

# **Welcome**

**Week 10 –Module 4 (Part 2)**

# Aims of Today

- **Recap of Week 9** – What do you have learned
- **Andrew Newton Induction & Deepener**
- **Goal & Achievement Plan**
- **Power Within me suggestions**
- **Observation Exercise**

# Recap – Week 9

What do you remember?

## FLUID QUESTIONING:

Natural Clean Questions

Unfinished Sentences

Client Language Feedback

Linking Phrases

# Practice Exercise: Combining Fluid Questioning & DWDW & Hypnosis

**Duration:** 30-60 minutes per person

**Equipment:** Notepad & Pen

**Practice Partner:** Individually or 2's and 3's

**Background:** The aim of this exercise is to practice bringing together the **key elements** covered so far so that you can put together a **bespoke, solution focused session** for a client.

## Instructions:

- Interview the client using **Fluid Questioning**
- Create a **Don't Want Do Want** Type list around a **specific issue** (using the questioning methods to probe a little deeper now)
- Look out for **Core Beliefs**
- Create a new set of **Hand Crafted Positive Suggestions/Mantras**
- Help the client relax into **hypnosis** using an **induction** and **deepener**
- Deliver the **suggestions**
- **Release** and return the client to normal awareness.

# Andrew Newton Rapid Relaxation Induction

- Andrew Newton is the Hypnotist that trained **Paul Mckenna**. His book, "*All In The Mind*". he is extremely knowledgeable, has a lot of experience and a lot of value to teach. <https://www.newtonhypnosis.com/>
- This technique and variations of it can be especially **useful** if you need to induce hypnosis quickly and can also be taught as a form of **self-hypnotic relaxation** for people to use in their daily lives.

## THE PROCESS

- Can be used as a similar process to the **Magnetic Hands routine**, whereby the client is usually sitting in a fairly upright chair and is asked to practice tensing and relaxing areas of the body in a specific way, as a **'practice run'** once or twice initially, before then doing it "for real".

# Andrew Newton Styled Rapid Induction Script & Visualisation Deepener

Experience it ...

# Setting Meaningful Goals For Therapy

One of the **Learning Outcomes** for the Diploma states the importance of **setting meaningful goals** during the initial session, as this:

- (a) This helps ensure you have clearly understood the clients expectation
- (b) And, allows you to **monitor the progress** towards those **goals** as therapy progresses.

Here are some principles to bear in mind:

- Identify what your client would like to work on, and write it down. Check with them that you have understood correctly.
- Keep the **Goals Positively Oriented and Specific** (these can be in small, manageable steps)
- Discuss how the client will know when they have resolved their issue.
- You can also set '**homework**' so these could be included in their Goals.
- Make sure the client understands this is a two-way exercise and they need to be motivated and engaged to succeed.
- Establish a timescale.

# Goal Achievement Plan

- A “**Goal Achievement Plan**” helps people to be able to actually achieve their goals. ANYONE can SET goals - achieving them is something entirely different.
- What often occurs is that we create or set a **Dream/Goal/Vision**, we struggle to achieve it and then end up feeling as if we have failed or fallen short.
- And a common mistake is to focus on the difference between where we are and where we want to be (the Dream) –
- This can create a sense of ‘**not enough**’ or **insecurity** or powerlessness or dissatisfaction.
- These **negative feelings** can then create a **vicious circle** that influence our behaviour in a negative way and the **Dream remains a dream - forever unrealised.**

## NOTE

Many people will set a goal for themselves and try to achieve it but actually that goal is really no more than a dream - something that they would like to happen, but really has very little chance of happening.



# Goal Achievement Plan

- In the **Goal Achievement Plan** you can change a person's focus away from the end result, to some degree, and instead focus more **onto *creating the right conditions***, for the end result to come about.
- Thereby dramatically **increasing the chances** of actually realising **the dream or goal**. It is often summarised as **“the process, not results”**.

