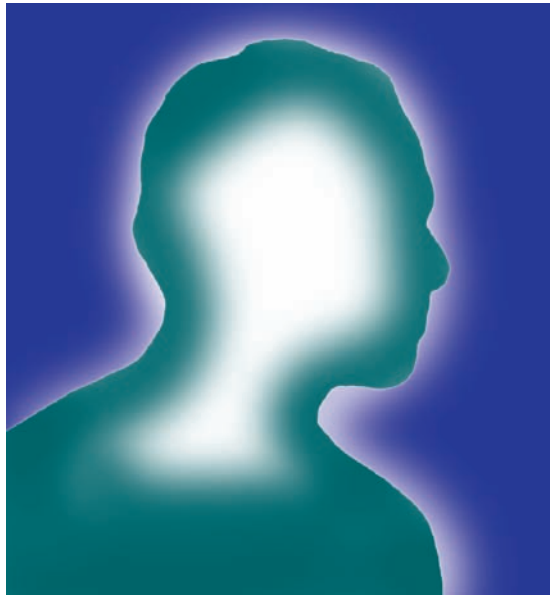


# HYPNOSIS

A COMPREHENSIVE GUIDE

**Producing Deep Trance Phenomena**



**Tad James, MS, PhD**  
with  
**Lorraine Flores & Jack Schober**

# *Hypnosis*

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## *Table of Contents*

<i>Foreword</i>	.....	iii
<b>Chapter 1</b>	Introduction—The Mind/Body Connection.....	1
<b>Chapter 2</b>	A Brief History of Hypnosis.....	9
<b>Chapter 3</b>	Trance.....	17
<b>Chapter 4</b>	Milton Model Patterns of Hypnotic Language.....	27
<b>Chapter 5</b>	Utilization.....	35
<b>Chapter 6</b>	Personal History.....	41
<b>Chapter 7</b>	Pre-Talk and Suggestibility Tests.....	49
<b>Chapter 8</b>	Stages of Hypnosis.....	59
<b>Chapter 9</b>	Ericksonian Methods.....	67
<b>Chapter 10</b>	Two Ericksonian Inductions.....	81
<b>Chapter 11</b>	Ericksonian Interventions.....	93
<b>Chapter 12</b>	The Pendulum and Other Ideomotor Signals.....	103
<b>Chapter 13</b>	Metaphors.....	113
<b>Chapter 14</b>	Progressive Test Induction Based on Estabrooks.....	127
<b>Chapter 15</b>	Deepening Techniques and Post-Hypnotic Suggestions.....	139
<b>Chapter 16</b>	Elman Methods.....	149
<b>Chapter 17</b>	Developing Your Induction Style.....	165
<b>Chapter 18</b>	Conclusion.....	171
<i>Appendix</i>	.....	177
<i>Bibliography</i>	.....	197
<i>Index</i>	.....	217

# *Chapter 1*

*Introduction–The Mind/Body Connection*

You are about to delve into the art of hypnosis, surveying the techniques of several masters, from Milton Erickson's indirect, permissive style to the direct, authoritarian style of George Estabrooks. The power of all these techniques lies in the connection that you build with the Unconscious Mind—your own and your client's. The secrets and benefits of hypnosis lie in the trance state, and we will highlight the ability to produce deep trance phenomena. Your ability to move from the state you are in right now to deep trance depends on the rapport you have with your Unconscious Mind. This book focuses on teaching you how to work at deeper levels with your own Unconscious Mind and with the Unconscious Mind of each of your clients.

## **The Connection Between the Unconscious Mind and the Body**

The doorway to success in hypnosis is the Unconscious Mind. Your Unconscious Mind not only holds information that is outside your consciousness, but it also manages sensations and body functions. A moment before reading this sentence, you probably were not aware of the feeling of your feet against the floor, or your back against the chair. You have sensations coming to your body all the time, but you remain unaware of most of them. In addition to managing all these sensations, your Unconscious Mind keeps your heart beating, your blood circulating, your digestion working, and your lymph system operating... and makes your eyes blink without your conscious awareness. It is exciting to know that your Unconscious Mind manages all of that with perfect precision.

