc.

[Begin intensifiers.]

Stiff Arm

I use this primarily with guys. I have had some ladies mention that they just didn't like it. And this applies to a number of the 'strength' phenomena. It is not a universal rule, just a general rule that I have found to hold true in most situations.

Say to the subject:

"Hold your arm straight out, like this." [Demonstrate by holding your own arm straight out, palm down.]

"Good... now make a fist... make it tight... really tight... tighter..."

[Tap the fist each time you say the word tight to associate the tap with the word tight. You may need to repeat the "tighter..." several times. You are looking for 'white knuckles'.]

"Good... now just imagine that this arm is made of stone... with a steel rod right through the middle of it... imagine it is solid stone with a steel rod right through the middle..."

[As you are saying this, tap the arm in several places, or move your hand up and down the arm.]

"Just imagine... just pretend... this arm is so hard... so solid... that EVEN if I try... I can't bend it... (repeat this)"

[Try to bend the arm.]

"Good... now imagine... just pretend, that this arm is so solid that even if YOU try... you can't bend it... that's right... when YOU KNOW that this arm is so solid that even if YOU try... you can't bend it... give it a try and PROVE that it won't bend..." (Repeat from "just pretend...")

[Wait and let him try for a few seconds. Then take hold of the arm by the wrist. Then I usually tap the arm as I say the following.]

"Good! ...now stop trying and just let it go... let all the tension in the arm go... and just close your eyes now... that's right..."

[At this point you can either drop the arm and say 'SLEEP' or you can move to the 'Eye Lock'.]

I often move to the 'Eye Lock' and keep holding the arm. After I say 'sleep' and he goes into hypnosis from the 'Eye Lock', I use the following arm drop as a deepener.

"Now... in a moment I am going to drop this arm... when I do you can just let it fall to your lap just as quickly as you want to go... all the way down... because you know... the moment this hand touches your lap... you will go all... the way... down."

[Drop the arm just as you are saying 'down' that last time.]

Magnetic Hands

The Magnetic Hands is often used as a suggestibility test for determining how open and responsive a subject will be.

First, have the subject hold his arms straight out in front of him with his hands about 12 to 14 inches apart. Reach up and adjust the hands - no matter where he places them. This will draw his attention to the hands almost completely because of the contact.

Hold your hand between his two hands with your index finger pointing directly at the subjects face. Tell the subject to focus all his attention on the tip of your finger. This narrows his focus even further. If you just tell him to focus on the space between his hands it will still work. I just take every opportunity to intensify focus.

The idea is to bring the individual's focus to as small a point as possible. So once he is staring at your fingertip, tell him to close his eyes, but keep focusing on that 'spot' where the fingertip is. Once the eyes are closed you can remove your hand, but continue to refer to 'that spot' and say the following:

"Keep focussing on that spot... and begin to imagine that there are magnets on the palms of your hands..."

[At this point I usually reach up and just lightly touch the palms of each hand as I mention the magnets.]

"Imagine that these are electromagnets... and I am turning on the power... NOW! (Snap your fingers as you say 'now'.)... and that the power is turning up and up... and the higher the power goes... the more your hands are being pulled together... closer and closer..."

"Now imagine that there is also a rubber band wrapped around your hands pulling them closer and closer..."

and the magnets are being turned up higher and higher... pulling your hands closer and closer... and another rubber band is being added... pulling your hands closer and closer..."

[That should take only a few seconds. If you do not see the hands moving toward each other, keep referring to the magnets being turned up stronger and stronger, and more and more rubber bands being added. Once you do see the hands moving toward each other, say the following.]

"... And you know that the moment those hands touch... you will drop into a deep, profound state of hypnosis... a deep, deep state of hypnosis... the moment those two hands touch..."

Now go back to the 'turning the magnets up, making them pull harder and harder, pulling the hands closer and closer'. And add more and more (imaginary) rubber bands pulling the hands closer and closer. When the hands are about 2 to 4 inches apart, move your hands just outside of his hands and suddenly push them together and downward as you say 'SLEEP'.

Begin intensifiers immediately.

Revivification

This induction is quite useful when you have had the person in hypnosis a time or two before. It is quite easy to get the subject back into a profound state of hypnosis very quickly using this technique.

[Sit facing the person or stand next to him (my preference) while he sits. Say...]

“Look right over there... and focus all your attention on (any focal point you want to use)...” “Okay... now close your eyes.”

[Wait for him to close his eyes.]

“Now... take a deep breath... and just let it out slowly...”

[Wait for him to finish taking the breath.]

“Good... do you remember the last time you were in a deep, deep state of hypnosis?”

[Wait for a response.]

“Good... now just remember how it felt... in every way... in your mind... in your body... remember it... like it is happening right now... right now... feel it in your mind... in your body...”

[Look for any sign that he is re-experiencing the previous event. If not, continue on with similar commands. When you see that he is back in that experience, reach up and tap back of the head gently. At that moment, give the command ...]

“SLEEP!”

[Begin intensifiers immediately.]

Hand Focus Induction

The following is a simple induction, usually used for re-induction. The easiest way to perform this induction, stand to the side of the subject. (I do almost all inductions with the subject sitting down.) For this explanation we will assume that the subject is facing toward your left. Say the following:

“Take a nice slow deep breath... “

[Wait for compliance.]

“Excellent... “

[Bring your left hand up in front of the subjects face, just below eye level, at about 14-16 inches away from his eyes, palm facing the subject]

“Now just look at the palm of my hand... right now... just look at the lines in my hand... and focus on them... “

[Begin to very slowly bring the hand in closer to his face.]

“And notice how they change... your focus changes... as the hand gets closer and closer...”

[When your hand is about 8-10 inches from his face, begin to lower your hand down to cause his eyes to follow it downward. I use an arc motion, rolling the palm slightly upward, so the palm stays clearly visible.]

“Notice how the focus changes and how the lines change as the hand gets closer... and closer...”

[When his eyes are nearly closed - the natural result of following your hand downward - and without a break in your patter, gently tap the back of the head, very slightly pushing it forward, as you sharply (not loudly) give the command ...]

“SLEEP!”

[Begin intensifiers immediately.]

Hand To Face Induction

The hand to face method is a very well-known induction. This is because it can be used almost anywhere with success. I prefer to use it with the person sitting, however, it will work with a standing subject.

