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# **MODERN HYPNOSIS**

## **Advanced Hypnotherapy Workbook**

**An interactive Multimedia Experience  
combining written, audio, online video and  
webinar style training.**

**Includes training in Cancer Treatment  
Covert Hypnosis - Memory Enhancement  
NLP Procedures - Sports Hypnosis  
Depression - Pediatrics - Forensics - Healing  
and 40 Hypnotic Methods of Mental Conditioning**

**By Rene & Raluca Bastatache**

# **MODERN HYPNOSIS**

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## **Advanced Hypnotherapy Workbook**

**By Rene & Raluca Bastarache**

## **HYPNOSIS MADE EASY**

### *A message from the Author,*

For years hypnosis has been shrouded around mystery, misconception, fear and ignorance.

These illusions have been carried on to the present day for the basic reason of preservation and tradition. It is still being associated with words such as trance and going-under. In fact hypnosis is still being taught to practitioners today as a mysterious, semi-controllable, not quite definable power that can help the true believers if they are bold enough to try it.

It is time to open the curtain, eliminate the mystery and update this helpmate to modern times by showing you the extent of its reach and true abilities.

There is nothing mysterious about it.

There is no reason to fear it.

Everyone experiences forms of it naturally on a daily basis.

It's effective and something anyone can easily do.

Welcome to: Modern Hypnosis; a straight-forward guide to using advanced hypnosis on yourself and others to eliminate disorders, attain goals and enhance lives.

*“It doesn't need to be difficult to be worthwhile.”*

## AN INTERACTIVE WORKBOOK

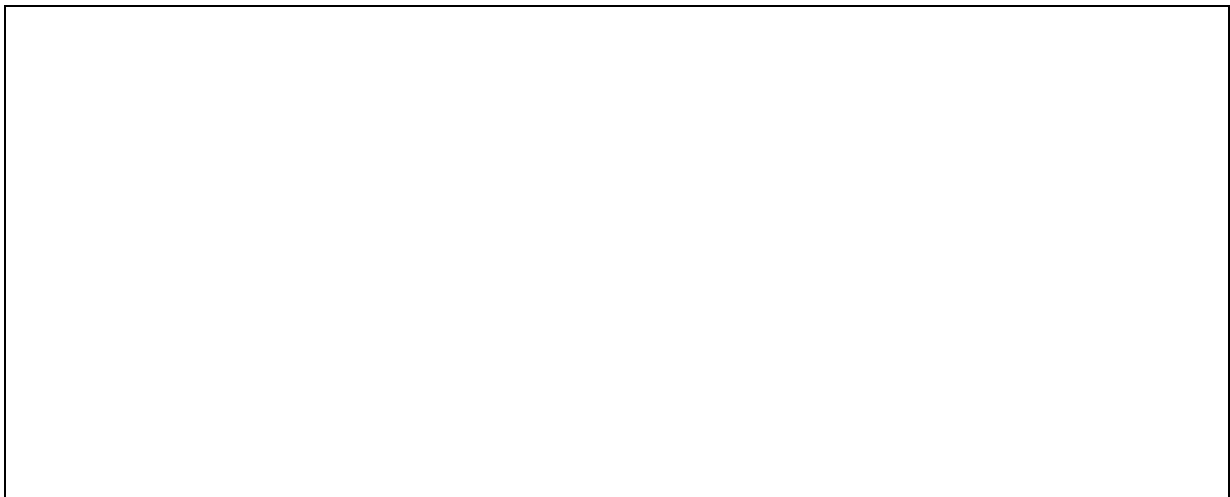
This workbook is designed to be Part of a Course rather than an Independent Manual. It's a Tool or Workbook to assist you in learning and expanding ideas.

**Chapter #5** is designed with a wider space on the right of each page for you to Take Notes while reading about the methods people are being hypnotized by each day. The purpose is that some of these methods may give you thoughts on how to assist current clients. Before you begin watching the videos print a copy of this workbook so you can take notes and don't have to stop to print pages as directed each time. That's what it's designed for!

### STEP #1: PRINT THIS MANUAL

The second part of **Chapter #5** as well as **Chapters #6 & #7** are designed so you can take notes while watching the video webinars. This way you can write what's important to you in each section making your manual an individual creation that works for you.

Be sure to watch the Question & Answer portion of each video as the questions asked may be the same as yours. Sometimes this section can be the most informative and helpful.