A prime concept that we are going to explore is that your Unconscious Mind can communicate with every cell in the body. Until the mid-1980s, people could plausibly say, "Hypnosis is just in your Mind! It's not *real*." But recently, due to the pioneering work of Dr Deepak Chopra, scientists have begun to realize the full extent of the Mind/Body connection. Not only does information from the Mind affect the body, but there is now scientific evidence that your mental processes, mental states, and mental behaviors affect all the cells in your body all the time.

Information is carried within the body in the form of electrical impulses that pass through nerve cells, or *neurons*. Between any two neurons, there is a gap, or *synapse*. In order for impulses to travel along a continuous path of nerve cells, something has to carry the impulses across the gaps. This essential task is performed by neurotransmitters, which are chemicals that conduct electrical impulses across the synapses between nerve cells.

When neuro-transmitters were first discovered, scientists thought they were found only in the brain. Later, it was discovered that neuro-transmitters actually connect all neurons in the body, forming vast networks of 'electrical circuits'. More recently, quantum physics and quantum biology tell us that neuro-transmitters bathe every cell in the human body. This new knowledge is the key to the Mind/Body connection.

The Unconscious Mind not only manages sensations, movements and body functions, but it also actually sends information that travels to and affects billions of individual cells throughout the body, giving us health or dis-ease according to our Unconscious beliefs. Chopra describes this as your immune system constantly eavesdropping on your internal dialogue.

From the point of view of hypnosis and Neuro-Linguistic Programming, your immune system is also eavesdropping on the pictures that you hold in your head... the sounds that you remember or pay attention to... the feelings that you have... and the concepts that your mind considers. Through the conductivity of the neuro-transmitters that surround all cells, your immune system is constantly affected by the activity of your Unconscious Mind.

There are many things we are conscious of, but the operation—and health—of the body is optimally a function of our Unconscious. Hypnosis allows us to begin reaching the Unconscious Mind and utilizing the Mind/Body connection. This is the beginning of our ability to manifest a number of wonderful things.

## What is Real?

In considering the wonders of how the Unconscious Mind works, we continually bump up against the question of What is *real*? This is strictly a question of the Conscious Mind, because at the Unconscious level, nothing is 'real.'

We might also ask, "Is the Unconscious Mind real?" Because the word *real* means 'having substance,' the Unconscious Mind cannot be real! The next big question is, what is 'real' about hypnosis and the connection between the Unconscious Mind and the Body? The answer lies in the fact that the bridge that connects the Body and the Mind is the same bridge that moves us from 'real' to 'unreal.' If the Real is the 'physical,' we must consider the 'unreality' of the Mind. You are now going to be able to enable fluid change in people by knowing that *All* is Mind.

To put it another way, the lesson of the Shaman is that none of the world around us is real. When this statement becomes meaningful for you, you have grasped the 'unreality' of what we call reality. That is a high state of awareness. Zen Buddhists meditate on paradoxical *koans* for tens of years to get to the realization that all reality begins with the perception and intention of the mind.

An understanding of 'the unreality of reality' will assist you in working with hypnosis, because you will realize that the body is just as 'unreal' as anything else. It can be changed very quickly, if not instantly. You can therefore heal your mind and body at any time, relieving yourself of anything from high blood pressure to low metabolism.

Highlighting the question of *what is real*, one of the most intriguing instances on record is the story of a diabetic woman with multiple personalities. When the woman was tested in her diabetic personality, her blood sugar was dangerously high. When she flipped into another personality, which was not diabetic, an attendant drew her blood immediately, and her blood sugar was normal, without enough time passing for her blood to be filtered by the liver and kidneys. The question is, "What is the cause of the diabetes? What is real?"



The purpose of our first two Ericksonian inductions was to provide practice for you, the Hypnotherapist, in inducing trance and in teaching your client how to go into trance. In this chapter, we will discuss steps for an Ericksonian intervention to assist the client in making changes they want to make. These steps will form a general hypnosis paradigm that can serve as a model for much of the hypnotherapy you offer.