[Take hold of either of the subjects' wrists with one of your hands, and gently lift it up in front of his face, about 12 to 14 inches away, with palm facing toward his face. The hand should be at or just above eye level.]

"Look at your hand... now pick a spot in the center of your hand... and focus on it... focus all your attention on it..."

[Begin slowly moving his hand closer and closer to his face. Once the subject is focused on the hand, release it.]

"Imagine that there is a force... pressing on the back of your hand... pushing it closer and closer to your face... and the moment that this hand touches your face... you will instantly drop into a deep, deep hypnotic state..."

[Gently touch the back of the hand and push it slightly closer to the subject's face, then take your hand away.]

"You can feel the hand being moved closer and closer... and you really want to feel it touch your face... you really want to go into that amazing, profound state of hypnosis... your eyes can close any time they want to..."

as the hand gets closer and closer..."

[If the hand stops moving toward his face, gently prod it again. If it doesn't keep going this time, keep a light pressure on the back of the hand and say the following.]

"Closer and closer... focus on that spot... focus only on that spot... and the moment this hand touches your face... you will instantly go into a deep state of hypnosis... and you can feel your eyes closing down as the hand gets closer and closer..."

[When the hand touches his face, the subject will probably simply drop into hypnosis. If he does not, then say 'SLEEP' and begin intensifiers immediately.]

Modified Butterfly Fingers Induction

The original version of this induction is an arm-pull induction. I do not do arm-pull inductions. I do not consider them safe. You will need to make this decision for yourself.

This induction has been modified to have no arm-pull.

[Have the subject sitting in front of you, him sitting, and you standing. Reach over and take hold of one of his arms by the wrist. I am right -handed so I take hold of the subject's right arm with my left hand. Lift the arm and begin to move it around a bit.]

"Now just let me have this arm... let me hold all the weight... good..."

[Hold your other hand in front of the subject's face with all fingertips pointing toward the subject's eyes. Hold your hand flat, palm down, fingers slightly spread.]

"Now... focus on my fingertips... focus entirely on my fingertips..."

[Begin slowly moving your hand around in front of the subject's face.]

"Follow them with your eyes... and with your head... (repeat if necessary)"

[Continue moving your hand around in a random pattern, starting with smaller motions, and getting larger and larger with your motions. Continue this for several seconds -approximately 5 to 10 seconds.]

Then suddenly begin wiggling your fingers as you continue moving the hand around. This should last for just a couple of seconds. While still wiggling the fingers, move your hand down to a position 8 inches or so below eye level while rolling the hand to be palm up. At the point where your hand is completely palm up, snap your hand shut, into a fist and sharply say 'SLEEP'!

[Begin intensifiers immediately.]

NOTE: If you are following this, you will notice that you are still holding the subject's arm. I use this arm to perform a deepener. Immediately after I say the standard "deeper, deeper, deeper", I gently swing the arm just an inch or so each way to draw attention to it. Then I say...

"Now... in a moment I am going to drop this arm... when I do... just let it fall to your lap just as quickly as you want to go... all the way down... because you know... the moment this hand touches your lap... you will go all... the way... down."

[Drop the arm just as you are saying 'down' that last time.]

Odd/Even – Open-Close Induction

This is a very simple induction that can be done almost anywhere, anytime. It is very similar to part of the Elman induction. This induction can take as long as a minute and a half, though it often works in 30 to 45 seconds.

[While maintaining eye engagement with the subject, say the following...]

“Now... in a moment I will begin counting... when I say an odd number, close your eyes... and when I say an even number, open your eyes... with each odd number I say... close your eyes... and with each even number I say... open your eyes...”

[Wait just a moment, then begin counting.]

“One... (wait for eyes to close)... two... (wait for eyes to open)... three... four...”

[The time between numbers should be relatively short. However, wait just a little longer after the odd numbers than you do after the even numbers so that the eyes are closed longer than they are open. Let the time with the eyes closed get slightly longer each time.]

“Five... that’s right... six... seven... and when your eyes want to stay closed... eight... nine... you can just let them... that’s right... ten... eleven... good.... thirteen... fourteen... fifteen... seventeen...”

[From this point on, randomly leave out some of the even numbers. Occasionally repeat the part about ‘... and when your eyes want to stay closed... you can just let them...’. When you notice that the eyes are no longer opening on the even numbers, say a couple of more odd numbers in a row. Then reach up and gently tap the top or back of the subject’s head and say “SLEEP”.]

Wrist Lift Induction

This is based upon an induction I saw Barry Thain in the UK do on a video. I like it for its simplicity. It is a fairly quick induction.

[With the subject seated, hands in lap.]

“I am going to lift one of your hands by the wrist. (Do it.) Is that all right?”

[He will, of course, say yes since you have already done it.]

“Don’t help me... let me hold it up...”

[Hold it there for a few seconds.]

“Now... pick a spot right here...”

[Point to a spot on the hand that he can easily see and focus on.]

“Focus on that spot... focus all your attention on that spot... do not look away for any reason...”

[Begin to slowly move the hand a several inches toward the face. Then slowly begin to move it away. Pay close attention to notice when you can let it go and have it just stay there (catalepsy). Release the arm and let it hang there for just a second. Reach up and wave your hand down in front of the subject’s eyes.]

“Now just close your eyes... SLEEP! ...deeper, deeper, deeper...”

[The hand will probably still be hanging there. If it is, the following is a great way to use this as a deepener.]

“Now... in a moment I am going to touch the back of this hand... when I do you can just let it fall to your lap just as quickly as you want to go... all the way down... because you know... the moment this hand touches your lap... you will go all... the way... down.”

[Tap the back of the hand just as you are saying ‘down’ that last time.]

Standing Hand Press Induction

This is a good induction for those times when the subject will be standing up. Please note that the subject will probably need to be 'caught' to keep from falling. Safety first! Be sure you can catch and hold the person for a few seconds.

[Stand facing the subject.]

"Okay, first of all, you understand that at all times your body and legs are able to hold you up, comfortably and safely. They do it all the time, right?"

[Wait for a response. This is what is known as a pre-hypnotic instruction. When you get the nod or the 'okay', proceed.]

"Good... now I want you to stand with your feet about a shoulder's width apart... like this..."

