

ANDREW **PARR**

Practitioner Academy

Welcome

Week 5 –Module 2 (Part 1)

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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'** - . How to conducting a **complete hypnosis session from, greeting, initial chat, induction, deepener, suggestion script & release.**
- **Practice: Greeting and Initial Chat** with each other (15-20 mins each)

RECAP from Week 4

What do you remember?

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

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.

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?

The Initial Contact

Telephone Consultation

- Possible 15 minutes chat (I do this)
- Build **initial rapport**
- Find out what they'd like to achieve.
- Relax the client, before you even meet.

Begin to build the relationship right there!



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.”

Motivational speaker Tony Robbins.

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



INFORMATION GATHERING

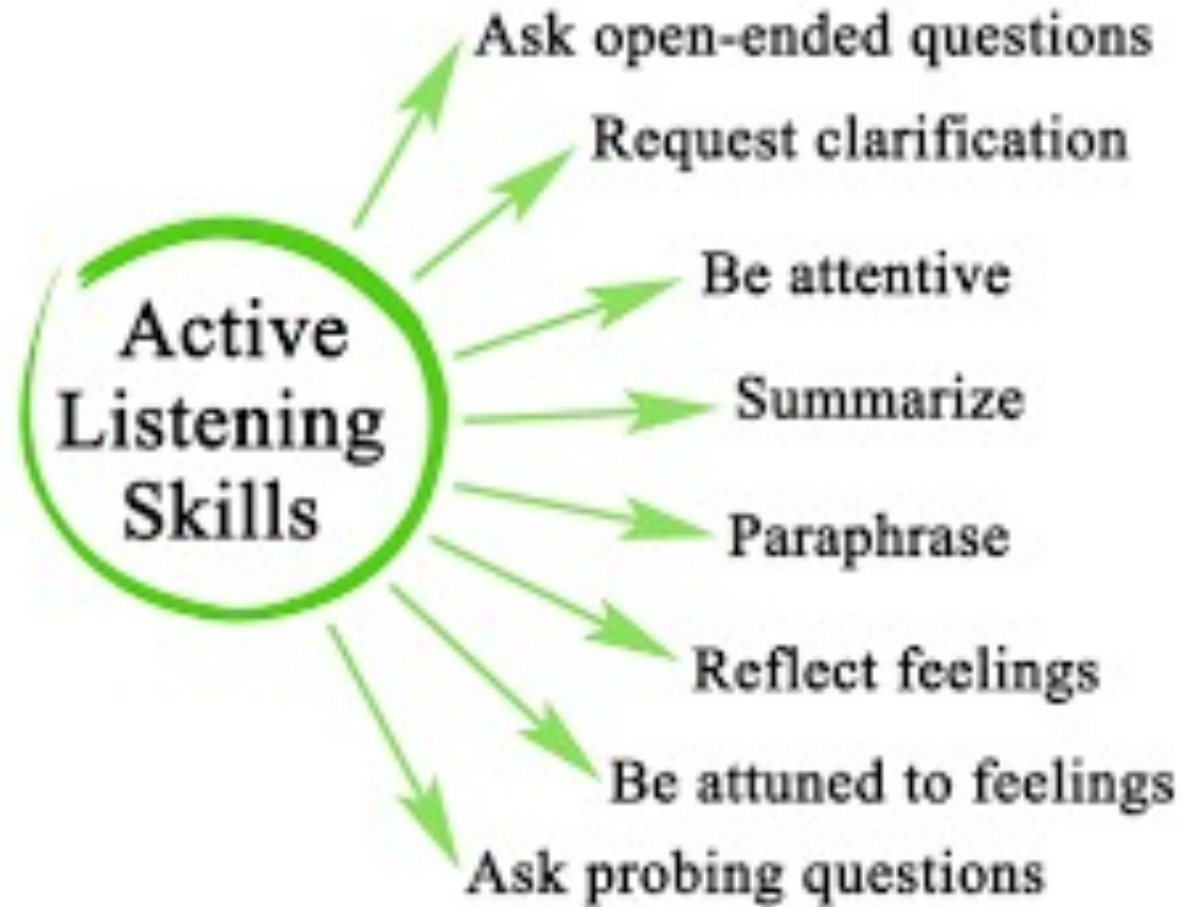
Where they **'tell you their story'** and you take their **history** and the **reason** for coming to see you.

- Initially, 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. (I email this after the phone call, and refer to it)
- With experience, can be a general **QUESTION & ANSWER SESSION**, where your questions become ever-more probing - but only appropriate to their previous responses.
- Often, **ACTIVE 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 only with the **CLIENT’S BELIEF SYSTEM** - not yours!*



EMOTIONAL HOTSPOTS & CLIENTS BELIEFS

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?*

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.

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, Andrew suggests you ask what he refers to as, 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 and beliefs**.

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?”* (Usually make a joke saying, *“I hate asking that”*)
- 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 realize 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, but Andrew recommends avoiding any major analysis at this point.
- If it is a **habit/suggestion** type session, briefly **summarize** 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 week**” type chat, but occasionally (just when they thought they had finished) I will do a **direct, eye-gaze exercise** as they leave. We’ll cover that later.

Practice: Initial Chat

In groups of 3, practice

1. Initial chat & Rapport building

2. Information gathering & discuss the issue they'd like to resolve.
(Don't dig too deep for now - just get an idea.)

3. Explanation about the **Hypnosis**, what will happen, etc

(Allow 15-20 minutes each person)

NO HYPNOSIS, just the chat for today.



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 **customized 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 THIS WEEK

- **Putting it all together - Basic Suggestion Session**, which is very often what makes up a session of what is called **Clinical Hypnosis**, or **Solution Focused Hypnotherapy**.