**AUTHOR:** Rene Bastarache, CI



*Author, Instructor & Fisherman*

Rene Bastarache (Bass-tah-rash) is the author of over twenty-five self-help books and programs. He is a Board Certified Hypnosis Practitioner, and the current Director of the American International Association of Hypnosis, which is the largest Human Potential, and Hypnotherapy Association Worldwide. He has taught thousands of people in over 150 countries how to change their lives by changing their thinking.

Rene has built a reputation as being the "How to Authority" on the mind, thought and imagination training as a result of writing his *CLINICAL HYPNOSIS Training Manual from A-Z* in 2005 that has become the definitive text in hypnotherapy and positive mental change worldwide.

He founded the world-renowned American School of Hypnosis in 1996 that since then has expanded to over 20 locations internationally.

**CO AUTHOR:** Raluca Bastarache, CI



*Co-Author, Researcher, Instructor and Perfume Connoisseur*

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She is the owner of HypnosisSessions.com, which is the world’s most popular site for hypnosis and Guided Imagery Session MP3s.

Mr. Bastarache & Mrs. Bastarache are available for public speaking events, group training, workshops and seminars worldwide.

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# CHAPTER 1

## THE MIND INSIDE & OUT

## Definition Made Easy

There are many definitions on the term hypnosis that you can find in any dictionary, encyclopedia or online. Many of them go on for pages and can get so deep that they confuse even the most intelligent of minds. It seems as if some definitions are designed to be illusive so as to lead people to believe that hypnosis has almost magical powers that defy understanding.

I'd like to share with you several simpler definitions and suggest that hypnosis is neither illusive nor magical. It's a simple process and once understood can be conducted by nearly anyone successfully.

**Definition – Hypnosis:** 1: The process of being open to suggestion. 2: It can also be defined according to your level of belief and your ability to use your imagination.

**Hypnosis Catch-all:** Using these more broad terms of suggestibility, belief and imagination you can see how hypnosis has been the active catalyst of most all healing modalities since the beginning of time to include holistic healing, faith healing, western medicine and even placebos. If one does not believe they can heal then they most likely won't. The speed of healing is in direct proportion to the belief and imagination of the subject.

“1: The process being open to suggestion. The deeper the levels of suggestibility, the deeper the depths of hypnosis as well.” Since you are open to suggestion the majority of your waking day then you are also open to being hypnotized the majority of your day as well. If you are reading this paragraph and not actively rejecting it then you are open to suggestion or in a hypnotic state right now according to this definition. Virtually “anyone” who can understand the language being spoken can be hypnotized.

## **Four Stages of Learning Anything**

Anything that you have learned, are learning or will learn all fall into these four stages of understanding. They begin with the stage of not knowing that the information is even available and progress all the way to knowing the information so well that it becomes a subconscious, automated behavior just like walking, riding a bike or reciting the alphabet.

These stages are important to understand thoroughly as they are the basic principles of hypnosis. Your job in most cases is to take a desired behavior and bring it to stage 4 in the clients mind.

Unfortunately when it comes to changing an undesired behavior it also is a Stage 4 behavior that is being addressed; an automated, subconscious behavior.

The stages I am speaking of are:

**Stage 1 - Unconscious Incompetence - *"I Don't Know that I Don't Know"***

**Stage 2 – Conscious Incompetence - *"I Know that I Don't Know"***

**Stage 3 – Conscious Competence - *"I Know that I Know"***

**Stage 4 – Unconscious Competence - *"I Don't Know that I Know – (Auto Pilot or Habitual)"***

### **Stage 1 - Unconscious Incompetence Stage**

*"I Don't Know that I Don't Know"*

At this stage you are in a state of blissful ignorance. You don't understand or know how to do something and most likely don't even realize the skill is available. You may deny the usefulness of it. You must recognize your own incompetence and the value of the new skill, before moving on to the next stage.

## **Stage 2 – Conscious Incompetence**

*"I Know that I Don't Know"*

At this stage you find that there are skills you need to learn and can benefit from. You do not understand or know how to do something, but you do recognize the deficit, as well as the value of learning or adopting the new skill.

## **Stage 3 – Conscious Competence**

*"I Know that I Know"*

At this stage you begin to learn the new skills or knowledge. Practicing the skill or knowledge requires concentration and repetition. It may be broken down into steps, and there is heavy conscious involvement in executing it.

## **Stage 4 – Unconscious Competence**

*"I Don't Know that I Know – I am functioning 'auto-pilot'"*

At this stage you have had so much practice with the skill that it has become "second nature" and can be performed easily. You are functioning "on-auto-pilot" and as a result it can be performed while executing another task. You may even be able to teach it to others.