[Look down at the subject's feet as if checking to be sure. The subject will probably look at your feet to be sure.]

"Good... now let me have this hand..."

[Reach for either of the subject's hands. (I use my right hand, so I reach for his left hand.) Lift the hand up and position it so the arm is bent at the elbow with the forearm is straight ahead. Tell them to hold the hand flat, palm down.]

"Good... now focus on me..."

[Point at your face or eyes.]

"Spread your legs just a little more... like this..."

[Glance down as you raise your arm (the one closest to the subject's extended arm. Wait for the subject to look down, then reach over quickly and press down suddenly on the hand that was extended.)

"SLEEP! ...deeper, deeper, deeper..."

[Be prepared to catch the subject at this point, just in case the he should begin to fall forward. Steady him, and remind him that he can remain upright and safe, while going deeper and deeper into hypnosis.]



5. Simple Deepeners

Although I use the word deepeners, I don't believe there is any such thing as depth, per se. I view the process as one of 'awareness subtraction'. To explain, let me give one definition of hypnosis that I find very useful.

Hypnosis - a wakeful state of focused attention and heightened suggestibility, with diminished peripheral awareness.

It is this 'diminished peripheral awareness' to which I draw your attention. The objective being to focus a person's awareness to a single thought and that being whatever I (The Hypnotist) say it is. The process we call deepening is generally a process of reducing the subject's awareness of what is around him to the point that all there is for him is my voice and what I am saying to him.

I will use the term 'deepeners' simply for convenience.

Deepeners should begin IMMEDIATELY after the word 'SLEEP'. The first one I always use is simply the words 'deeper, deeper, deeper...'. It's fast and direct, and gets things moving in the direction that I want. I then follow this with one or more of the simple deepeners on the following pages.

During the deepeners you may find that gently rocking the subject slowly side to side, or placing your hand on the subject's head and rotating it slowly and VERY gently in a circle will create a disorientation that can be utilized to deepen the experience.

NOTE: I frequently use a small 'time distortion' when doing deepeners, both simple and complex - and at other times, as well. I have found that it helps in the focusing process. The reason I believe it works is that my understanding of the mind is it hates confusion. Once in confusion, the subconscious mind will attempt to get out of it as quickly as possible.

So by setting up a 'time distortion' (confusion) with just a few words, then going right into the explanation of the deepener, the subconscious mind will jump at the chance to end the confusion and will give in fully to the deepening process. But that is just my opinion. What I KNOW is, it works well when I do it.

This is what I say;

"Now... in a moment... not now... but in a moment..."

This is followed immediately by whatever deepener I am about to do. For example:

"Now... in a moment... not now... but in a moment... I will count down from 3 to zero... when I get to zero..."

(This is the beginning of the 3 to zero deepener found on the next page.)

3 To 0 Deepener

The following deepener is usually my second deepener. My first is always just saying “Deeper, deeper, deeper...” immediately after I say the word “SLEEP”.

This deepener can be modified in any way you like. I just like to have a specific format that I can use without having to think about it. This allows me to continue the flow of intensification while I am consciously reading the signs of hypnosis in the client. What follows is my own standard patter.

“Now... in a moment... not now, but in a moment...”

“I will count down from 3 to zero... when I get to zero... you will be 50 times deeper...”

[Pause for just a second or two to let it sink in.]

“3... going deeper... deeper... deeper...”

[Please note that tonality should match the words. As you say ‘deeper’, you should let your tone and pace go down and slower.]

“2... going deeper... and deeper... and deeper...”

[This is spoken more slowly than the previous line.]

“1... going deeper... and deeper... feeling better and better... because the deeper you go... the better you feel... and the better you feel... the deeper you go...”

[Spoken even more slowly...]

“0... 50 times

Tap Deepener

This deepener is very simple, yet amazingly effective. I typically use it after the complex deepener, but it is effective, at any point, for really intensifying the subject's state.

It also allows for covert testing of the subject. When I tap the subject's hand or knee or shoulder or whatever, I can observe if there are any visible 'shifts' in his physiology. The more profound/pronounced the 'shift', the better this subject is likely to respond to instructions for phenomena, post-hypnotic instructions, etc.

[Use this after any deepener. It is best after a complex deepener.]

"Here is the interesting thing... when I tap the back of your hand (your knee, your shoulder, etc.)... you will instantly go even deeper... ten times deeper... just like... that..."

[Tap the hand / knee / shoulder / whatever you mentioned... Look for a reaction, however slight. Whether you get a reaction or not, continue ...]

"...And it does feel good, doesn't it... that's right... Lets do that again and go..."

[Tap]

"...even deeper... 10 times deeper... and that feels even better..."

[Wait for just a second or two.]

"...and one more time..."

[Tap]

"10 times deeper... that's right... that's a great place... that's a wonderful place..."

Hand Drop

This has already been mentioned with several of the inductions. I use it when I do an induction where I am holding the subject's arm or hand at the end of the induction. It is repeated here as a reminder.

[The induction has just ended and you are still holding the subject's arm or the arm is 'floating' in catalepsy.]

"Now... in a moment I am going to drop this arm... "

[Or, if arm is 'floating'... "I am going to touch the back of this hand..."]

"When I do... you can just let it fall to your lap... just as quickly as you want to go... all the way down...

because you know... the moment this hand... touches your lap... you will go all... the way... down."

[Drop the arm just as you are saying 'down' that last time.]

"Very good... deeper and deeper..."



6. Boilerplate

The term 'boilerplate' is a legal term and refers to 'any text that is or can be reused in new contexts or applications without being changed much from the original.' I use this term because it refers to a small set of instructions that I insert virtually every time, when doing a hypnosis session. It allows me to 'take control' of the environment in which the hypnosis is occurring.

In nearly any environment there will be 'challenges'. These may be noises, vibrations, etc. that occur, and over which you, the hypnotist, cannot exert control. However, you CAN control how the subject responds to these 'challenges'. For instance, having done quite a bit of hypnosis in local shopping centers where there are noises all around, people moving about, even friends of the subject that are doing things which might disrupt the process, intentionally or not. By using this 'boilerplate', you will be able to control the reaction of the subject to these possible disruptions.

[Just after the simple deepener(s), say the following...]

