



ERICKSONIAN HYPNOSIS

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Ericksonian induction in pop-psychology is most often associated with:

1. The secret handshake induction
2. The hand levitation induction

Earnest Rossi writes, “No longer were rote formulas and verbal commands or incantations needed: A casual conversational approach the evoked the subjects’ own natural areas of interest was found to be more universally effective in facilitating the inner focus and comport so characteristic of trance.” (p. 134 Nature of Hypnosis and Suggestion: Collected Works Vol. 1 Erickson & Rossi)

For all the hype sold online– Erickson's primary approach was rapport rather than trickery.

I am teaching you from the textbooks Erikson wrote—what you are learning is from Milton Erickson, not from a hypnotist who learned how to do Ericksonian hypnosis by watching YouTube videos or buying super-secret training programs

Erickson's description of Deep Hypnosis

A different experience for each participant

Easier to experience than to describe

Trance depth had no bearing on the manifestation of phenomena

Behavior patterns in deep trance operate from the unconscious (vs. subconscious)

Trance is something that is taught a skill that is developed

Stuporous trance (Esdaile state) - Erickson seems to reject the value of it in most situations because of the depersonalization of the subject and the subjects own conscious mind rejecting the idea and appears limited to a therapeutic application.

Three techniques offered by Milton Erickson:

1. The Confusions Technique
2. The Rehearsal Technique
3. Multiple-Dissociation Technique

Confusion Induction Script by Dr. Richard Nongard

Cognitive
Sensory
Relational
Temporal
Role
Identity
Affective
Spatial
Behavioral

“I know you will do well today, because finding a way to access that part of the mind where deep thought lies and learning takes place is easy for a person like you.”

You are not one of those people who is unable to think, but rather one who is interested in how the mind works.

In fact, I bet you are able to be your own hypnotist, entering trance exactly the way that is best for you, simply letting me relax and enjoy this time.

I am sure you feel a sense of satisfaction knowing you possess these skills, rather than sensing dissatisfaction or ambivalence.

Now focus on your hands.

You may either focus on the left hand, that being the right choice, or on the right hand, leaving only one left.

And notice how they feel.

As one enters trance they often feel various sensations of warmth or even a tingling sensation as they relax; but it is not uncommon to notice no change, and just have the ability to focus attention on the hands.

As you relax, notice how you feel perfectly still.

You can focus on those hands, either the right or the left, or even on your feet.

Perhaps noticing the weight of your shoes on your feet. A sensation I wonder if you have paid attention to before?

Your feet are raised by the footrest in that reclineopr, but yet are grounded by the footrest, and many people notice that this affects the feeling of the weight of their shoes, even creating a sense of weightlessness in them.

As you enter trance you may or may not notice a number of varied sensations, or perhaps you will only experience this process.

Anything is ok, this is your time, you are the operator - I am merely following your lead as you go deeper and deeper into a state of hypnosis...”

The Rehearsal Technique:

A client tests a reaction, essentially practices moving into trance mentally, before actually doing so.

A great technique with a resistant client, or someone who has previously worked with another hypnotist but did not experience success.

As a therapeutic script, it can be used to move through a perceived set of behaviors that result a resolution to a problem.

Ideally, by practicing each stage of the process, wondering “what if” a client enters deep trance without a conscious block to the process.

It can be used to induce phenomena—such as amnesia

Is often based on repetition– committing to the subconscious the process for success

Script as induction:

Imagine what it might be like to go into trance. Everyone experiences trance every day, often when relaxing between tasks, or when driving on a familiar road where you no longer look out the windows but allow yourself to spend time with your thoughts.

Now you don't need to go into trance quickly here, in fact, you do not even need to go into trance. But imagine as you sit in this chair, what it would be like if you were to enter a deep trance. A relaxing, very comfortable trance. You might find the eyes are more comfortable closed as you imagine this and take just a moment to imagine what it might feel like. How would your body feel? Would your muscles relax? That's right, they would, wouldn't they?

Now open your eyes (a little fractionation here). Even if you are not hypnotized it's easy to imagine being in that state of trance isn't it (*client gives affirmation*)

I notice you are breathing a little slower and seem more relaxed. I wonder if you close your eyes down now, if you can imagine what it might be like to go into an even deeper trance. Of course, you don't; have to stop paying attention to my voice, you can continue to remain alert, just imagine being in deep trance and what it might be like.....