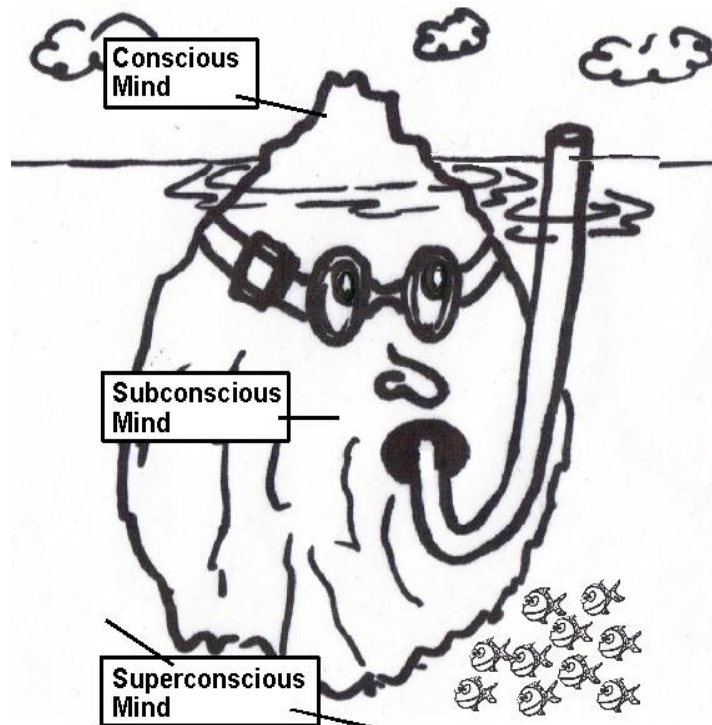
You are now at the peak of your confidence and ability. It is a programmed behavior and becomes part of you.

*\* Initially described as "Four Stages for Learning Any New Skill", the theory was developed at Gordon Training by one of its employees; Noel Burch in the 1970s.*

## The Brain and the Three Minds of Mankind

The brain is a muscle, organ or machine, similar to your computer hard drive. It is often referred to as left-brain or right-brain representing the two hemispheres. The left is the more analytical part responsible for the busy activities revolving around your five senses, logic and ego and the right is the more spiritual side centered around imagination, emotion, dreams, recognition, symbols and creativity. You will find, as you progress in this lesson that the left-brain characteristics are similar to the characteristics of the conscious mind and the right brain are similar to that of the subconscious mind.

The mind operates as an information center constantly processing input so as to correlate it with stored programmed data, emotions and habits. The various parts of the mind store information in different ways, amounts and locations. The following charts will help you in understanding how this works in detail.



### The Mind – Outside, Inside and Inside-out



## **Conscious Mind - Outside**

This is the separateness of consciousness where your thinking is of yourself and the business of your life. It involves the busy use of your five basic senses. Some would even call it self-awareness. It involves duality where you are the observer and the world is the observed. Consider it the command center of your mind and the part that makes all decisions.

In comparison to the entire mind, it is a very small portion that would be similar to the very tip of the iceberg that is seen above the water in the “Iceberg” diagram.

## **Traits of the Conscious Mind**

### **1. Self-Aware**

The first trait of the conscious mind is that it is self-aware. In order for anything to be created, acted upon or changed there must be self-awareness. The conscious mind is based around the effects of your five senses of sight, sound, smell, touch and taste.

*“Consciousness is the part of the universe that gives it awareness.”*

### **2. The Command Center of the Mind**

The conscious mind is in control. It makes all decisions and is in control of every part of your life.

There are rare occasions however when the conscious mind is completely occupied and does not have the required capacity to make a decision such as during an emergency like being involved in a car accident or falling down the stairs. During such an accident the conscious mind is completely absorbed in self-

preservation. The subconscious mind may have to make a decision for the conscious during the instant it is out of commission.

### 3. Limited in its abilities

The conscious mind is very limited in the amount of things it can process at once. We often joke that some people have difficulty walking and chewing gum at the same time. The conscious mind has to think about everything that it does and once that process becomes automated it is then transferred to the subconscious mind as an automated behavior thereby releasing the conscious mind of its need to continually figure it out.

When the conscious mind begins to do too many things at once it can easily reach a stage known as “Critical Mass” where it begins to overload and focuses out everything else going on. This would be similar to the tunnel vision of a horse wearing blinders not able to notice what is happening on the other side of the barrier.