"Starting now... every sound, every voice you hear... inside and out... makes it easier and easier to focus only on my voice... and follow my instructions even easier..."

[Note that this will even cover self-talk. Note also the presupposition at the end. It presupposes that it is already easy to follow my instructions.]

"And every thing you feel... inside and out... makes it easier and easier to focus only on my voice... and follow my instructions even easier..."

[As with the first one, notice the ambiguity in the phrase 'inside and out...'. It could mean 'inside the room or outside' or it could mean 'inside yourself or outside yourself'. By being ambiguous, you allow this to cover all possibilities.]

"And absolutely nothing I do or say will disturb you in any way whatsoever..."

[This covers you, should you sneeze, say something wrong and have to correct yourself, whatever, it will not 'disturb' the subject.]

****"Starting right now... whatever I say to you... no matter how ridiculous or absurd it may sound... instantly and completely... becomes your total reality... whatever I say... to you... instantly and completely... becomes your total reality... no matter how ridiculous or absurd it may sound..."**

[This is classic patter from stage hypnotists everywhere. I learned it from Jon Chase, but have since seen it used by many different stage hypnotists.]

“And starting right now... every breath you take... takes you deeper... and deeper... and you feel better... and better... because the deeper you go, the better you feel... and the better you feel, the deeper you go... That’s right.....”

[This is utilization. When you say this, you will typically notice that the breathing begins to change.]

** There is no ‘correct’ way to deliver this instruction. You may say it any number of different ways, however you feel most comfortable delivering it. I often shorten it to the following:

“Starting right now... everything I say to you... is your complete and instant reality...”

I also, sometimes, completely replace it with the following:

“Starting right now... what I say you know, you know... what I say you think, you think... what I say you feel, you feel... what I say you believe, you believe... and what I say you can do, you can do!”

In general, whatever feels appropriate to me at the moment determines what I say here.



7. Complex Deepeners

The following deepeners are referred to as 'complex' deepeners, not because they are hard to do or remember. Rather, it is because they involve a more detailed 'setup'. These deepeners engage more than just the 'go deeper' type of process. They engage the imagination more fully and can intensify the hypnotic state to a very focused level.

As with all other aspects of the entire process, I recommend learning one or two so well that you can almost perform them in your sleep. Again, this is because once the hypnotic session begins, you should be able to go through your part (almost) automatically while keeping your attention focused on the subject. You still need to be able to adjust accordingly, should there be a need. But typically, you will be able to have most of your attention locked on the subject so you can guide the experience the way you want it to go, to get the desired/requested result.

As mentioned, complex deepeners require a bit of a setup, or a list of instructions. Once in place, these instructions are followed with simple commands. However, the setup must be as clear and concise as possible, and easier to follow than it is to explain.

During the complex deepeners, just as with simple deepeners, you may find that gently rocking the subject slowly side to side will create a disorientation that can be utilized to deepen the experience.

You might say something like the following as you do this;

"As you go from side to side... you will find you go deeper and deeper... feeling better and better..."

The physical contact causes a profound enhancement to this process, as long as the contact is not harsh or uncomfortable. However, should you feel ANY resistance to this, stop doing it! I shouldn't have to say that, but I always do.

There are many classic forms of complex deepeners; walking down stairs (deeper with each step), the elevator (deeper with each floor), the long hallway with the door at the other end (deeper and deeper the closer they get to the door), etc.

Following are the ones I use most. Specifically, 'Fractionation' and 'Passing Through The Zero'.



Fractionation Deepener

Fractionation is the process of having the subject go in and out of hypnosis repeatedly. It is sometimes used as an induction by itself, such as the 'Odd/Even - Open/Close Induction' outlined earlier. By having the subject open and close his eyes repeatedly, he will come to a state where he naturally enters hypnosis. By continuing the 'open - close', the subject's focus grows narrower and narrower.

The following is my own way of doing fractionation. I do it this way because it serves multiple functions. It acts to deepen the state; it has a built in covert test, it is an example of hypnotic phenomena, and it serves as a convincer for the subject.

[As with both complex deepeners presented here, my preference is to begin this just after the boilerplate.]

"Now...in a moment... not now but in a moment... I will count from 1 to 3 and snap my fingers. When I do your eyes will come open, your head will come up, and you will feel absolutely wonderful. Just as though you were wide awake... feeling good... feeling happy... better than you have felt for some time..."

"And when I say 'sleep' and snap my fingers... your eyes will close... your head will go down... and you will go 10 times deeper than you are now... and you will feel even better because the deeper you go... the better you feel... and the better you feel... the deeper you go..."

[Brief pause of a few seconds to allow this to 'set in'.]

"Again... ANY TIME I count from 1 to 3 and snap my fingers... your head will come up... your eyes will open ... and you will feel 10 times better than the time before... feeling just as though you were wide awake."

"And... ANY TIME I say 'sleep' and snap my fingers... your eyes will close... your head will go down...

and you will go 10 times deeper than the time before... 10 times deeper every time... and it will feel wonderful / great / amazing because the deeper you go, the better you feel. And the better you feel, the deeper you go."

"And... if you are already in hypnosis... when I say 'sleep' and snap my fingers... you will instantly go 10 times deeper... 10 times deeper... every time I say 'sleep' and snap my fingers..."

[Pause again for just a second or two.]

"Nod if you understand and accept this."

[Wait for the nod. If it doesn't come (happens rarely, but sometimes...) begin again with the instructions.]

[Begin doing the fractionation. Do the three count, and when the subject's head comes up, immediately look him in the eye and say...]

"That feels really good, doesn't it?"

[Don't ask IF it feels good. Tell him it does and throw on the 'tag question'.] [Do the 'sleep + snap' and immediately start in with...]

"That's right. Going deeper and deeper. 10 times deeper because the deeper you go the better you feel, and the better you feel the deeper you go."

[Repeat the process. However, after the first time you bring him up and drop him back down, each subsequent 'up' cycle should begin with...]

"And that feels even better... doesn't it?"

[You should be able to tell if he is feeling better and better each time. Some people will have only slight improvement. Others will get almost 'drunk and giddy' by the third or fourth time through.]

[Go back and forth 3 to 6 times. Then start in with 'convincers'.]

NOTE: The following points will help you know when to move on.