Language Patterns in this Script:

Imagine what it might be like to go into trance. Everyone experiences trance every day, often when relaxing between tasks, or when driving on a familiar road where you no longer look out the windows but allow yourself to spend time with your thoughts.

Now you don't need to **go into trance quickly here**, in fact, you do not even need to **go into trance**. But imagine as you sit in this chair, what it would be like *if you were* to enter a deep trance. A relaxing, very comfortable trance. **You might find** the eyes are more comfortable closed as you imagine this and take just a moment to imagine *what it might* feel like. How would your body feel? **Would** your muscles relax? **That's right**, they would, **wouldn't they?**

Now open your eyes (a little fractionation here). Even if you are not hypnotized it's easy to imagine being in that state of trance **isn't it?** (*client gives affirmation*)

I notice you are breathing a little slower and seem more relaxed. I wonder if you **close your eyes down now**, if you can imagine what it might be like to **go into an even deeper trance**. Of course, you don't have to stop paying attention to my voice, you can continue to remain alert, **just imagine** being in deep trance and what it **might** be like.....

Rehearsal Script as an intervention strategy — Test Taking Anxiety (future pacing):

The principle here is Emile Coue's, "What the mind can conceive the body can achieve"

I wonder what it will be like to leave the examination knowing you were able to easily recall all

that you have studied? Can you imagine that moment you put the pencil down and find satisfaction in knowing your answers were correct? Imagine what it will feel like to know you did your very best.

If feels like a relief doesn't it, to leave the exam room having done so well.

Now I know you haven't yet taken the test, but you also know now what it will feel like when you are done.

And of course, by knowing how it will end, this feeling must give you a great deal of confidence in your ability to succeed

Dissociation Technique:

Erickson used dissociation in many way, and we will cover more in later sessions. Erickson used dissociation in a technique called “crystal gazing” as a way of combining dissociation with hallucination to create experiential theatre.

A script for a person who claims, “It is impossible for me to be happy”:

I know that right now you do not feel happy. This exercise is not about making you feel happy, but rather to help you see times in life when you were happy. *(This is actually fairly directive and not typical of Erikson to create an association – but the approach I would take at the outset of suggestion).*

Over the next few moments, you will have an opportunity to explore a part of the mind that is often hidden to us, but this creative part of the mind is really quite fascinating. I wonder if you were to close your eyes and imagine being in deep trance if you would be able to also imagine gazing at a crystal ball. I am sure you have seen a crystal ball, like one in a fairy tale or even as a decoration in someone's office or home. Go ahead, close the eyes now.

Imagine gazing at that crystal ball and seeing inside of it a time from your memory when you were younger. Maybe even go back to before you were a teenager and within the subconscious mind, find a time when you were happy at this age an imagine being able to stare into the crystal ball and observe you as being happy at this time.

It is pretty amazing isn't it, how easy it is for the subconscious mind to help you create those images inside of the crystal ball....

Now imagine another Crystal ball, right next to that one, but in this ball imagine seeing yourself at age 21 in a situation or place in life where you experienced happiness. From your vantage point, you can see both of these crystals next to each other.

Now last year was a different time than now, and even though it was not so far in the distance that it would take effort to fix a situation where you were happy last year, you can imagine a third crystal next to the other two where you can observe yourself in a situation or place last year where you were happy.

It is amazing seeing each of these three crystals next to each other, isn't it....

Do you notice how you feel watching these crystals?

Now imagine another you floating outside of yourself, floating above yourself right here, and looking down at yourself watching these crystal holding images of when you were happy and tell that other you what you need to know about the ability of you to experience just the feeling of happiness.

The Milton Model:

The essence of conversational or covert “hypnosis”

The Milton Model:

Use of language to facilitate a person's point of attention and to create an internal experience or dialog with unconscious resources

It's purpose is to invite a person to respond (either internally and experientially or verbally or behaviorally)

It uses artfully vague language patterns to avoid conscious objection by the participant or the imposition of therapist bias into the process

These are the core foundations of persuasion techniques, ranging from sales to seduction.

Therapy is a form of manipulation, as are most human interactions, and this is why therapist ethics are important. They can be powerfully helpful or harmful, depending on the operator and the ego-strength of the client.

A generalization about the Milton Model— In generally the idea is to avoid specificity, because the more specific we are the more likely there is to be opposition rather than rapport.