As a result, this plan is essentially divided into **two sections**:

The Dream or Vision (i.e. the end result)

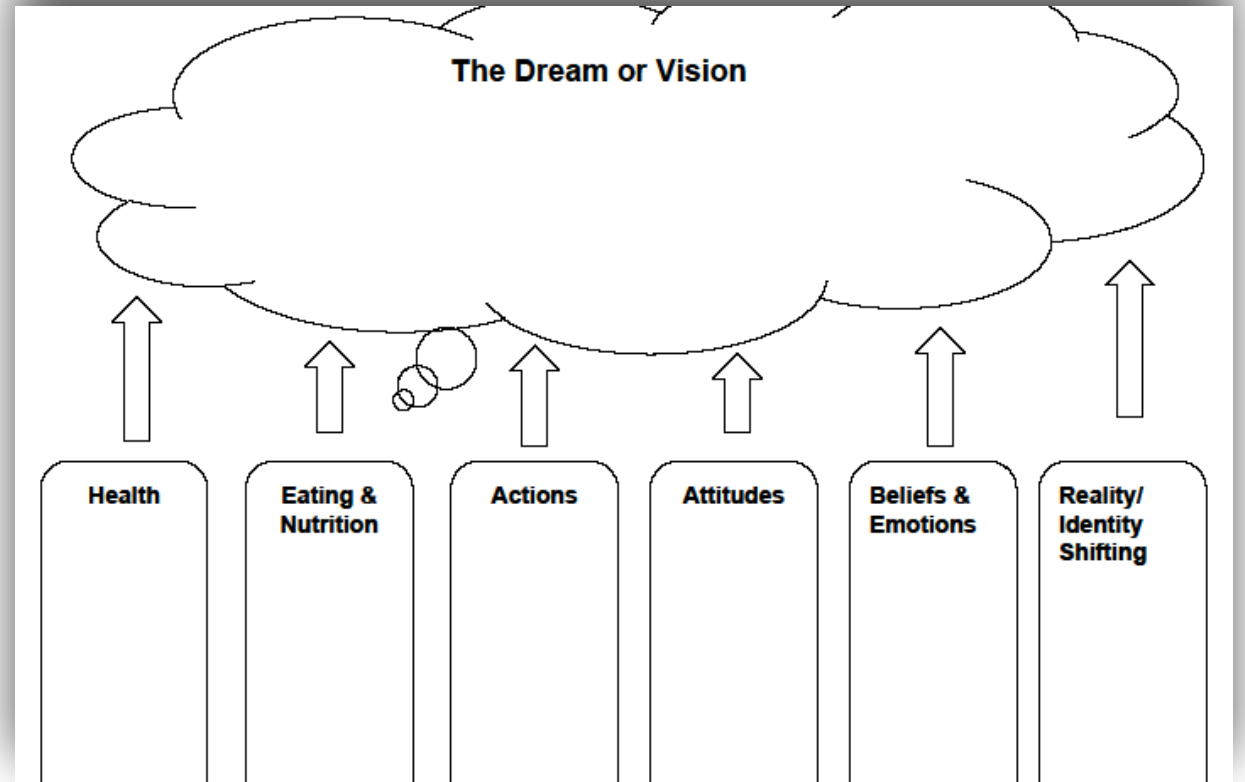
The ‘Stepping Stones’ Boxes (i.e. the steps that will create the right conditions)

The **“Goal Achievement Plan”** is really the amalgamation of a whole variety of **goal setting methods**.