1. If you have given the instructions correctly, each time the subject's head comes up and you should be able to tell if he is 'feeling better, feeling happier'. This acts as a covert test for you to tell just how well it is working. If there is no noticeable increase in how 'good' the subject is feeling by the third or fourth time through, simply drop them back down, do another complex deepener (or the tap deepener) and go from there.
2. This process also acts as a convincer to the subject and to any observers. At the mall, the subject's friends almost always get a huge charge out of watching the subject drop out when I say 'SLEEP' and snap my fingers.
3. After the head has come up and eyes opened 3 or 4 times, this would be a good time to throw in a convincer. Just be sure that, if you are going to be doing change work, you go through it again at least 2 more times after the convincer. Then begin the change work.

TROUBLESHOOTING: If, on the first time you say "SLEEP" and snap your fingers, the head stays up and the eyes open, simply smile and nod and say, "Go ahead and just close your eyes NOW... and let your head go down ..."

Sometimes the subject will simply be overwhelmed by the instructions and not be sure what to do at that point and by gently reminding them they will follow along easily. You should not have to do this after that first time.

Passing Through The Zero

This is one of my favorite complex deepeners. I have used it many times, and it has never let me down. I want to thank Barry Thain for this. I have modified it a bit from his version, but he was the source for the basic process.

There are a couple of points that I would like to make here. Congruency is essential. When you are saying "...the anticipation is building..." you must sound as though you sense that very thing. If you sound bored or monotone at this point, you will greatly diminish the effect for the subject. However, conversely, if you REALLY sound like you feel the anticipation building right along with them, they will sense that and it WILL have that effect within them.

Another thing I would like to say here is, if you happen to know of a specific event in the person's life when they have experienced great joy and wonderful feelings (and feel free to surreptitiously gather this information before the session begins,) you can use that 'experience' to build up and enhance the event of passing through the zero by referencing it.

For example, I had one subject who had, years before, been an international soccer (that's football to all non-US folks) player. He had been in a world championship game and had been in a 'penalty shootout' and successfully put the ball in the goal. Now, I have no idea what a penalty shootout is, but he knew. He told me that was the single most amazing moment in his life. So, at the point where I told him what he would feel when he passed through the zero, I said something like, "... you will enter the deepest more profound hypnosis... and the most amazing profound trance... you could ever imagine... filled with more profound and powerful feelings than you did when you made the shot in that penalty shootout ..."

[Typically, I use this immediately after the boilerplate. Subject should have eyes closed when you begin.]

"Now, in just a moment... not now... but in a moment... I'm going to count down... from five to zero... I want you to see that zero way, way off out there in the distance... so far out that you can just see it..."

"When I begin counting down from five to zero... you will begin moving toward that zero... so that the closer I get to zero... the closer you get to zero... and when I get to the zero ... you get to the zero ... and pass right through the center of it... in to the most amazing... profound... and wonderful hypnotic experience you could ever imagine. A most profound and amazing state of hypnosis. And an amazing and wonderful state of trance..."

[Trance is not hypnosis. It may be invoked during hypnosis, which is what I have just done here.]

"OK... **Five**... begin moving toward the zero now... getting closer and closer... closer and closer... closer and closer..."

[One or two second pause.]

“Four... getting closer... closer... closer... and the anticipation is building... you really want to go through that zero ... you know that what is through that zero is an absolutely amazing experience, and you really, really want it.”

[One or two second pause.]

“Three... getting closer and closer... closer and closer...”

[One or two second pause.]

“Two... getting closer and closer... the anticipation is building... you have a greater, stronger sense of what’s through the center of that zero now... you can sense it more and more... and you really want it now... even more than ever before ... you really want to go through that zero.”

[One or two second pause.]

“One... almost there... So close... so close... almost there...”

[Pause for a few seconds and look for anticipation on the subject’s face.]

“ZERO! ...pass through the zero now and enjoy that amazing, profound experience... let it wash over you and through you and fill your mind... and your body... let it flow all around you... let it fill you... and wash over you... and just enjoy that experience ... right now ...”

[At this point you should have noticed a shift in the subject’s physiology. Often he is smiling, or rocking gently and generally ‘settling’ all over.]

Passing
through the



Auto-Deepener

This deepener is useful for having the subject deepen himself, for whatever reason that may be desirable. It does require a good setup, but once it is going, it can go on for a fairly good while, taking the subject very, very deep without continued input from the hypnotist. I don't use this very often.

[Subject should have eyes closed before this begins. It would come just after the boilerplate.]

"Now you know... that there is a place... even deeper than this ... a state... a place... more profound than this one... What I want you to do now... is to go there... Find that state... that place... that is even deeper... even more profound... and when you get there... nod your head and say okay..."

[Wait for the nod and 'okay'.]

"OK... Excellent... and now once again... I want you to go to the state... to the place... that's even deeper than this one... You know its there... go there now... and when you get there... nod your head and say okay..."

[Wait for the nod and 'okay'. It will probably be harder this time, and each time hereafter.]

"OK... excellent... now what I want you to do is to keep doing that... I want you to keep finding the place that is even deeper... go to that place... and when you get there... nod your head and say okay... and then go to the next one that is even deeper... and do it again and again until I tell you to stop..."

"Nod your head if you understand..."

[Wait for the nod.]

"Begin... now."

[Wait for the nod and 'okay'.]

"Okay... good..."

[Wait for the next nod and 'okay'. Let the subject continue 4 to 5 times, but don't say 'okay' again for the next few times. Then when you believe he is sufficiently deep (as evidenced by barely being able to nod and/or barely able to say 'okay'), say...]

"Good... now stop there... and just notice how amazing this feels ... and you can feel that amazing /wonderful / profound state of hypnosis in your MIND... and in your body... and it feels wonderful... it feels absolutely wonderful..."



8. Change Work

In this section I will go through the method of change work that I use the most. I do not do regressions, psychotherapy (aka talk therapy), or for that matter, **any** kind of therapy.

The term 'therapy' implies treatment. I do not treat anything. That is the purview of medical professionals. However, I hold the belief that the vast majority of maladies that people present with are the result of the conscious mind (CM) and the sub-conscious mind (subC) not being in agreement. My job, as a hypnotist, is to bring these two to a place of agreement, so that the subC - which controls almost everything that happens in the body - agrees to produce the result that the CM desires.