Example- “As you close your eyes, imagine a heavenly flight of stairs.... The stairs are tall and narrow, majestic and covered with red carpet and a polished brass rail....”

Vs.

“As you descend into an even deep state of trance, imagine you on an elevator, an escalator or a staircase. With each number let yourself drift even deeper as you descend in your mind on the elevator, escalator or staircase....”

Another example:

I usually avoid the word hypnosis or trance. I usually call it a “resource state” I certainly do not use the word “sleep” (although Milton Erickson did—but remember word definitions and usage changes a lot in 60 years)

“as you go deeper into a trance state, achieving hypnosis easily”

Vs.

“As you set aside the day, focusing on your experience here in my office, access that resource state which is most helpful to you today.... “

Key Concepts:

Nominalization — “Any noun you can't put into a wheelbarrow”

To make a noun out of something intangible.

“These **learnings** you have acquired, are useful in almost every situation in life.”

“The **joys** you can count are present in many ways.”

Why use nominalism? To make something concrete, obtainable or change the relationship with something. For example, “owning joy”, is probably more powerful than “feeling joy.”

Our clients also will nominalize in unhealthy ways. Instead of “being depressed” they “have depression”

We can UN-nominalize to take away ownership.

“You have my love” vs. “I am in love”

Unspecified Nouns and Verbs:

These force the listener to “fill in the blanks”. Because people are probably naturally self-absorbed, they often fill in the blank with themselves! This is very powerful because if I say, “People find it easy to go into deep trance” I have not specified which people, or how, or what and so the subconscious mind says, “wow! I am a people! And if people find it (what?) easy to go into deep trance, I must find it easy to go into deep trance!”

We take action on whatever we believe. For example you believed if you paid me for this course, I would send you the access. So you paid me. If a client believes “People find it easy to go into deep trance” and the subconscious mind believes they are a people, what will they do? They will go into deep trance!

Unspecified Referential Indices:

Nouns that do not refer to anything with a capital letter, they refer to something non-specific

“This is so beneficial, isn’t it?” What is this? This is whatever the client attaches meaning to (the session, the process, this time, these words, whatever) and coupled with the suggestion (that this is beneficial) they come to agreement.

In my pretalk: This is one of the greatest things you have done!” (but what have they done? The subconscious mind will find a meaning).

In deep trance: Everybody finds something of value in this experience. Who is everybody? What is something? Which experience? These patterns engage the subconscious mind with, what Erickson found were internal resources and dialogs.

Adjectives and adverbs that compliment:

This tends to gain agreement with the subconscious mind. They get “buy-in” and the acceptance of our presuppositions.

Fore example:

“People are *pleasantly* surprised by the *incredible* capacity to change”

“You will find a **pleasant** surprise by your ability to **easily** recall all the information for the exam...”

Comparison with ‘though ‘as’

“as” created connection and this reduces opposition. It is a way of structuring a direct suggestion within an indirect suggestion.

“Just **as** you can relax here, you can access this state anywhere—at home, at work or even in traffic in your car.”

“If anyone is **as** easily able to relax as you are, they will find it easy to experience deep trance at just about anytime.”

“Just **as** you can create confidence here, you can create confidence anywhere, even in front of a group where you are speaking”

Mind Reading:

“I know you are learning as you experience something new today....”

“You may wonder if it is ok to have thought while you practice hypnosis. It is of course normal for the mind to wander, after all that is what minds do... But instead of following those thoughts, just let them exist without judgment and without following them, returning your attention to the breath.”

“You are curious to discover how relaxed you can become”

Linkages:

The presuppose a link between two things, even when that is an arbitrary relational frame. Students of Steven Hays and contextual psychology will recognize relational frame theory and this is the process for creating those frames. Although in Ericksonian hypnosis we are creating these frames to facilitate suggestion— the therapist should also be aware of the linkages that clients have created that may need to be “unhypnotized” from the subconscious mind.

1. Conjunctions: And, But,

“You are deeply relaxed **AND** that means you are able to easily set aside anything known or unknown that has kept you from success. You can release thing things now **AND** move into this new chapter of life “ (John Cerbone script)

2. Connections in time: As, When, During, While

“**As** you relax you can feel any stress melting from your muscles”

“**When** you breathe in, it is as if you are breathing in energy, confidence and power.”

“**During** this time, you will feel relaxed and know that your time has been well spent learning something new that will serve you not just during this transition in life, but in every aspect of life...”