# STEP 1 - THE END RESULT, GOAL, DREAM OR VISION

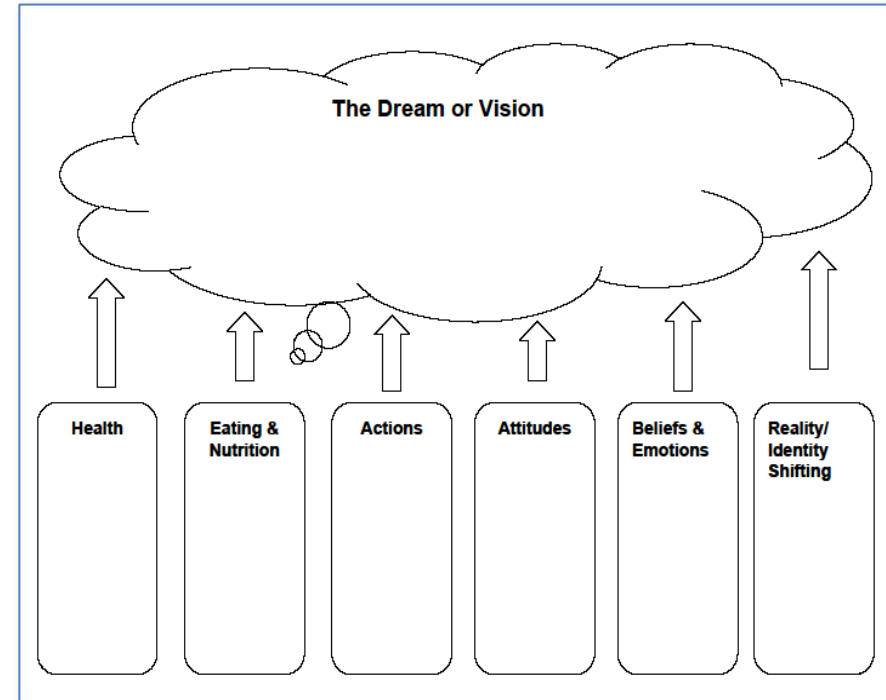
- In the Goal or Vision section you create a scene in your mind of how you will be, look, feel, etc. in the moment you realise and appreciate that you have **achieved your Goal**. Examples could be:

- Completing this course.
- Getting your first paying client.
- Fitting into a special item of clothing for a special event.
- Winning a competition.
- Gaining a promotion.
- Forming a loving relationship.
- Transforming your health and fitness
- Anything that you wish to achieve, accomplish, or attain.



## STEP 2: THE STEPPING STONES

- The ‘**Stepping Stones**’ are the specifics/ tactics that you can, and will do, or be, in order to *create the right conditions* that will increase the likelihood of bringing about the ‘**Goal**’ in Step 1.
- As long as you are doing and being the ‘Stepping Stones’, you should actually be **realising and achieving your goal, moment by moment and day by day.**
- The **psychological benefit** of this is that **you can feel good**, you **can feel successful**, you can feel that **you are achieving**, even if you haven’t realised the Goal yet.
- This feeling will not only **improve the quality of your life now**, **before you have attained the ‘Goal’**, but will also create a **Virtuous Circle** to help **keep you motivated and achieving the daily goals** in your ‘**Stepping Stones**’ boxes.



### TIP

*“Success is the progressive realisation of a worthy goal or ideal”*

Earl Nightingale, Co-Founder Nightingale-Conant Corporation.

# 100% GUARANTEES?

No-one can **100% guarantee** you will be able to,

- Change your body size and shape to fit into some special clothes by a certain time or date;
- You winning a competition
- You will get a promotion
- You a loving relationship
- You will have a successful business
- Guarantee you will ever really get anything you want!

*“No plan of operations extends with any certainty beyond first contact with the main hostile force”*

Helmuth Von Moltke The

Elder

There are just **too many variables** that can influence what happens.

But if you use this **Goal Achievement Plan**, you can **100% guarantee** that you will be **steadily moving towards your Goal**, realising it **in stages** and **thereby increasing the chances of finally fulfilling it.**

People are often happy if they can at least make some progress towards their goal - even if they don't achieve it yet, and the **G.A.P.** is great for that.