This is why it is necessary to be sure that the subject / client understands what he is asking for. Some things are completely obvious and require no real 'understanding' beyond the obvious. Smoking, weight loss, stress reduction, etc. are among the obvious issues that present clear and desirable results.

However, I have dealt with clients who wanted to have 'total focus' in the ring when fighting, martial artists who wanted to see and feel the 'opponents' that they are opposing in their katas, writers who want to 'experience' their books before they finish final edits, etc. These are all things I have done for people. Not to mention countless hallucinations involving all the sensory systems for role play gamers and other 'imaginative sorts.'

Hypnosis is a VERY powerful tool. It can alter, not only what one perceives with the various sensory systems. It can alter what one believes about what he has perceived, is perceiving, and will perceive. It is just as easy to give a phobia as it is to take one away. It is just as easy to give a toothache as it is to take pain away.

And here is where the ethics and simple intelligence comes in. I don't take the pain away from a toothache because it is there for a reason. If I know that a person has seen a dentist, has had the problem fixed, and the pain is leftover while the repair heals, then I will remove that pain. I do not take away pain that will move the individual to get the medical help they need. However, I will gladly take away pain that is there during the healing process ... as well as using hypnosis to have the subC accelerate the healing process.

ABREACTIONS

In doing change work, I specifically avoid those types of 'therapies' which I believe to be more harmful than useful. I have NEVER found a good reason for doing regressions (apart from forensic hypnosis). It has been my experience that the only time a subject will ever have an abreaction is during a regression. I do not use the term 'abreaction' to mean some small expression of unpleasantness, as many seem to do. Nor do I take it to mean what Dave Elman did. (See 'Hypnotherapy' by Dave Elman for a fuller understanding of how he used this term.)

There are some specific methods used by 'hypnotherapists' that evoke abreactions on purpose to achieve a desired result. I consider those methods to be unacceptable. In my opinion, it isn't right to make a client feel bad when its completely unnecessary to do so. I put it in the same category as 'desensitization'. I see no reason to force a person to 'face his fear' and learn to live with it, when it is so easy to just take it away.

Transition From Deepeners to GB Change Work

Once you have done a complex deepener (one is usually enough), you will begin to transition the subject into change work. It is very simple and takes only a couple of seconds, but makes all the difference when actually getting to the change work the way I do it.

[At the end of the deepener, take a few moments to enhance the state, possibly even adding in trance to the process. This may be done using the 'Touch Deepener' or some other rapid deepener. Then saying something like...]

"Very good... and just enjoy that amazing experience... that deep, profound state of hypnosis... enjoy a deep state of trance... that's right... fully experience that... and enjoy it as it washes over and through your mind and your body..."

[Continue with this type of language for several more seconds, until you see a response in the subject. I typically stress the word mind as this is where the action is anyway.]

[Once you see that the subject is 'having an experience', say the following...]

"And now the conscious mind can enjoy that experience in every way and has no need to pay any attention to anything else I am saying..."

[This following part needs to be very clear.]

"... because NOW I am speaking to the subconscious mind..."

[This line transitions from conscious to subconscious direction. Then the next line begins direct interaction with the subconscious mind of the subject.]

"I am speaking to YOU... the subconscious mind..."

You have actually been dealing with the subC all along. However, this shifts everything into a much more narrow focus. Often telling the CM that it has no need to pay attention produces a natural amnesia for what follows. I find this to be true about 60% to 70% of the time.

Doing this in stages seems to create a better dissociation effect as well. I have found change work to be far more effective when the CM is dissociated from the process. And by addressing the subC directly, you will, in effect, become the primary object of its attention and focus.

The Golden Box

What follows is the step by step process that I use for the actual change work. It has been highly successful for me and can be adapted to nearly anything that is presented to you.

I used to refer to the actual change work portion as just 'The Box'. Then one day I was talking to someone and I said, "It's like the Black Box concept; you put stuff in the top, it gets processed inside, and then what comes out the bottom is the change."

He responded that it isn't like that at all. "In this case, you put the stuff in the top. But then you know exactly what's happening to it. You are using a specific process inside the box to produce a specific kind of output at the bottom. That output is the change that the client has asked you for. That makes it a Golden Box. It is a box that has a controlled process to produce a desired outcome. And Golden seems more appropriate for a positive outcome that makes people's lives better."

Since then I have gone with "The Golden Box" because it makes sense to me.

After the transition has been made, shifting full attention to the subC, the following steps are followed:

1. Acknowledge the subC's control over the situation.

"Up to now... you have been (insert current behaviors - ie. creating a desire for cigarettes, keeping 'Mary' at 200 pounds, etc.)..."

[Going back to the metaphor that the subC is very much like a bright 9-year-old child, this step of approval puts you in favor with the subC and helps to remove any sense of being pushed around or corrected.]

2. Acknowledge that the subC has been doing its job well based upon the information/goal/purpose that it has been operating from.

"You have had your reasons for this... and you have been doing your job very well..."

[This will completely disarm the subC and get it on your side very quickly.]

3. Inform the subC that the information/goal/purpose that it has been working with is no longer 'true' (safe or healthy for the subject).

"But now you know... that this is no longer what is best for 'Mary'... it is no longer what is safest or healthiest for 'Mary'..."

[Note that it says the information is ‘no longer true’ (ie. the weight that the subC has been keeping the person at is no longer what is safe and healthy for the subject.) You are not telling the subC that it has been doing wrong. You are simply telling it that things have changed and it is time to adjust.]

4. Inform the subC of the new/desired/improved information/goal/purpose.

“Now you know that... (desired condition - ie. 135 lbs., being a non-smoker, etc.) is what is best for ‘Mary’...”

[This starts the transition in the correct direction (ie. the new weight goal or for the subject to be a non-smoker.)]

5. Tell the subC that this new goal is what is ‘best’ (safest and healthiest) for the subject. “It is what is safest and healthiest for ‘Mary’... mentally, physically, and emotionally...”

[The subC generally wants what is best for the person. By establishing the new goal as what is safest and healthiest for the subject, the subC will have the necessary justification for making the change(s).]

