

Welcome

Week 5 –Module 2 (Part 1)

Aims of Today

- **Recap of week 4**
- Know where to get **Student insurance** for practicing on volunteers outside your immediate circle
- Gain understanding of the **typical stages of a client consultation**
- **‘Putting it altogether’** - . Conducting a **complete hypnosis session from, greeting, initial chat, induction, deepener, suggestion script & release.**

Student Insurance

As soon as you begin practicing on volunteers outside of friends, family or fellow students, you will need to have student insurance. Several Companies offer Student Insurance. These include:

- **Balens**, Phone: 01684 580771 E-mail: block@balens.co.uk
- **Holistic Insurance Services**, Phone: 01327 354249, 0345 2222236
Email: info@holisticinsurance.co.uk
- **Howden Insurance Brokers** Phone: 01924 241945
- **Towergate Professional Risks** Phone: 0330 1235810. Email: commercialnb.riskline@towergate.co.uk

It is advisable to get several quotes to find the right policy for you.

RECAP from Week 4

What do you remember?

- Post-Hypnotic Suggestion
- Types of Post-Hypnotic Suggestions?
- Suggestibility – What affects this?
- Minimal Cues and Signs?

Guidelines for a Typical Client Consultation

- **NB.** This is a 'Typical' consultation, although there are no strict rules, and these are only **guidelines**. A typical hypnotherapy or hypnosis consultation will contain these elements
- Pre-Hypnosis
- The Hypnosis
- Post-Hypnosis
- **Where do you believe the the consultation begins?**

MEET AND GREET

Good to begin with a really **casual chat**, completely unrelated to therapy etc., simply to put them at ease – make them feel **relaxed** and in ‘safe hands’.

For example:

“Hello, come in, take a seat”, etc.

“Did you find your way here OK”?

“How was your day”?

“Where have you just travelled from”?

“Is that work or home”?

“What sort of work do you do?”.

Be **natural, authentic** and **friendly**.



BUILDING RAPPORT

“Rapport is the ability to enter someone else's world, to make him/her feel that you understand him/her, that you have a strong common bond.”

Tony Robbins.

- Building Trust
- Demonstrate genuine interest
- Excellent listening skills
- Develop of sense of connection
- Confidence in you
- Compassion
- Empathy
- Understanding



INFORMATION GATHERING

- Where they ‘**tell you their story**’ and you take their history and the reason for coming to see you.
- Initially, this may be easier if you have a **form** to fill in - either one you give them to complete if it is a short one, or one you go through with them, if slightly more involved.
- With experience, this can be a general **question & answer session**, where your questions get **ever-more probing** - but only appropriate to their previous responses.
- Often, just **listening** is enough, but it is a good idea to occasionally **repeat back** to them what they have just told you, using exactly the same words and phrases . (We will go into much more detail on how to do this, later on).

For example:

“Just to make sure I’ve understood correctly, what you are saying is ...”

- *Echo this with appropriate **body language, mirroring, nodding, leaning forward, etc***
- *Remember to work with the **client’s belief system** - not yours!*

PRACTICAL TIP

Throughout all of this initial conversation or interview - you are looking for 'emotional hotspots' and trying to get a feel for what the client's **BELIEFS** are.

In this **initial chat**, and any other information gathering conversation, you want to get a good understanding of:

(a) *How they see the world?*

(b) *Anything that makes them emotional when they try to speak about it?*

EMOTIONAL HOTSPOTS

- Areas/topics that **trigger emotion** - usually be an indicator of **emotionally charged beliefs**. **Pay attention to these!**
- It may be very subtle – a pause when they are about to speak; a **welling up in the eyes**; looking away, avoiding your gaze.
- Or client may become **overtly emotional** and unable to speak.
- Take a note of these, either for further exploration during the discussion, or to **dig into deeper** during the more hypnotic part.

THE MAGIC QUESTIONS

When it seems as if they really have revealed all you can use the **Magic Questions**.

REMEMBER THESE!

1. *“Is there any area of your life that you feel uncomfortable talking about?”*
2. *“Is there anything in your life that you have never told anybody? ”*

*These **last two questions** can often **trigger an outpouring of information** and lead you onto **further questions and info gathering**, revealing enormous amounts of insight into the client's situation.*

After asking these questions, and the conversation that follows, many people will say that they have revealed more to you in the preceding few minutes than they have ever told anybody - including previous therapists, etc.