3. Cause/Effect: makes, causes, forces, because and requires.

“**Because** you have come here today, and set aside time to learn something new, we know that you will be successful at _____.”

“You have lost ten pounds in the past four weeks, and this **makes** achieving your **goal** even easier over the next few weeks.”

“Your devotion to this **requires** you to be successful and this **makes** it even easier to stop smoking without discomfort.”

Lost performatives

Important, essential, good, necessary, right, promise, etc. Words that indicate the performance of something or an action

Lost refers to the ambiguity of who or what. The subconscious mind of course, tends to attach the meaning internally.

“The great **promise** you will experience because you came here today....” (What promise? Plus mind reading plus causality conjunction).

“It is **important** to learn language patterns...” (Why? It forces the subconscious mind to make a connection)

“It is **good** that you came to my office and it’s **benefit** is multi-faceted”

Modal Operators

Direct the subjects experience in a certain direction

“**It is great** that you are able to learn so easily, applying what you have done here today, to new experiences over the next day or two....”

“**this foundation** is one you can build from and quickly achieve your goals.”

Presupposition

Powerful tool in persuasion.

They gain agreement from the subject

Types of presuppositions:

Time: *Before, after, during, continue, yet, already, begin, stop, start, still, while, since, as, and when.*

“You **begin** each session with increased ease at going into deep hypnosis”

“As you **continue** to breath, you will **start** to notice it is easy to experience only each moment, measured as one breath.”

Ordinals: gives the appearance of choice, but really creates a faked alternative since the outcome is presumed

“Do you want to give up smoking now or do you want to have a last cigarette before we begin the session?”

Or: Provides a choice (often faked) Would you prefer to be able to fly in hypnotic sleep or simply without fear but still remain awake?

Awareness: Assumes a statement is true- “Are you aware that you have already become a non-smoker, simply by coming here today?”

Embedded suggestion:

As pointed out in lesson 2, this was a favorite technique of Milton Erickson.

“I don’t know if **you will go into trance** quickly today...”

“Well, **now**.... There will come a point when it is just more comfortable to close the eyes...”

Analog striking: A concept from NLP building on the idea of embedded suggestion I do not put much stock in. Most likely not processed as the hypnotist fantasied, but a lot of fun to teach and sell in a hypnotic seduction class.

Example: The rock band **KISS** owns a football team in LA. It makes **me** wonder if I should start being a football fan **now**. (yes, I know this is an absurd example and that those claiming its validity will make it sound reasonable, but there are probably more effective ways to get the task accomplished.)

Negative Commands:

To NOT think of something require that you think of it in order to rule out thinking about it. For example, “Do not think of a pink elephant” results in thinking about a pink elephant. This is paradoxical therapy at its finest!

“You will not want to go into trance too quickly, enjoying the process of going deeper”

“it is important that you don’t buy that now, but rather, wait until you know that buying it is the right choice for you.”

As you can see, these negative commands can include embedded suggestion.

Double Meaning Words

Words like your, you’re; too, two, to. Words like down, back, and other words can have double meanings.

“it feels good as **you’re** going into trance doesn't it?” The subconscious suggestion is “your are going into trance”

Tag Questions

According to Milton H. Erickson, "Tag Questions displace resistance to the end of a sentence,"

Examples:

“you will find it easy to increase your exercise and activity each day now, **won’t you?**”

“Going into trance is comfortable **isn’t it?**”

“People find it enjoyable to fly on a plane, **don’t they?**”

The More, The More....

As a tool for stacking suggestions and overcoming resistance

“The more you relax, the more you drift into trance...”

“The more you lose weight, the more easily you will find it to lose weight.”

“the more you practice these patterns, the more effective you will be as a hypnotist”

Oxymorons

Word combinations that cancel or contradict each other. The value is that they disarm the critical factor and cause a “pattern interrupt”

Example:

“if you find yourself emerging from trance **act naturally** and continue to focus”

“You are **almost ready** to open the eyes”

“It is as if you are your own **amateur expert**, able to make a decision right here and right now that you know will be correct.”

Somatic Language

Langue that references the body in a way that is a metaphor. Perhaps the most simple metaphor to construct:

“**Face** the day with confidence”

“You have just **scratched** the surface of your ability...”

“You can **rise up** to **face** the challenges, with a new skill...”

