

Chapter 3

WHAT YOU NEED FOR HYPNOSIS (Compliance / Expectation / Motivation)

COMPLIANCE

It is essential that your client or patient be willing to follow your instructions without fear or reservation. After the intake and pre-talk and before inducing hypnosis, I make it a point to ask the subject for their commitment to follow my instructions. If they say, "I'll try," I reply something like this, "That's not good enough. Try is the disciple of defeat. Try gives you a back door out. You can tell yourself that you didn't say you would do it. You just said that you would try. We need more than that. I need your commitment that you will follow my instructions at all times. So, if I ask you to imagine that you've got moose antlers and webbed feet, you're going to do it, right!" When the client/patient agrees, we proceed.

Compliance is essential. If you have done your pre-talk properly, the client/patient will be prepared to make that commitment. In the pre-talk, you must establish trust and rapport and eliminate their fears. They must also be aware that you will always work in their best interest and that you will always keep them safe and secure. Without compliance, you will not get far with the therapy.

EXPECTATION

What the mind expects to happen usually happens. If a person expects success they will likely achieve it. Conversely, if he or she has doubts about their chances for success, they are doomed to failure. With hypnosis and hypnotherapy you are talking to the child within the person. If you create a pleasant and appealing picture and establish positive thought patterns (the feeling that the person can in fact achieve their goal), the person will likely accomplish what he or she expects to accomplish. As a hypnotist or hypnotherapist, you are also an inspirational motivator and a life coach. It is your job to help the client believe in him or herself. This must be accomplished BEFORE hypnosis is induced. That “waking hypnotic suggestion,” prior to the induction, will make your job within the session easier by far.

RESISTANCE

Erickson said, “there is no resistance, just a lack of rapport” (or something to that effect). This is very true. If the client or patient is properly prepared, there will be no resistance. This means that they must trust you, they must be fear free, they must be willing to let go of the need to control and allow you to do your work.

Resistance is usually the product of fear, the need to control, a misconception about what role they themselves play in the hypnotic process, or a misunderstanding of what they might experience in hypnosis. Any combination of these factors will prevent success. It is important to educate the person about the hypnotic process. They must understand that one cannot “try” to be hypnotized. Let them know that if they simply relax and enjoy, you can do your job and they can easily accomplish their goal. Most people are surprised when I tell them that they don’t have to “listen” to me. Let

your client or patient know that if they hear you or if they don't hear you it's fine either way. Let them know that if thoughts or images drift through their mind that's fine too. What is important is that they don't try to bring thoughts in, or push them out. I suggest that they just let any thoughts that pass through their mind process naturally.

When working with a client or patient with a controlling personality I will often stop the intake momentarily and tell them something like this. "Listen NAME, if you don't want to follow my suggestions completely, you can do that. You always have the power... its up to you. But if that's your choice, my wife and I will have a great steak dinner on your fee, and you won't accomplish your goal. On the other hand, if you want to accomplish what you've come here for, then trust me, and let me do the work you've paid me to do." This approach has worked well for me on more occasions than I can count. Each situation is different but what remains constant is that you must have a subject who is willing to let you do your work.

WHAT WILL PREVENT HYPNOSIS

The number one thing that will prevent hypnosis is fear. Alleviating fear must be done in the pre-talk. The number two thing that will prevent hypnosis is the person "trying." You must assure the client that hypnosis is a naturally occurring phenomenon. Explain that they can best succeed by not trying. Trying is a product of the conscious mind. Since a hypnotic induction is a process intended to get the conscious mind to step aside it stands to reason that we don't want the client to do anything that would entice the conscious mind back into play.