

Little Known Secrets of a Successful Hypnosis Session

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What went wrong? He lit a cigarette when he left your office. You did everything you could for him. You asked him if he had any questions about hypnosis and he said no. He said he had been to several other hypnotists before making his appointment with you. You assumed he knew what hypnosis was all about. You hypnotized him using your favorite progressive relaxation induction. You used a deepening technique. You didn't give him a depth test because he looked deep enough. You read him the patter and had him visualize cigarettes as having a skull and crossbones on them and were covered with toxic waste. You told him cigarettes would taste like gasoline. What went wrong, you did everything right, right? **WRONG!** You did almost everything wrong. When a person comes to you and says, "I failed with several other hypnotists before booking this appointment with you", you should mentally say "whoopee" to yourself, as he just made your job very easy.

Because the successful hypnosis session should not be an accident. It should be obtained through a standardized general session outline which can be duplicated from client to client. This general, frequently varied, outline will give the individual the tools he needs in order to achieve his goal. Many hypnotists operate with outmoded ideas and concepts. They feel that if the client follows their instructions he will succeed. The hypnotist can frequently, in word or innuendo, give the client the impression that he has the skill and power to make him effect the desired change. **WRONG!** From the beginning, the hypnotist must give the client the knowledge he needs to be successful. In other words you, prior to the actual formalized hypnosis induction, must educate the client concerning hypnosis and what he must do in order to be successful. Prior to the induction he must know that the responsibility of success or failure rests with him, not with you. He must know that you are not some powerful Svengalli type individual, but merely a skilled guide, and that if he follows your guidance and accepts your directions he will surely succeed.

The first requirement for a successful session is to enhance the client's imagination and create within him powerful mental expectancy. The first opportunity to begin achieving this is with the initial telephone contact with the client. You must use the power of waking hypnosis to create within the client the knowledge that he has finally found an individual who definitely has the skills to aid him in reaching his goals or alleviating his problem. How do you do this? It's easy. No matter what the client tells you is bothering with him, whether it be a severe case of the South African Berry Berry Fungus, combined with acute diarrhea and abject fear of the opposite sex all tied into one, when he asks if you can help, your answer is always the same. You simply, and with a voice filled with confidence, say "That's easy. "We handle it all the time." From the time he hangs up until he comes for his appointment his mental expectancy

of success grows very strong. The primary mental law, "What the mind expects to happen tends to be realized," takes control of the clients belief system.

There are three, very different and important parts of the actual hypnosis session. Each part must be completely covered. The first part is the most important part, the pre-induction interview. There are two parts to this interview. First is the presentation by the client. This is when he tells you what he perceives his problem to be. He usually has no real knowledge about his problem at this conscious level of mind, but you need to listen to him anyway; it makes him feel better to vent. This is also the time to learn about the client and establish rapport. The second part is when you **MUST** eliminate any fears or misconceptions he may have about hypnosis. Remember the second hypnotic mental law. "An individual will accept hypnosis in direct relation to the amount of fear he has of the state." This simply means that there is no such thing as a bad subject. That's an old concept with no real value today. **The only thing that can keep a person of normal intelligence from quickly achieving deep hypnosis is FEAR period!** When a person tells you that he can't be hypnotized because he has a strong mind, that is a self protection statement meaning he is frightened. Fear of hypnosis is born from ignorance. Educate the client about hypnosis and fear will be removed.

There are two basic schools of thought on how much information you should give to your subject about hypnosis. The first is to ask the client if they have any questions about hypnosis and just answer those questions. Remember your goal is to remove fear. The individual may say that he knows all about hypnotism and has no questions. Based on this you start the hypnotic process and find that either you get a very light state or the client totally rejects the hypnosis. This is because he had no questions. He **KNEW** that you could control his mind and **MAKE** him do anything you wanted him to do. You see, in this case, you left him with many misconceptions and these misconceptions caused him to have **FEAR!** The client must understand how hypnosis works, what will transpire during the session and that he is in complete control.

The other point of view on educating the client is to use the pre-induction interview as a structured time in which to give the individual an in depth discussion of hypnosis and how it works, including it's limitations. If the individual has previously failed with another hypnotist, it was probably because that hypnotist did not take the time to use an effective pre-induction interview to remove his fears and misconceptions. By educating the person, he will understand why he failed with the other hypnotist and perceive you to be an authority in the work; thus, enhancing his expectancy of success.