NEW SECTION

Helpful Ideas in Hypnotic Communication (Trancework, by Michael Yapko)

- Keep your suggestions simple and easy to follow.
- Use the clients language as much as sensibly possible.
- Have the client define terms experientially.
- Use the present tense and a positive structure.
- Encourage and reinforce the client's positive responses.
- Determine ownership of the problem and the problem-solving resources.
- Use sensory modalities selectively.
- Keep your clients as informed as desired and as is necessary to succeed.
- Give your clients the time they need to respond.
- Only use touch selectively and always with the client's permission.
- Use anticipation signals to announce your intent.
- Use a voice and demeanor consistent with your intent.
- Chain suggestions structurally.
- Build response sets gradually.
- If desirable, substitute other terms for "hypnosis."

SPECIALIZED SUGGESTIONS

(MICHAEL YAPKO)

Accessing Questions

Questions which encourage the client to respond at an experiential level, rather than only verbal are known as "accessing questions".

Focus the client on particular aspects of the experience.

The question should suggest a response - Example: "Can you recall how very soothing and relaxing it is to lie in the warm sun and feel it warming your skin?"

Note: Not to be used in forensic settings; appropriate in the clinical domain only to enhance treatment responsiveness.

Ambiguous Suggestions

Use ambiguity in suggestion to encourage the client's projections.

Ambiguity may surround the desired action, or the meaning of the suggestion.

For example, the statement "One can be quite iron-willed and hardheaded in such matters" - leaves open to interpretation whether the hypnotist is praising perseverance or criticizing stubbornness.

Apposition of Opposites

Suggestions that create distinct polarities of experience.

For example, "As your left hand becomes pleasantly cold and numb, you'll notice your right hand becomes comfortably warm and responsive."

Increased awareness of differences enhances belief and reinforces positive responsiveness.

Implied Directives

Implied directives encourage a response in an indirect way.

The first part of the suggestion structure is the indirect suggestion to do something, from which the second half then directly suggests as response.

Example: "When you experience your hand lifting in just a moment (indirect), you will notice that it feels very, very light" (direct suggestion).

Covering All Possibilities

Enhance responsiveness by encouraging any all possible responses in your suggestion.

Define any specific response as a useful, cooperative one.

Example: "You may find yourself recalling an important memory ... perhaps one from quite early in your life ... perhaps a memory that is very recent ... or perhaps one from somewhere in-between a long time ago and very recent times ..."

Any memory retrieved is thus in line with the suggestion, thus assuring a positive response.

Interspersal of Suggestions

Frequent repetition of key words or phrases within an ongoing flow of suggestions.

Used to deepen the hypnotic experience, facilitate the experience of specific hypnotic phenomena, "seed" (implant) ideas for future reference, or to reiterate an important point.

Example: A *deep* thinker, that is, one who thinks *deeply*, can evolve a *deeper* understanding of the complexities of suggestions, and perhaps even *deeper* understanding of him-or herself in gaining *depth* of knowledge about suggestion" (deepening technique).

Paradoxical Suggestions

Contain what seem to be, at first glance, incompatible or even contradictory components contained within the same overall suggestion.

Example: "You can take all the time in the world... in the next minute ... to complete your inner work of integrating your new understanding."

Example: "As you eat whatever you want to this week, you will choose portions that are smaller than your previous choices and healthier than what you used to choose."

Presuppositions

Assumes the suggested response will happen.

Not a question of whether the response will occur, but only when.

Example: "How pleasantly surprised will you be when you discover that you understand presuppositions?"

Puns

Using humor to reframe is valuable in engaging the client while establishing a friendly and warm emotional association to hypnosis.

Example: "Some people like to do hypnosis with a slow and rhythmic style of delivering suggestions ... even pacing suggestions to the rhythm of the clients breathing ... but you know and I know that the rhythm method is not very reliable... "

Truisms

A truism is a "common sense" observation that appears to be so obviously true and self-evident that it is virtually undeniable.

Generally used to build an acceptance of the suggestion that follows it, as the person evolves an agreeable mindset - establishing a "receptive set."

Example: "Every person is unique (truism), we all know that... which is why you can experience deep hypnosis in your own unique way."

Bind of Comparable Alternatives

Comparable alternatives, a classic double-bind, creates a "forced choice" situation, where both choices are favorable.

For example, "Would you enjoy a deep and satisfying hypnotic experience while you're sitting in this chair, or that chair?"

“Would you rather fly this week or after the weekend to make your first flight to Texas”?

