



Clear Thinking Issue 098

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How to prepare clients for hypnosis

3 ways to prepare your clients for hypnosis – by Mark Tyrell

You've been talking 'normally' with your client about how to address their issue, building rapport, setting goals, and now you're ready to 'do the hypnosis'. Your client shifts awkwardly in their seat. Faint lines of strain appear on their brow as they politely close their eyes, as instructed, while you whisper theatrically into their straining ear... Mmm... something doesn't feel quite right, does it?

The problem is, your beautiful hypnotic induction will almost certainly feel artificial if your client hasn't been nicely *prepared* for hypnosis.

A sudden switch from 'conscious logical awareness' to 'inner creative absorption' can be a leap too far for some. Putting someone into hypnosis should feel like the perfectly natural (and even *inevitable*) result of what's gone before. If you're intentionally using surprise as a hypnotic induction then you should know exactly *why* you're doing so.

But for the most part I think trancework is more effective and productive if we 'soften up' our clients for trance, taking them in and out many times before we ever get to the 'official' hypnosis.

So here are three ways you can prepare your client to feel gradually more and more 'trancey' using the natural conversational style of the pre-talk.

1 Describe their unconscious mind

When we hypnotize someone we need to disassociate 'conscious' from 'unconscious' experience. This is sometimes called 'splitting'. During the pre-chat I might talk about the differences between conscious and unconscious awareness. Talking in this way is in itself hypnotic – and that's the point.

I might say something like:

Now there's a part of you which is separate from the conscious you listening to me right now, and that part knows how to produce dreams at night, it knows how to relax you deeply, it knows how to grow your hair, digest your food and blink... all beyond your conscious awareness. It knows more than you do about many things that happen in your body and your mind. And it's that part of you I talk to when you go into hypnosis...

Talking to someone about their unconscious mind is extremely hypnotic; a great way to conversationally kick-start the hypnotic process. Simply by adding slight emphasis to certain phrases, or introducing a tiny pause at appropriate points, you can enhance the hypnotic quality of what you are saying without yet fully engaging your 'induction' tone.

For example:

*Now **there's a part of you which is separate...** from the conscious you... **listening to me** right now... and **that part knows how to produce dreams at night...** it knows how to **relax you deeply...** it knows how to grow your hair... digest your food... and blink... all **beyond your conscious awareness...** **It knows more than you do...** about many things that happen in your body... and your mind... And **it's that part of you I talk to...** when you **go into hypnosis...***

2 Describe hypnosis to induce hypnosis

Describing hypnosis is hypnotic, but it doesn't feel like a formal induction because... well, because you're just *describing* hypnosis.

But if you deepen and slow your voice a little, adding subtle emphasis as described above, you signal to the client's unconscious mind (without actually spelling it out) that it's time to go inward. I might start to get the client drifting subtly in and out of trance by talking about the nature of what they're soon going to experience more deeply:

When you **go into hypnosis**... you just start to **feel a little dreamy**... sometimes you start to **focus on sensations** in the body... like **comfort** and **warmth** in your hands... or you begin to **notice your breathing**... and the way it... **slows**... a... little... and often the eyelids start to **feel a little heavier**... like they're **feeling sleepy**... and sometimes **images flit** into your mind... of pleasant places... like the way the sky looks so blue on a summer's day at the beach... or the birds sing in the woods sometimes... and when people... **drift into hypnosis**... the muscles in the face often start to smooth out... you **pay less attention** to the room around you... as you really just start to **forget about all that**... and... **drift inwards**...

You see how a conversational description of hypnosis can start to serve as an *indirect* induction. Practice this and you'll find your client's face is smoothing over and their blink response is steadily slowing before you can say: "This is just a chat we're having!"

3 Talk about other people's experience of hypnosis

We all relate to other people's experiences. This is why watching movies and reading novels can feel so compelling – because we *identify* with the characters. You can use this in your hypnotherapy sessions by describing how you hypnotize other people and what happens to them. Like this:

*You know, I was helping someone **go into hypnosis**... the other day... and he asked me... what he needed to do to **go into trance**... and I said...*

*"You know... **all you need to do is... nothing at all... except focus on my words**... and whether you **listen to them**... consciously or **unconsciously**... really doesn't matter..."*

and he was rather curious about this... so I said...

*"As you start to **relax now**... in your arms... and the way that you **breathe**... **deep rest** into those hands and legs... **sometimes**... you'll be consciously **aware**... and **sometimes**... **your mind will drift**... and it will be as if you've stopped... consciously **listening to me**... and both **those responses are fine**..."*

Now this is interesting, because, although ostensibly I'm talking about what I said to another person, the person I'm talking to right *now* hears all the words in the indented text above as if they are *direct instructions* to *them*. This is the famous 'embedded command' technique used within the context of talking about someone else.

The effect is that the client doesn't feel any pressure to respond in any particular way because, basically, you are just talking about someone else!

The beauty of this method is that, in addition to adding emphasis and pauses as above, you can go into your full 'induction mode' at the appropriate places – moving back out again as required, thus priming your client for what is to come.

Using these kinds of approaches is a seamless way of introducing hypnosis into your clinical practice so that, by the time you're ready to 'do the hypnosis', your client could be finding it rather hard to keep their eyes open anyway!

How to prepare traumatised clients for hypnosis

People who have been traumatised and who are still haunted by their experience are typically very stressed individuals. They are on constant 'high alert' and find it very difficult to relax.

Yet, in order to help them easily and comfortably release their trauma and free themselves from flashbacks, nightmares and anxiety, you need to be able to take them quickly and effectively into a deeply relaxed trance state.

So, preparing clients for hypnosis is an essential part of our [rewind technique online training course](#). The rewind technique is a dramatically effective process for removing the effects of trauma (and phobias), and our course is second to none.

The next course starts on 4 November 2010 and you can get a hefty 25% Early Bird discount if you book your place by 14 October. You can participate in this course from anywhere in the world.

You won't regret it - and neither will your clients.

See you in a fortnight.

Mark Tyrrell

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