The second part of the successful session is the actual hypnosis. There are four parts to this portion of the session. First is the induction. Remember this important general rule about the induction. "The later in the day, the shorter the induction should be. If you are doing a session at 8 p.m. with a person who has had a tiring day don't select a fractional or progressive relaxation induction as your induction of choice. If you do, do not be surprised if shortly, the lilting sound of snoring fills your therapy room. In this case, the use of the rapid Elman Induction would be much more effective than the progressive relaxation induction.

Second, after the induction deepen the level of trance to the point you are sure that you have the somnambulistic state. Test the client to make sure you have this working state by either using the Elman mental count back technique the disguised fractionation test technique or some other test you might prefer. If the client is not quite there, keep deepening through fractionation until somnambulism is achieved. A *disguised* fractionation test works the best.

Third, do the therapy or give the suggestions required in order to effect the necessary change for the individual. It is important to select the right therapy for the client. For example, if the person labels himself with the problem of depression, all the nice sounding flowery suggestions of feeling better every day will just not work. In this scenario, you might need to use a non-directed regression to find the real cause of the depression, followed by the use one of your rapid transformational therapies to neutralize the effect of the trauma and then finish with a strongly compounded, proven, patter script to sweep up any residual emotional debris. You must compound the suggestions until their acceptance by the individual is total.

Fourth. The last part of the session is usually the most overlooked and most often neglected, the post-hypnotic interview. What the client, and many hypnotists, do not understand is that when a person opens his eyes and emerges from the formalized hypnotic trance, they are not truly or totally emerged from the hypnotic state. For approximately sixty to ninety seconds they are still in a hyper-suggestible state. It is critically important at this time that you allow your mind to snap back to your basic hypnosis training, when your instructor was going over the powerful law of compounding. Use this extra minute or so of hyper-suggestibility to use the law of hypnotic compounding to overview and reinforce the therapies and direct suggestions the client has received. Many times, understanding and using the law of compounding at this time will turn a potentially fruitless session into a great success. Understanding and using the law of compounding suggestion is probably the most important tool you will have in your toolbox of direct suggestion techniques having the potential to create instant and permanent acceptance of your suggestions by the client.

Remember, your most important tool is your voice. You must be able to use your voice as a artist uses a paintbrush to create a thing of beauty. The successful hypnotherapist of today no longer holds to the concept that a monotone voice (the hypnotic voice) is the the best use of this tool. The use of voice control during sessions is important because when an individual is in hypnosis, you are talking to the emotional subconscious mind. This emotional part of us quickly responds to emotional words and phrases. If you want to have really successful sessions, when your client is in trance, put plenty of emotion in your voice.

Watch out for the concept of creative visualization. Today's prominent hypnotherapists, except for specialized cases, do their best to avoid visualization techniques. The reason being, it has recently been discovered that statistically, only 18 to 20 percent of the population are not visual enough to create pictures in their minds on demand. When you tell an individual to picture something and he can't, he seems to develop a feeling of not being able to follow your instructions and, thereby, HE

decides that he is a bad subject. Once this happens, whatever suggestions that follow will automatically be rejected. The client usually will not tell you he is unable to create the pictures you are asking him to create. He more likely will just leave when the session is over without the desired change. Since your business is dependent on word of mouth advertising and referrals by your successful clients, you can not afford to allow this to happen.

Another reason to avoid the use of general visualization techniques is the image you are asking the individual to create in his mind could be of something that is very frightening to him which could trigger a potentially violent abreaction. For example, when I was very new in the work after the induction, as a deepening technique, I asked a woman to picture herself on a warm tropical beach. (This was New Jersey in the winter time.) And as she lay on the beach, she would noticed soft fluffy clouds slowly drifting by. And as they slowly drifted, to allow herself to go deeper and deeper into hypnosis. All of a sudden, and to my complete astonishment, her body became rigid and she began screaming at the top of her lungs. After I calmed her down, she looked at me with great anger and said, "How dare you put me there!" Then she told me that a year before, while on her honeymoon at a beach in the Bahamas, her new husband was struck and killed by a bolt of lightning right before her eyes. This created within her a tremendous fear of tropical beaches and fluffy clouds. This was not a smart move on my part. If you must, I recommend against it, use a visualization technique, during the pre-induction interview find out if the visualization you are planning to use is a safe one for your client.

In my opinion, using visualizations during sessions is an inherently slow method of achieving the ultimate goal. With the rapid, non-visual, therapeutical techniques available today, more and more hypnotherapists, except for the specific areas of aiding in disease, are opting to eliminate techniques which will only work on approximately 20 percent of clients.

As you can see, successful hypnosis sessions require more than having good hypnotic skills. They also require having the sessions organized, step by step, enabling your sessions to flow the way you want them to, with you as the controlling factor.

Best regards,
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