Only useful if the client accepts the bind and responds within the parameters of the suggestion.

Confusional Suggestions

Suggestions deliberately constructed to disorient or confuse the client in effort to build responsiveness, overload an overly intellectual demeanor, and facilitate dissociation.

These advanced suggestion structures are not linear and logical, they generate uncertainty and even anxiety rather than comfort and clarity, and they require greater concentration on the part of the clinician to keep track of where the process is going.

Valuable in interrupting ongoing client patterns of thought and perception, to pave the way for new possibilities.

Example: You can think you consciously understand the point of such suggestions, but your unconscious likes clarity, too, so if you consciously organize around conscious understandings that you unconsciously believe will consciously work for you in unconsciously structuring the conscious and unconscious patterns for knowing consciously at an unconscious level that you can overload someone's ability to comprehend, then... you can just consider using confusional suggestions when they seem sensible to do so.

Time distortion is the phenomena of losing track of our internal time keeper for a therapeutic purpose. It is a prevalent phenomena in trance and something almost all of us is aware of experiencing even in the normal tasks of life.

Time distortion in hypnosis is most often used:

1. As a convincer post session of the hypnotic state
2. As a tool for shifting perceptions and priorities
3. As a mechanism for inducing confusion
4. As a way of altering automatic behaviors
5. For work in regression
6. For work in future pacing

I thought I would share three methods for time distortion. The first is something that I frequently do as part of the induction, the hypnotic induction to free my client from a feeling or association of specific time. Everyone that is participating in the webinar, close your eyes for a minute. Take in a breath letting yourself relax.

With each breath, double the sensation of relaxation. With each breath notice your hear rate becoming smooth and rhythmic and how easy it is to enter a state of deep relaxation. You can even unclench the jaw and relax the shoulder. Allow the hands that are resting in your lap become warm and heavy, very relaxed.

Think of a clock or think of your watch. Imagine the clock hands at 12 o'clock, both the small hands and the big hands. Imagine seeing that clock and realizing that it is no longer important what the numbers on the clock say. In fact, the hands could point to 6 o'clock, 3 o'clock, or 12 o'clock.

It wouldn't make any difference to you. In fact, as you continue to relax, you can let go of the meaning of time letting your clock move from 12 o'clock to 7 o'clock, from 7 o'clock to 1 o'clock, from 1 o'clock to 5 o'clock, from 5 o'clock to 9 o'clock.

Imagining that the hands of the clock not only go clockwise, but can even go counter clockwise, no longer concerned about day or night or morning, a.m. or p.m, 3 o'clock or 9 o'clock. Simply bring yourself to this place and this time, right here and right now.

Because this is only a demonstration, take in a deep breath, feel wonderful and bring yourself back to the chair that you are sitting in, to my voice and to this learning session. During the induction, I will sometimes use that process with clients.

The moving clock imagery to really confuse their time relationships.

Another direct suggestion we can use if we want to use time distortion is that an hour can seem like a minute or an in-direct suggestion. We can say to a client during our session that keeping time is so much effort. It is hard to know what time it is.

That of course tells a client who is experiencing pain that it is hard to know if it is hard to know if it is time to experience the pain because paying attention to pain takes so much effort. By simply taking a minute to enjoy the process of hypnosis, whether at home, work, in the car or at a desk, they can forget about the hands on the clock, forget about keeping time and forget about what time it is.

Also forgetting in the process to remember the pain the feel at certain times of the day. That process is a process of using indirect suggestion to produce the phenomenon of time distortion.

I am going to guide you through a short and brief process here of using hallucination and pain control. Again, everyone close your eyes. With your eyes closed, bring yourself to that point of learning to call hypnosis. Breathe in and breathe out. Each breath relaxing even more.

If you were my client and you were here for pain control, I would probably use some of these suggestions to produce a hypnotic hallucination that could help you, improve your range of experience, provide you with a future progression and become unstuck. Although now your pain level may be high, and although now you may be constantly aware of your discomfort or how un-smiley your face is.

In time, the treatment will come to an end. You will have that surgery, radiation or that medication. In a few weeks, months or years after this you will feel better than ever. You will no longer be in the midst of the trial you are currently in, but will have solved your health problems. You will look back on this time as a difficulty that you passed.