6. Give the subC generalized, yet specific steps to take to move toward the new goal.

[See examples of weight management & being a non-smoker in this section. In general, you will refer to specific ‘areas’ of change while not being specific about how to make the change. For instance, with weight loss the metabolism needs to be changed, activity levels need to increase, etc. You will not be telling the subC to create desires to only eat raw veggies and have the subject ‘want’ to go to the gym twice a day. The subC knows how to get the subject to whatever weight it believes to be best. Your job is to let give it the ‘new information’ about what is best. So, while I mention the metabolism, I don’t tell the subC how to change it, I only mention that it needs to be changed.]

7. Tell the subC to ‘begin now’ to make the changes in the safest and quickest way possible. “So... starting right now you will (whatever the change is)... “ or

“So starting right now... ‘Bill’ is a non-smoker...” or whatever.

[This sets the starting point for when to make the change. Don’t leave it to the subC to figure out when to begin.]

8. Get agreement from the subC.

[This is done by saying, “Nod your head if you accept and understand this.” Do not ask the subC if it agrees with this because the subC would have to stop and analyze what you have said to ‘decide’ if it agrees. It can accept without having to examine it.]

The comments above represent the general purpose of each step. Following are a couple of examples of this process for specific issues. The number of each step will be in 'curly brackets' {} to let you know what is happening and when in each of the examples.

Weight Management

Before you do the weight loss you must know what they currently weigh and what the desired weight is. Do NOT accept some nonsensical, unhealthy number. A 5'8" female who wants to be 105 lbs. needs another kind of help. And, yes, the following process could be reversed for someone wanting to put on weight.

[This begins with the last line of the Transition.]

"I'm speaking to you... the subconscious mind..."

[Now you will move into the specific steps of the change process.]

"Up to now you have been keeping _____ (clients name) at _____ lbs/kilos (undesirable/current weight)...{1}"

"...and you have had your reasons, and you have done a job of keeping _____ (cn) there...{2}" "But now you know that that is no longer healthy or safe for _____ (cn)...{3}"

"Now you know that _____ lbs/kilos (desired weight) is where (s)he needs to be... to be happy, safe, and healthy... {4}"

"You know that _____ lbs/kilos (dw) is what is best for _____ (cn) mentally, physically and emotionally... {5}"

"You will begin to adjust his (her) metabolism... his (her) activity level... his (her) hungers and appetites..

his (her) cravings... and whatever else you know needs to be adjusted to get _____ (cn) to that healthy and safe weight of _____ lbs/kilos (dw) as quickly as possible.. {6}"

"Starting right now... you will begin to make these changes... to get _____ (cn) to _____ lbs/kilos (dw) as quickly as possible... and you will do all this in the way that is the safest... and healthiest... at all times... {7}"

"Nod your head if you accept and understand this... {8}"

Becoming a Non-Smoker

[This begins with the last line of the Transition.]

"I'm speaking to you... the subconscious mind..."

[Now you will move into the specific steps of the change process.]

"You are in charge... you are the one that has been creating the need for cigarettes... for tobacco... up to now... {1}"

"You have had your reasons... for creating the desires for cigarettes ... the desire to smoke... the desire to have that cigarette... you've had your reasons... and you did that well... {2}"

"But now you know... that is no longer what is good... or safe... or healthy for ____ (cn) ... you now know that is not what is good for ____ (cn)... you know that is not what he needs to be healthy physically, mentally or emotionally... {3}"

"You know that what is better for ____ (cn) is to be a non-smoker... Not an ex-smoker... a non-smoker... {4}"

"And because he is a non -smoker... there are no cravings... cravings are for ex-smokers... ____ (cn) is not an ex - smoker... he's a non-smoker... so there will be no cravings of any kind... and you know that there will be no withdrawals of any kind... because, again that's for ex- smokers and ____ (cn) is not an ex -smoker... he's a non-smoker... "

"There are no cravings... no withdrawals... of any kind whatsoever... and there never will be because they don't belong to a non-smoker... Those things don't belong to a non-smoker... and ____ (cn) is a non- smoker..."

"And if ____ (cn) is around his friends... and they're smoking... that is not going to bother him in any way... If he's around other people that are smoking... it won't disturb him ... or bother him in any way shape or form... It just doesn't matter... that's what they are doing... it's not something he does... It's not what you do... No cravings... no withdrawals... no problem whatsoever... it seems like the most alien thought in the world... to pick up a cigarette and smoke it..."

"The very thought of smoking just seems absurd and ridiculous... like something that just wouldn't and couldn't happen in his reality... it's completely out side of anything normal or real. And it won't happen... The smell of smoke is no problem... no bother at all... if other people around are smoking..."

no problem... no bother at all... they can do what they want ..."

"And should someone offer ____ (cn) a cigarette... it will seem the most natural thing in the world just to say, 'No thanks, I don't smoke...' and every time that happens ... you will give ____ (cn) a sense of inner strength... a good feeling for being a non-smoker...' {6 & 7}"

"Nod your head if you accept and understand this..."

The Hypnotic Blitz

This is what I have my students use during the first day of training, before they have learned the change work methods. It is simple, and utilizes rule number 1 - Never waste a good hypnotic state... EVER!

For purposes of the course, I have my students use this list to give general 'positive' instructions to improve the learning experience. The blanks are there so that if the person in the role of 'subject' has some specific, simple thing they would like to have thrown in, the hypnotist can make a note to remember it and deliver it at the appropriate time.

1. Confidence
2. Ease of learning
3. Easy to remember and recall
4. Feeling good about the training
5. Enjoy learning
6. _____
7. _____
8. _____
9. _____



9. The ‘Magic Mirror’

The following process is one which I developed to be sure that I give the client the ‘complete package’. Earlier in this manual, I referenced the three things that every client will come to a hypnotist for. These are:

1. **To feel good** - This is a general sense of feeling that things are okay and life is ‘good’ (whatever that may mean to the individual client).
2. **To feel well** - This is a physical sense of well-being. It applies whether the client wants to stop smoking, lose weight, have less stress, be rid of a specific pain, etc. Just about anything that cause the client to physically feel better. It is a sense of feeling physically well.
3. **To be happy** - This is highly situational. The changes that the hypnotist makes for every client should have that person leaving the office (or wherever) being happy that they have been there.

To be sure that every client leaves having these three things satisfied, I developed this ‘technique’ to bring the conscious and subconscious minds into agreement, at least a limited agreement.