# Developing The Goal

- There are many differing opinions on goal setting and, after experimenting considerably with this, they generally fall into **TWO types of goals**:
  - **S.M.A.R.T.** – (Possibly “Boring” ...) - practical - but doable with persistence, discipline and focus.
  - **Specific** (simple, sensible, significant).
  - **Measurable** (meaningful, motivating).
  - **Achievable** (agreed, attainable).
  - **Relevant** (reasonable, realistic and resourced, results-based).
  - **Time bound** (time-based, time limited, time/cost limited, timely, time-sensitive).
- **Inspirational goals** - Seemingly almost impossible but “*why the hell not?*” type goals, that will require a **major shift in identity and beliefs**- as well as **persistence, discipline and focus**.
- Many people set **Inspirational goals** - when they should really be setting more **practical goals first** ... simply because they don't have what it takes yet to make the major shifts. They can - but if they are not used to making big shifts in beliefs and identity, they will most likely end up feeling like a failure.
- For some people, the **inspirational goals are essential** in order to create the **desired changes**.

# INTERESTED OR COMMITTED?

- It is absolutely **essential** that the **Goal is inspiring** at least to **some degree**. **Because, if it doesn't really matter**, then there probably **won't be enough incentive** to cause the **inner shift** required to bring it about.
- Another way of **assessing your motivation** is to assess whether you are **merely interested** in achieving your goal, or **committed** – ie. it is something you **HAVE to achieve**.
- We **don't want to create any anxiety or stress** about **not achieving**, because that will be **counter-productive**...
- But if you **HAVE to achieve something**, your mind will often **dig deeper** and **find solutions** that have previously been overlooked or to ignore

To **increase motivation**, you can use these Coaching type Cartesian Questions

- What *will* happen if I *don't* achieve this?
- What *won't* happen if I *don't* achieve this?
- What *will* happen if I *do* achieve this?
- What *won't* happen if I *do* achieve this?

## GOAL SETTING TIPS

- ‘Think Big’ - Research suggests that the **bigger and bolder the Goal**, the more likely you are to **shift your patterns** in order to bring it about.
- **Make It Believable** - If you can imagine it AND believe that it is technically possible, then **YES, you can achieve it.**
- **Be Specific**, especially with the feelings – get at least **3 positive feeling words** or **phrases** that summarise how you/the client wants to feel as a result of achieving the goal.
- What kind of **thoughts and beliefs** do you/they have in this **Goal**?
- What is the **outlook on life** like, and how different is the lifestyle and daily routine?
- Be very, **very specific** with the **FEELINGS** because it is those feelings that will provide the inspiration and motivation for the ‘Stepping Stones’
- Once you have an **inspiring goal** that is quite a stretch but technically possible, about which you or the client can feel as if they simply **HAVE** to achieve, then you can move onto the **‘Stepping Stone Boxes’**

## REMEMBER

*“What the mind can conceive, and believe, the mind  
can achieve”*

Napoleon Hill, “Think & Grow Rich”



# Creating the 'Stepping Stones'

The 'Stepping Stones' boxes are really a set of very **specific** and **practical steps** you can take and develop **mini goals** that you can achieve right now. The categories will vary from person to person, and depend on the nature of the overall goal.

**HEALTH & EXERCISE** - What can you do right now that will start to make a difference to your **physical health** - even if it is only a few minutes a day or equivalent? Take a few moments to stretch each day? Walk up stairs instead of lift? Join a class of some sort? **Keep it simple and achievable.**

**EATING AND DIET** - What simple changes can you make to your **eating and diet**, right now, that you KNOW will make a difference to how your body feels? Reduce alcohol? Bread-free one day a week? Introducing something 'natural,' into your diet? Cut down on sugar? More natural foods? Remember to keep it simple and achievable.

**PERFORMANCE** - If you were to **change** or **introduce ONE thing**, that others won't, what would that be? How can you become better at what you want to do? What **one thing can you do NOW**, that you have been thinking of doing, but never got around to? Can you do it now, today? Can you tick one thing off a list, each day? Again, keep it simple, achievable and doable

**ATTITUDE** - Which **ONE** thing, at least, can you change about your attitude - either to yourself, to others or to life, that can have an immediate positive impact on yourself and others? Stop judging or criticising? Stop complaining? Stop blaming? How can you begin being different, right now, both towards yourself and others?