Now imagine yourself a year from now, seeing yourself as you know you will be. No longer healing, but fully recovered. Imagine that, create that image in your mind, and see yourself as you know you will be. Allow yourself right now to feel the feeling that you know you will feel in a year, when the fusion has occurred, the radiation has helped you to succeed.

Imagine yourself doing next year what you can't do right now. Bending the body, moving the body, getting up out of bed and even running. See yourself doing that, that which right now might seem impossible. Involve your senses in the experience.

Picture yourself up out of bed, outside running, smelling the scents of the day, feeling the pavement below your feet, hearing the sounds of the neighborhood, and seeing the radiance of the sun. Of course, we know that everything that is, was a thought first.

By creating this imagery, there is no question in my mind nor should there be in yours, that the future possibilities are endless. What the mind can conceive today, we know the body can achieve tomorrow. Re-orient to the room, pay attention to the chair below you, my voice, the air in the room around you and allow yourself to return to this time and place but with hope.

STORYTELLING AND METAPHOR:

Story: An account of imaginary or real people and events (told for entertainment)

Protagonist—main character, hero with whom the audience identifies (usually)

Antagonist/Challenge/Conflict—three kinds

Resolution/Change: Every story is about change. If there is no change is a story, there really is no story.

Theme/Moral: The message of the story (explicit or implicit)

Metaphor: A comparison or analogy stated as equivalence (i.e. Road Hog, Couch Potato, Rug Rat)

Parable: A story or short narrative designed to reveal allegorically some religious principle, moral lesson, psychological reality, or general truth

Trance: A state in which internal perception has become more important than external perception; or in which a limited aspect of external perception has become so important as to preclude the rest of external perception

Therapy: An activity or interaction intended to bring about rehabilitation or social adjustment

(Definitions by **James Hazlerig** from a workshop presented in Oklahoma City with Richard Nongard. James is a master storyteller with many resources for clinical hypnotists. Find out more

about James Hazlerig at www.HypnosisAustin.com) I always recommend his resources and classes to those looking to advance the skills and knowledge they have.)

WHY TELL STORIES/METAPHOR IN THERAPY:

- They shift filters of perception
- They have unconscious meaning
- They bypass conscious resistance
- Can conceal a confrontation
- Creates relational frames—and breaks relational frames

A METAPHOR IS LIKE A SEED:

It plants an idea in our unconscious mind, germinates in the subconscious mind and comes to action in our conscious mind

Life is a journey, purposes are destinations, means are routes, difficulties are obstacles, counselors are guides, achievements are landmarks, choices are crossroads...

A lifetime is a day, death is sleep; a lifetime is a year, death is winter...

Life is a struggle, dying is losing a contest against an adversary...

Life is a precious possession, death is a loss..

Time is a thief...

Seven Steps to Good Storytelling (Attributed to James Hazlerig www.AustinHypnosis.com)

Eye Contact

The Voice as an Instrument

- Rhythm
- Cadence
- Tonality
- Punctuation
- Silence

Enjoy and Collect Stories

Structure (Conflict/Resolution; Law of Threes)

Show; Don't Tell

Sensory Description

Assign Meaning

Implicit or Explicit

Adapt and Improvise: adapt according to your audience and purpose

So what is Covert Hypnosis?

Recognizing that we are always in trance

Knowing how to direct people in trance to:

- Identify their deepest needs
- Develop strategy for attaining
- Taking action to reach goals

Knowing how to use language to produce response

Knowing how to create emotional responses congruent with desired outcomes

Knowing most

Knowing most effective ways to communicate with people

Helping people with calling hypnosis “hypnosis”

Examples of Covert Hypnosis or Persuasion

1. Car Sales - “Imagine driving this new Pinto to work in the morning!” “Don't you just love that new car smell?”
2. Guy – Instead of using a “line,” he says, “You have a remarkable energy about you! Do you practice yoga or some kind of spiritual discipline?”
3. Parent = “Would you like broccoli or carrots?”
4. Coach who says - “I'm going to teach you a strategy for increasing creativity. Close your eyes and relax... You can listen to each word... or let your mind drift and only listen with your subconscious mind...”
5. Person who seeks agreement to their ideas by saying - “Many people enjoy learning about covert hypnosis...”