[You have just finished the change work and asked for agreement. Wait for the nod.] “Good... now _____(client’s name)...”

[The entire change work was done in a dissociated state. The CM was ‘dismissed’ and the change work was addressed to the subC. Now, with this one short line, you are reassociating the CM into the process.]

“That person you see when you ‘look in the mirror’... that person is a person of worth... that person is a good person... that is a person who loves and is loved... a person who cares for others and is cared for... that person you see when you ‘look in the mirror’... is a person of worth...”

[After reassociating the person a moment ago, this part forces a complete dissociation by referring to ‘that person’. Please note also that the phrase ‘look in the mirror’ is set off by saying it as a command. It is an instruction you are giving them to follow. I almost always use ‘a person of worth’ as the desire to be considered ‘worthy’ is something common to virtually everyone.]

“And you know that is true because... you are that person... you are a person of worth... a good person...” (fill in all the other things you mentioned before, being careful to use associated language ‘you are a person...’)

[Now that you have reassociated the person by using the associated language, and associated all of the good qualities back to them, you will now dissociate them again.]

“That person that you see when you ‘look in the mirror’... that person is a person of worth... a good person...” (etc., etc. - just like the first time, except I will tend to only use 2 or 3 of them and the last will always be “...a person of worth...”)

[Then reassociate them again in the same way you did the first time.]

“And you know that is true because... you are that person... you are a person of worth... a good person...”

[Get agreement.]

“Nod your head if you accept and understand this...”

[Move on to the exduction.]

So, to sum up:

1. Do change work with the CM dissociated.
2. Once finished with the change work, get agreement from the subC to make the changes.
3. Then reassociate the CM by addressing the subject by name.
4. Next, immediately dissociate the CM again by having the subject **‘look in the mirror’**, and using the metaphor of a mirror, have them assign positive qualities to the dissociated image in the mirror.
5. Now, reassociate them by telling them that they ‘know that is true’, then ‘you are that person’, and finally, ‘you are ...’ to get them to fully associate with the positive qualities.
6. Next, dissociate the subject again by again giving the instruction to ‘look in the mirror’ and apply those positive qualities to the mirror image. [Note: you need not go through the whole list the second time. Just hit the most ‘important’ ones (use your judgement here, but I almost always include the ‘person of worth’).]
7. Again, reassociate the subject, just as in step 5.
8. Get agreement from the subject that he accepts and understands this. This must occur immediately after the second re-association to the qualities so that the subject is mentally accepting these things as true for himself.
9. Move on to the exduction (wake up).



10. Exduction

It is very important that you know how to bring the subject out of hypnosis in a clean, fast way that leaves them feeling fantastic. The first impression they have when they come out will last. If they come out with a headache or feeling dizzy or tired, this is what they will remember first when they think about this later on.

For this reason, you want them to 'wake up' feeling amazing. You want them to look back on the experience and remember that when it was all over, they felt alert, clear, sharp, happy, energized, etc.

Remember, the wake up/exduction/whatever you want to call it, is just one more instruction you are giving to the subject. It is no more or less hypnotic phenomena than sticking them to the chair, having them forget their name, or seeing elves.

For the longest time I did the wake up very quickly and just focused on the 'awake' part of it. I considered that at the point that I start waking them up, the hypnosis is over. But I realized years ago that I was wrong about that. The exduction is the final (sort of...) hypnotic instruction you are giving in the session. By giving it the attention it is due, you make the experience just that much better for the subject.

Be sure to have your full attention on the subject so you can be sure that they are following each step in the exduction. If they seem to be responding slowly, give each step a little more 'energy', a little more detail.

What follows is my version of the 5-step 'wake up'.

NOTE: For several minutes after the subject opens his eyes he will still be affected by what is said to him. Be sure that when his eyes open and he is out of hypnosis, that you continue to say the kinds of things that will encourage him in feeling good, in success with what was done in the change work, etc.

Five Count Exduction

1 to 5 count exduction - THIS IS ESSENTIAL: Please note that tonality should agree with what you are saying. In other words, there should be congruency when bringing the person out of hypnosis. If the hypnotist sounds tired or the tonality is bland or monotone, this will be reflected in how the person feels when he or she opens his/her eyes.

[FIRST do the setup:]

“In a moment, not now but in a moment, I will count from 1 to 5. When I get to 5 you will be wide awake and alert, feeling absolutely fantastic.”

[With setup in place, begin the following, with proper tonality.]

“**One**... all relaxation leaving the body now”

“**Two**... energy flowing in from every direction, to every cell and fiber of your being”

“**Three**... Head up. Take a deep breath, filling your lungs with oxygen.”

“**Four**... Your lungs are clear, throat is clear, sinuses clear, head is clear, mind is clear and sharp”

“**Five** [clap]... Wide awake! Alert! Feeling excellent / fantastic / refreshed”

NOTE: Continue saying the positive words of step 5 until you get a clear response from the subject that he/she is fully out of hypnosis.

Jeffrey's first contact with hypnosis was around the age of 12. His mother knew a hypnotist and Jeffrey started to hypnotize people as well. He was also very influenced by a popular TV show called "The amazing Kreskin" .

Many years later he started to use his hypnotic powers to change people in a positive way. During the years he hypnotized thousands of people with great success.

Jeff developed some really effective change techniques to help his clients in a powerful and lasting way. He taught his famous "10 step direct hypnosis protocol" all over the world and his system is used by many hypnotherapists with great success.

Sadly enough Jeffrey unexpectedly passed away in December 2014. Let's keep his work vivid...

Rob De Groof Licensed Jeffrey Stephens Trainer



Having started at the theatre Rob finally ended up in the world of entertainment. Already during his childhood he felt attracted to hypnosis and mentalism. After a series of courses abroad his career took a turn and at the moment he's completely occupied with hypnosis and mentalism.

As a hypnotherapist and owner at Hypnosis Centre Belgium he relieves people of all sorts of problems. The Hypnosis Centre (based in Aarschot, Antwerp and Gent) is the leader in hypnotherapy and hypnosis trainings in Belgium. A total of 6 therapists works together with Rob.

As a trainer he has trained several hypnotists for either direct hypnosis as well as street or show hypnosis.

Rob is the director and head trainer of the European Hypnosis Academy





EUROPEAN HYPNOSIS

— A C A D E M Y —

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