I use a combination of Time-Line Therapy®, NLP techniques and hypnosis in working with clients. These three systems overlap and complement each other. I generally use hypnosis when I am guiding a client in physical healing or when I cannot complete an intervention using Time-Line Therapy® or NLP techniques.

Whereas Neuro-Linguistic Programming offers a variety of *specific* interventions, hypnosis is a *generalized* intervention. For example, in NLP we may anchor a resourceful state, change an unsuccessful strategy, shift a client's values, or integrate conflicting parts of the client's Unconscious. Each of these interventions targets a specific area of the Unconscious the way a surgical procedure targets a specific area of the body.

A hypnotic intervention has a broader transformative scope. In hypnosis, we usually give more generalized suggestions for accomplishing the desired change. Consider the example of a client who has the problem of excessive impulse buying. Using NLP, we might intervene by changing the specific buying strategy the client uses. Using hypnosis, however, we might give a strong general suggestion that the client will no longer buy unneeded items.

There are hundreds of books available on how to do hypnotherapy. The American Institute of Hypnotherapy offers 111 courses on hypnosis, and each of these courses is based on a different book. Well over half the books currently in print include specific ways of doing interventions. Many of them provide scripts. If you have access to the Internet, you will find over 100 scripts at our web site:

**<http://www.hypnosis.com>**

Though you may often want to use a script for a specific situation, the general hypnosis paradigm we are about to discuss will prepare you to work confidently without a script in many cases.

Milton Erickson would generally interview a new client a week before doing the first intervention with them. During the ensuing week, he would customize an intervention for the client, working from his case notes and outlines of possible things to say. In designing interventions for your clients, you will find the following paradigm useful.

## **General Hypnosis Paradigm**

- A. Preparation.** Define desired outcome. Obtain personal history. Accomplish pre-talk and suggestibility tests. (See Chapters 6, 7.)
- B. Induction.** Use a formal or informal trance induction. (See Chapters 10, 14, 16, 17.)
- C. Utilization.** Utilize all of the client's behavior to help them achieve and deepen trance. Observe hypnotic phenomena to gauge client's level of trance. (See Chapters 5, 8.)

## **Change Work**

*See notes beginning on next page for detailed explanations of the following 6 steps.*

As you follow these steps, change the wording to fit the situation, rather than referring generally to 'the problem.'

- |  |
|--|
| <ol style="list-style-type: none"><li>1. Does your Unconscious Mind know what to do to solve the problem?</li><li>2. Is it possible for your Unconscious Mind to heal the condition?</li></ol> |
|--|

3. Is it all right to heal this now or to organize the steps now for healing?
4. Are there any other problems your Unconscious Mind would like to work on?
5. Unconscious Mind, go ahead and heal (client's name).
6. How quickly will your Unconscious Mind start the healing? How quickly will it finish?

### **Bringing the Client Out**

In a moment, I am going to count backwards from 10 to 1, and I want you to awaken one tenth of the way with each number until you are fully awake. 10... 9... 8... etc.

## **Notes on Steps for Change Work**

**Step 1.** *Does your Unconscious Mind know what to do to solve the problem?* Does it know how to assist the client in having the problem disappear? About three-quarters of the time, the Unconscious Mind will answer "Yes." This answer is a sign to both you and the client that the client is establishing rapport with their Unconscious.

If the Unconscious Mind says it does *not* know how to solve the problem, you need to get the client in touch with additional resources. One of the main tenets of Ericksonian hypnosis is, "Our clients have all the resources they need to solve whatever problems they bring to us." In this case, the added resource may be the Higher Self. You can ask,

*"Can your Unconscious Mind get in touch with the blueprint of perfect health and healing that exists in the Higher Self and transfer it to the blueprint that the Unconscious Mind uses to create the body?"*

Dave Elman was one of the first people to propose that all hypnosis is self hypnosis. In his book *Hypnotherapy* in 1964, Elman said,

“I have been teaching hypnosis... for years, and have found that many [people] seem to think that they can become expert hypnotists after a few classroom and practice sessions. Since there is really no such thing as a hypnotist, this is obviously impossible. As a practitioner employing this tool, all you can ever do is show a patient how to go over the hurdle from a normal waking or sleeping state into that peculiar state of mind known as hypnosis. You won't hypnotize them; they will hypnotize themselves. This means that all of us using suggestion wield no 'power' over any subject. It means that there is nothing that I can do that you can't learn to do in hypnosis.”