Methods of Covert Hypnosis

- Pattern Interrupt – followed by redirecting trance...
- Evoking emotional states and attachments
- Using language patterns
- Being an authority
- Using ambiguous language (promotes agreement)
- Social power (group)
- Being in rapport (negates feeling of isolation)
- Partnering with people (the most flexible has the most power)
- Recognizing internal strengths (flattery)

KEY TECHNIQUES OF ERICKSON IN UNCOMMON THERAPY (JAY HALEY)

AMPLIFYING A DEVIATION

It is characteristic of Erickson's hypnotic work that he attempts to gain a small response and then he builds upon it, amplifying that response until he has achieved the goal. He has often cautioned hypnotists about trying to achieve too much too quickly, rather than accepting what is offered and enlarging that.

AWAKENING AND DISENGAGEMENT

Erickson, like some other family therapists, focuses as much, if not more, upon the achievement of autonomy of family members as he does upon bringing about togetherness

SEEDING IDEAS

In his hypnotic inductions, Erickson likes to "seed" or establish certain ideas and later build upon them. He will emphasize certain ideas in the beginning of the interchange so that later, if he wants to achieve a certain response, he has already laid the groundwork for that response. In this way his hypnosis and his therapy have a continuity, in that something new is introduced but always within a framework that connects it with what he has previously done.

EMPHASIZING THE POSITIVE

Erickson relabels what people do in a positive way, to encourage change. He does not minimize difficulties, but he will find in the difficulties some aspect of them that can be used to improve the functioning of a person or his family. Rather than assuming there is something hostile in the unconscious that must be brought out, he assumes there are positive forces there that need to be freed for the person's further development. When working with couples or families, he does not focus upon their unfortunate ways of dealing with one another but finds an aspect of their relationship that is worth while and that can be enlarged. This emphasis upon the positive appears to come directly out of his experience with hypnosis.

THE USE OF SPACE AND POSITION

Another aspect of hypnosis is a concern with spatial orientation. The ability of a subject to be disoriented in relation to place and time teaches a hypnotist to appreciate that space and time are subjective experiences. A subject can sit in one room and believe himself in another, he can sit in one place and see himself there from across the room.

ENCOURAGING A RESPONSE BY FRUSTRATING IT

Another technique for dealing with resistance and encouraging someone to initiate a response and so make a "spontaneous" contribution is typical of both Erickson's hypnosis and his family work where hypnosis is supposedly not involved. With a hypnotic subject who responds only partially, Erickson has recommended that the hypnotist should inhibit the response. That is, he should direct the subject to behave in a certain way, and as the subject begins to do so, the hypnotist should cut off the response and shift to another area. When he returns to that directive again, the subject will be more responsive because he has developed a readiness to respond but was then frustrated.

ENCOURAGING A RELAPSE

Erickson often deals with such a situation by using a challenge that is a directive rather than an interpretation. If a patient is too cooperative and seems to be recovering too rapidly, he is likely to relapse and express disappointment with the therapy. To avoid this, Erickson will accept the improvement but direct the patient to have a relapse. The only way the patient can resist is by not relapsing but continuing to improve. With this approach, Erickson uses different explanations to make it reasonable to the patient. One of his more graceful procedures is to say to him, "I want you to go back and feel as badly as you did when you first came in with the problem, because I want you to see if there is anything from that time that you wish to recover and salvage." When done effectively, the directive to relapse prevents a relapse, just as the challenge enforces a hypnotic response.

CAUSING CHANGE BY COMMUNICATING IN METAPHOR

When a subject resists directives, one way to deal with the problem is to communicate in terms of an analogy, or metaphor. If the subject resists A, the

hypnotist can talk about B, and when A and B are metaphorically related, the subject will make the connection "spontaneously" and respond appropriately. (Erickson's foreplay script)

ENCOURAGING RESISTANCE

If a subject is asked to have his hand get lighter and says, "My hand is getting heavier," the hypnotist does not say, "Now cut that out!" Instead, he accepts that response, and even

encourages it, by saying, "That's fine, your hand can get heavier yet." This acceptance approach is typical of hypnosis and is also Erickson's fundamental approach to human problems whether or not he is using hypnosis.

PROVIDING A WORSE ALTERNATIVE

One procedure Erickson typically uses deals with this problem by directing the patient in one direction in such a way that he is provoked to go in another. If Erickson wants a hypnotic subject to respond in a certain way, he might ask for a response the subject does not care for, and the subject will then choose an alternative in which he participates fully. As an example, if Erickson wishes a subject to respond with amnesia, he may ask the subject to forget something he would prefer to remember. As an alternative, the subject will forget another item more fully and completely because he has chosen it.