Not always necessary, and especially not for simple habits, or straightforward suggestion sessions, but any time you are working with more personal and emotional areas, these questions can be invaluable.

LAST PART OF INITIAL CHAT

- Once you feel they have revealed as much as they can for now, and you have enough to go on, you can ask them if they have any questions.
- This is usually where the chat about **hypnosis/hypnotherapy** takes place & what you are going to do.
- A very **cursory explanation**, based on what they tell me they know about it, and then the final two questions:
 - *“Have you turned your phone off?”*
 - *“Do you need the loo?”*
- Then we are ready to get on with the **‘formal’ hypnosis** itself.
- This initial chat/information gathering could last a few minutes for simple problems, or the majority of the session for more complex and emotive issues.



THE HYPNOSIS

- This is where you begin the 'formal' induction, deepener, work etc., though I hope you realise that by now, many of the clients will already be in a compliant, trance-like state and possibly quite emotional.
- If emotional, just a token induction will be required, not trying to calm them down because you can use that emotion as a guide to take them where they need to go to. In such cases you can remind the client that even though they are feeling emotional, they can still allow their muscles to relax, for example.
- Sometimes, however, no induction at all is required, because the conversation has already achieved that suitable state and you may be able to just **ask them to close their eyes** and away you go.
- If it is a fairly straightforward habit/suggestion type session, however, then a more standard 5-10 minute induction will be appropriate, or whatever you feel is practical or appropriate, and on with the session ...

POST-HYPNOSIS- DEBRIEF

- At the end of the hypnosis, you want to give them time to ‘**come round**’ properly and make sure they are OK before having to leave, try to avoid any major analysis at this point.
- If it is a **habit/suggestion** type session, briefly **summarise** some of the **ideas/suggestions** (possibly finish with an **direct eye-gaze** and mantra)
- If it has been an **emotional session**, make sure they are OK and then let them go and integrate it themselves. You can chat through it with them at the beginning of the **next session**, if there is anything they want to discuss.
- **Payment** - Usually make this the last thing. Some people ask for money at the start of the session but to me that is not great for the rapport building.
- **Goodbye & See You Next Week** - Generally, just a friendly, “see you next time”. Book in their next session.

Putting It All Together

If we take the **practical elements** from these **first two modules**, we now have all we need to carry out a very basic Suggestion Session, which is very often what makes up a session of what is called **Clinical Hypnosis**, or **Solution Focused Hypnotherapy**.

The Key elements are;

- Meet and greet chat with client
- Discussion of an issue they would like help with.
- Induction
- Deepener
- Suggestions
- Release
- Chat at the end

Clinical/Solution-focused Session

- In many hypnotherapy training courses, this is essentially all that you learn. A variety of inductions, deepeners, scripts and releases.
- The better ones will also help you to create more customised scripts and suggestions, which we will also come onto soon.
- The right session like this, delivered in the right way, to the right person, can be completely life changing.
- It can help people release old ideas, and gain new perspectives and transform almost any area of life.
- Provided, of course, that the critical faculty allows the ideas to take root



Practice putting it all together

- Let's just **practice putting together** what we have already, choosing from our inductions and deepeners, and either the Anxiety Release Script or the 100% Confidence Script – two things that most people can benefit from to a certain degree!
- Approximately: 30 minutes each

Instructions for Practice:

- Spend **5-10 minutes** or so chatting with your volunteer subject, to ascertain an area of life where they perhaps like to reduce some anxiety or increase a feeling of confidence.
- **Don't dig too deep for now** - just get an idea.
- Carry out an **induction** and **deepener** of your choice from any you have learned so far or any of your choosing).
- Deliver the **suggestion script**.
- Use one of the **Release** methods you have learned so far.
- Have a chat about the experience
- Write it up in your **Reflective Practice Journal**

Do this with several volunteers **using a mixture of different inductions** and deepeners to help you get a feel of what feels most natural for you.

Practice Sessions this week: Putting it all together!

STUDY TIP:

The aim is not to be “**good**” or “**perfect**” yet. The aim is to get these **basic skills** engrained so that you don’t have to think about them so much when eventually working with a client.

Relax, and enjoy learning and practicing.

- Also consider **recording yourself** and **listening back** to see how you sound and whether you are clear and easy to understand. (Lots of phones have voice recorders built into them these days)

NEXT WEEK -

- **Module 3** - Learning Objectives for Module 3
- Thought-Feeling-Behaviour Loops
- TFB Exercises
- Hand-crafting Suggestions
- Do want Don't want' & exercises