Elman was born in Fargo, North Dakota in 1890. His father did stage hypnosis and owned a general store in North Dakota, where he kept a collection of books on hypnosis. Dave Elman mastered these books. He learned hypnosis so well that he had to drop it for a while when he went off to school, because it scared some of his classmates. In his later years Elman taught hypnosis to medical doctors.

Dave Elman proposed a model of hypnosis that was clearly different from earlier models. In watching his father perform, Elman noticed that a stage hypnotist had to put people in trance a lot more quickly than a Hypnotherapist, in the interests of showmanship. He was fascinated by the ability of a stage hypnotist to hypnotize a large group in a short time. And the trances his father induced were deep enough to produce hypnotic phenomena very quickly. Elman developed a method of hypnosis that would produce a deep trance as quickly as possible.

To better understand what is different about Elman's method, let us compare it with other methods we have discussed. Traditional hypnosis is generally authoritarian, using a direct induction to achieve a sleeping trance. Ericksonian hypnosis is permissive and indirect, leading more often to waking trance than to sleeping. Neuro Linguistic Programming interventions (which are a strong resource for a hypnotherapist) are authoritarian and indirect, with the client almost always in a waking state.

Elman techniques do not fit any of these models. His inductions could be authoritarian or permissive, direct or indirect, leading to waking or sleeping trance! The chart below summarizes these differences.

<i>Type of Hypnosis</i>	<i>Approach to Client</i>	<i>Style of Induction</i>	<i>Type of Trance</i>
Traditional Hypnosis	Authoritarian	Direct	Sleeping
Ericksonian Hypnosis	Permissive	Indirect	Waking or Sleeping
NLP Intervention	Authoritarian	Indirect	Waking
Elman's Hypnosis	Authoritarian or Permissive	Direct or Indirect	Waking or Sleeping

The greatest defining characteristic of Elman's technique is that it induces trance almost instantaneously by setting up a dissociation between the Conscious and Unconscious Minds. The hypnotist is thus able to speak more directly with the Unconscious Mind, with minimal filtering by the Conscious. In Elman hypnosis, the therapist says, "Close your eyes and pretend you can't open them, knowing full well that you can." According to Elman, creating that paradox at once sets up the conditions in which hypnosis can occur.

Elman's second principal innovation was to give the client the responsibility for going into trance. He said, "When a person rejects hypnosis, it simply means he has refused *to bypass his critical faculty* and [so has made] the *implanting of selective thinking impossible*. It doesn't mean he can't be hypnotized or won't be hypnotized, but simply that he refused to follow instructions. If he does follow properly given instructions, hypnosis is possible for him just as it is for everyone." (Italics added.)

In other words, the percentage of people who can be hypnotized is one hundred per cent. Elman says that everyone can be hypnotized and everyone can achieve a deep level of trance easily, if they *follow instructions*.

“... this is the sort of book that makes a reviewer’s job worth doing. It is a gem. Well-written, well-paced and packed with information. ... a book that everyone with an interest in hypnosis will want to own.”

**Andy Bradbury, Honest Abe’s NLP Emporium [www.bradburyac.mistral.co.uk](http://www.bradburyac.mistral.co.uk)**

“This book is an excellent introductory text for students just beginning to study the art and science of hypnosis. For those already knowledgeable about hypnosis, there are many nuances that will enable you to increase the elegance of your work.”

**David Shephard, BSc, DES, Master Trainer of NLP,  
Director of Research and Training, The Performance Partnership, London, UK**

“I love this book. Its content trains anyone mastering hypnosis skills to come from an inner position, which pulsates with unconditional positive expectations. It combines this attitude with clear practical steps and procedures that practitioners can use to guide clients in trance to hold their outcomes for themselves. Highly satisfying.”

**Deborah Rose, Chartered Marketer**

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9