

Welcome

Week 6 – Practice Session
Module 3 (Part 1)

Hand Crafting Suggestions

- In Module 2 we looked at some **generic, pre-written suggestion scripts** that can be very useful, but much **more effective** to make each session **bespoke to the client**. In this way, you are never reliant on scripts and the client will usually feel they are receiving a much more **personal service**.
- If you can discover the **SPECIFICS** of a **person's fear or issue** - and **hand-craft suggestions** that are very **SPECIFIC to the resolution**. These suggestions, from experience, will be much more likely to reduce or by-pass the critical factor ... and therefore, they should stick!
- You will learn to do this very **intuitively**, I actually go through quite a **logical process** to get there, often based around the **Stopping, Starting, Increasing Reducing, Idea**, although we simplify this down now to what I call the **Don't Want, Do Want (DWDW)**.

DEEPEN YOUR KNOWLEDGE

Because the ideas will come from within the client,
using **DWDW** to create hand-crafted suggestions, will
often help to lower the **CRITICAL FACULTY** ...
thereby making the bespoke suggestions more likely
to stick!

Don't Want - Do Want

- Find out the client's '**Don't Want**' – their undesirable **surface-level symptoms**, they would like to **stop or reduce**.
- Find the exact or near **exact opposite** – '**Do Want**' instead, the more **desirable outcome** they would like to have, be, **start or increase**.
- Turn that '**Do Want**' into some kind of **affirmative, positive mantra**, or **hand-crafted suggestion** that can be reinforced through **focus, repetition, visualisation**, and the many techniques available to us.
- Have a big enough '**Why**' to make it worthwhile.
- Be sure to **resolve any resistance** on either side of the DWDW (we'll cover this in more detail later)

DO WANT - DON'T WANT (DWDW)

- As a client is chatting, either during the initial conversation, or during a hypnosis phase, is 'jot' down all their 'Don't Want' and 'Do Want' statements.
- Sometimes these will be **single words**, sometimes they will be **short phrases**, and occasionally **long sentences** that I think are important.

PRACTICAL TIP

If the client doesn't actually know what they want, they most likely will know what they **don't want**. If you can start with what they don't want, then it's often easier to find what they do want – because it will usually be the exact opposite!

EXERCISE: Basic ‘Don’t Want Do Want’.

Duration: 20+ minutes *per person*

Equipment: Notepad & Pen

Practice Partner: 2’s

Background

To help make every session effective and bespoke to the client, we need to be able to **interview the client** to **understand their needs** and **create positively phrased, hand-crafted suggestions** that are acceptable to the critical faculty. The DWDW helps us do this and we can apply it in many ways.

We are going to start by using it to create very **simple, hand-crafted suggestions** aimed at easing **surface level symptoms**.

Instructions

- (1) Take turns playing the role of therapist, client and observer.
- (2) When you are the therapist, ask your client to talk about an area they would like some help with. [If you are the client, choose something real – the more you do this for yourself, the more you will learn].
- (3) Get the client to talk about their **issue** and see if you can begin to jot down initial **Don’t Wants and Do Wants**.
- (4) You may find it easier to go through a list of Don’t Wants first – ie. things about the issue they would like to stop or reduce.
- (5) Once you have a list of Don’t Wants, go through and make a list of equal and opposite Do Wants.
- (6) If they gave you some Do Wants to start with, be sure to ask them for their Don’t Want as well.

Each ‘**Don’t Want**’ should have a ‘**Do Want**’, and vice versa

Enter your details in a simple table like this, leaving the middle column blank for now.

Don’t Want		Do Want
Fail Driving Test Scared of making a mistake & driving badly Get nervous and unable to concentrate		Pass Driving Test Remember I can do it and drive well Stay calm, and focus on what I need to do

(7) If your client only gives short answers, probe a little deeper with questions like:

“What’s that like?”

“In what way?”

When you are the therapist make sure you fully understand the two **opposites** your client is presenting – and make sure they are reasonable opposites, with the Do Want phrased POSITIVELY.

e.g. Don’t Want = Alone. Do Want = **Not Alone (Incorrect)**

Don’t Want = Alone. Do Want = **Be with Someone (Correct)**

PRACTICE TIP

This is an exercise in interviewing your client and gathering information. Remember to be **kind and non-judgmental**, but also remember to make sure it is **productive**, not just an informal chat.

NEXT LESSON

- **Module 3** – (Part 2)
- Mind the gap
- Core Limiting beliefs, and The E.S.C.A.P.E. Method