**BELIEFS** - What do you need to believe in order for your **Goal to be realised**? Make a note of these beliefs and ensure they they begin to form part of your self-talk, every day. Make it part of your day to say them to yourself to reinforce these beliefs. Consider creating a set of **Self-Hypnotic questions**. Make changing your thoughts and beliefs something that you actively DO, each day!

**REALITY SHIFTING** - Every successful person, either knowingly or unknowingly, carries out **Reality Shifting exercises**. You (or your client) want to shift from an **Old Reality to a New Reality**. The old reality is where you are now.

The **New Reality** is the one in the **Goal**. For the New Reality to be realised AND sustained, it **MUST** become a part of your NEW inner landscape.

**IDENTITY SHIFTING** - **Who do you need to become**, in order for this to be sustainable? What do you need to let go of? How do you need to **BE** different, than you are now?

# Putting Into Practice

- Dedicate a portion of time (a few minutes maximum a day is more than enough), to focusing your mind onto the New Reality - the Dream - you are wishing to create. And then forget about it!
- Then for the rest of the day, just get on with applying the principles in the stepping stone boxes.
- **This is extremely important:** Many people will focus only on the Goal and continually judge the difference between there, and where they are now.
- What you (or your client wants to do) is set aside deliberate, focused moments where you implant the idea, the image, the feel of the Goal in your mind - and then let it go and focus on fulfilling the 'Stepping Stones' Boxes. It is the doing and being of those that will really shift your reality.

## REMEMBER

*"If you wish to win a bicycle race, it doesn't matter how much positive visualisation you do, at some point you still have to get on the bike and start pedalling."*

A.Parr

# A Goal Achievement Plan will give you ....

- Give you the **right attitude**, it will give you the **right motivation** and **inspiration** to follow through on that attitude, with the things you do and the way that you are.
- Remember, whatever our goal, we will only have that goal because we think that **achieving it will help us feel better** in some way.
- Those **feelings** will almost certainly be a reflection of **core beliefs**. Wanting to increase our sense of:
  - **Enoughness**, (self-worth, feeling good about ourselves)
  - **Safety** (and/or security)
  - **Control** (and ability to influence what happens to us)
  - **Acceptance**, (connection, inclusion, purpose, place in the world)
  - **Pleasure** in relationships
  - **En-lightenment**, (freedom and a new perspective)

# Choose Peace

“Above All Else I Choose Peace”

*“If we **probe deeper** still into the **reasons** for each of the goals or reasons for different areas of change, what we really want is peace.*

*And what I have found is if you make a **sense of PEACE** your **primary goal**, whilst focusing on your **everyday goals**, it tends to put you in the **better frame of mind** for achieving them - and it.*

*I then combine this with statements from the boxes, to create a lot of **mantras and suggestions** but remembering that, above all else, **what we really want is peace**”.*

# THE POWER IS WITHIN YOU SCRIPT

“Feel around for that area of your life that is challenging, or seems difficult or is causing any kind of struggle, pressure, anxiety or whatever it may be ... and know ... with absolute certainty ... that whatever challenges lie ahead of you they are nothing compared to the ‘**Power Within You**’.

Whatever challenges lie ahead of you are nothing, nothing, compared to the **Power Within You**.

And you can remember that ... and ... if it’s ok with you, **my voice will go with you**, just being there with you, for you, supporting you, helping you, encouraging you, reassuring you and reminding you, wherever it is useful ... and wherever it is appropriate.

