



Clear Thinking Issue 91

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- The secret of instant rapport
- Precision hypnosis distance learning course

The secret of instant rapport

Hypnosis Master Series: How to build instant rapport by going beyond matching, mirroring and leading

Here's a true story. Years ago, when I was a fledgling hypnotherapist, I had a call from a man who had been severely injured in a rugby accident sustained while he was in the military, and who had been left disabled. He wanted help with pain management so he could take an Open University degree. Because of his disability, he could no longer stay with his elite commando unit. I went to see him at home.

As soon as I saw him, I could tell that here was an extremely 'masculine' man. He just exuded testosterone. I intuited that this very overtly macho guy would be pretty suspicious of any man he deemed less masculine than himself. As if to corroborate my appraisal, my eye then fell on his right hand. The word 'HATE' was boldly tattooed across the knuckles. I looked at his left hand. It was the same.

There wasn't much room for manoeuvre with this guy. Or time. The field of hypnotherapy, especially at that time, was awash with new age flummery. I knew I needed to work from his perspective as quickly as possible if I was to have any hope of facilitating a successful hypnotic trance. The merest hint of whale song, flowery gardens, inner wisdom or any of that stuff would have turned him off instantly and I would have lost him. Now I knew that, having served a long time in the military, he knew how to go into trance - though I doubt he himself would have recognized the narrow focus of attention essential to military training and practice as hypnotic experience!

So I set out to *utilize* his understandings and experience. I explained in very down to earth words and as straightforwardly as possible the nature of hypnotic trance - the narrowed focus of attention, the fast passing of time and so forth. He connected to it immediately: "I know what you mean!" he said, "because when we used to march twenty miles with packs on our backs I wouldn't even notice the discomfort or the time passing, I was totally in the zone!" So now all I had to do was to re-evoke a military exercise for this man. In no time at all, he was there in his mind... and from a state of intense focus he was already deeply familiar with, it was easy to lead him step by step from that very alert focused state of mind to a deeply relaxed one in which his mind could achieve the receptivity needed to integrate new ideas, perspectives and abilities for pain control. At the end of the session he said he felt I was the only professional who had ever really understood him...

Continue reading this Hypnosis Master Series [article on instant rapport](#) to learn more about how you can deploy utilization when you want to build rapport quickly with your clients.

Precision hypnosis distance learning course

The quicker you can build rapport, the faster you can get on with the important work of helping your client overcome the difficulty that has brought them to your door. Or maybe it's not a client. It could be a friend, or a relative, or someone you met in the street who needs your help. Fast.

Our [online course in precision hypnosis](#) starts next week on 13 April and there's still a few places left. This course in advanced hypnosis is for the practitioner who wants to take things to the next level and who (while not being in any kind of a rush) likes to see fast results. And likes to know how to get them.

See you in a fortnight.

Mark Tyrrell
Co-Founder
Uncommon Knowledge
Psychology trainers since 1995

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