Whatever challenges lie ahead of you are nothing, nothing, compared to the **Power Within You.**”

# Homework - Putting It All Together

You now have the knowledge to:

- Interview a client you have never met before and have no background knowledge of.
- Help them drill down into what they Don't Want and what they Do Want.
- Look for core beliefs in the discussion
- Look for fears and emotions.
- Gain an understanding of what they need to think, believe or feel instead of what they have been, in order to facilitate what they do want.
- If appropriate, create a Goal Achievement Plan.
- Relax the client into hypnosis, deepen the state, and deliver suggestions, whether by script or hand crafted, including things like "*The Power Within You*", and return the client to normal awareness.

## Observation Exercise (15-20 minutes)

- When clients are **processing information**, either **consciously**, or more **subconsciously** during hypnosis, they often display a variety of subtle (and sometimes not so subtle) **indicators** as to **how they are feeling inside**.
- These **are on top** of the Minimal Cues (Signs Of Hypnosis) discussed previously.
- It can be important for you to notice these, so that you are as aware as possible as to the client's **current emotional state**. E.g. if something you have said has **triggered** an **adverse response** in the client - however minor or subtle - it is useful for you to be able to spot this so that you can **adjust the session or your delivery accordingly**.
- This is a great observation exercise to help you become more aware of the **non-verbal signs** we all give off. It is a fairly standard NLP-type practice exercise.



## Instructions

Ideally work in groups of 3 or more but you can do this in pairs if need be, where the “Therapist” & “Observer” are the same person.

### STEP 1 - ACCESS THE NEGATIVE

Person 1 (Subject) sits in a chair with Person 2 (Therapist) & Person 3 (Observer) close by. The Therapist then tells the Subject ...

*“I want you to take a deep breath and, as you breathe out, close your eyes and remember a time in your life when something did not go well for you ... in fact, something that made you feel bad in some way ... but don't say it out loud.”*

- The aim is for the Therapist to be **encouraging** the subject to access and remember a negative feeling – NLP practitioners might call this a ‘Stuck State’.

*“Immerse yourself in the memory, remembering the feelings, the emotions, how you felt, feeling them now as if you are feeling them once again, and take a mental snapshot or picture of the scene, the feelings and emotions as well.”*

- Keep encouraging this for a few minutes.

## STEP 2 - OBSERVE THE NEGATIVE

Whilst this is occurring, both Person 2 (Therapist) & Person 3 (Observer) take notes of any signs they see, including:

- Eye Movements
- Body Movements
- Body Posture.
- Facial Expressions
- Muscle Tensing or Relaxing
- Breathing
- Skin Colour changes (especially face and neck)

## STEP 3 - BREAK THE STATE

- When finished observing, the Therapist asks the Subject to keep their eyes closed but to clear their mind, and bring their attention back to the room (eyes still closed) and take a deep breath in and out to break the previous state.
- The Therapist then asks simple questions such as where they live or how did they get here today, in order to help clear their mind.

## STEP 4 - ACCESS & OBSERVE THE POSITIVE

- Now the Therapist asks the Subject to repeat steps 1 and 2 but this time think of a time when something went really well, **POSITIVE**, once again immersing themselves in the memory, taking a **mental and emotional snapshot**, while both Therapist & Observer observe and take notes, as before.
- You are now encouraging the Subject to access and remember a more **positive set of feelings and emotions** - NLP practitioners might call this the '**Success State**'.

## STEP 5 - BREAK THE STATE

- When finished observing, the Therapist again asks the Subject to come back to the present, eyes still closed, and again clear their mind, aided by asking simple questions about something very present in their life (Breakfast? Holiday? Job, etc)

## STEP 6 - MAKE A CHOICE & OBSERVE

- The Therapist now asks the Subject to privately choose one of the previous memories, again immersing him/herself in the **feelings and emotions**, while both Therapist and Observer try to work out whether it is the 'Good' or 'Bad' memory, based solely on their observations.

## STEP 7 - SWAP PLACES AND REPEAT

- Each person gets to experience each position - Subject, Therapist, Observer. Write up the experience in your Reflective Practice Journal.