This state of processing too much at once can result in being overwhelmed, agitated and be the cause of many mental issues such as OCD, anxiety etc. Similar to running an automobile in the redline area (beyond its recommended tolerance level). You should not spend too much time in this state of mind due to the many possible stress related dangers.

Due to the limited ability of the conscious mind, when prepare to make a decision it *sifts* through the input at hand rejecting a huge amount of the facts and only accepting what is familiar, understandable and even conforms to its present understanding. Because of this it is virtually impossible for the conscious mind to make an accurate, non-biased judgment towards any stimuli or situation. It is a judgment made according to the understanding of the subject with his or her personal slant or past programming guiding it. This is why it is said that “everyone” has a different perception of reality.

***Here is a story to better understand this concept:***

Four subjects were blindfolded and led into a room where a test was to be conducted pertaining to how their conscious mind programs data. Due to the blindfolds none of the subjects were aware that in the middle of the room was a large elephant. Each subject was placed facing the elephant, one on each of the four sides. They were told to reach in front of them and with their hands feel what was there for a few moments so they could later describe it.

Here are the results of the test:

- The one in front reached out and touched the trunk of the elephant. He thought it was a thick hose of some kind like that of a fire engine.
- The second subject on one side reached out and felt the side of the elephants' body to which we felt it was a large wall or sheet of unprocessed leather.
- The third subject to the rear of the elephant reached out and felt the elephants' tail to which we knew for sure that it was a very course piece of rope.
- The final subject on the other side reached out and felt the elephants' leg and said it was the trunk of a tree.

Utilizing their conscious senses and then through correlating the gathered input with their past programmed data to make sense of the mystery, each of them came up with a different perception of what was in front of them. Each felt they were right according to what they had to work with. Each had an internal map or truth of what was in front of them but none had the actual map or truth of what was really there.

*“It's as if everyone has a different filter on the lenses that they use to experience life.”*

Compare these results with the many disagreements that we have as humans on countless topics such as religion, politics, economics, business and philosophy.

Who's right and who's not? They're all right in their own minds according to their own map but they are also all wrong as well. Wars have even been fought due to these differences in perception on the same topics. Makes you think doesn't it?

*"Understanding is a three edged sword; there's your side, their side, and the truth."  
Michael Starczynski*

#### **4. Geared Negatively**

The conscious mind has a natural tendency towards being negative. Notice how when someone approaches you and gives you a compliment rather than saying *thank you* and accepting it, you have reservations about their ulterior motive and begin to wonder what they're up to. Are they trying to sell you something? Do they want some money? Why are they telling me something nice? All these questions begin to arise even though the person may have just wanted to give you a compliment.

We seem to be always at the ready to resist or fight the approach of the outside world. This may be a self-preservation tendency or it may simply be that since we are creatures of habit. We don't want to do things for others that may require change in our own routines.

To explain how the conscious mind is geared negatively let me use this example:

*Imagine a person walking up to you that you have never met before who looks at you and says, "You're the most beautiful woman I have ever met." Or if you are a man, imagine this stranger saying, "You're the most intelligent person I've ever met; in fact I would love to write a book about your intelligence."*

Most people upon hearing these type of complements would step back a moment and respond with something like, "What are you trying to sell me?" or

"Okay, what's going on?" Your mind immediately goes on the defensive and is waiting for the other foot to drop. Even though this stranger may have meant the complement that they gave you the conscious mind will not accept it because of its negative or protective nature.

## **5. Creature of Habit**

Another feature of the conscious mind is that it is a creature of habit. It wants to remain the same, status quo and fights to keep everything like it has always been. The conscious mind will always avoid change or anything outside of its comfort zone. Keep this trait in mind especially when you're considering making any sort of change. This is the specific reason why people have difficulty accomplishing any kind of self-help.

With quitting smoking for instance; even though they really want to quit and know it is not good for their health, the conscious mind is a creature of habit and will fight any change. This is the same reason why alcoholics or anyone with an addiction who are not totally vigilant and constantly staying aware or on top of their recovery process can easily "fall off the wagon" and go back to their earlier addiction.

Whenever you're trying to do any type of positive change such as a new exercise program, dance lessons or even going for a walk each day, your conscious mind will try to find reasons to interrupt sabotage or stop you from keeping your progress.

## **6. Duality - Separation - Ego**

The conscious mind has a natural duality to it. There's a distinction with the conscious mind between the Observed and the Observer. When you're sitting in a classroom, you are the Observer and the teacher and all the students around you are

the observed. To each one of them however they are the observer and you are the observed. There's a duality or a distinction between you and everyone else.

This duality is the main feature that causes the conscious mind to be so linear in its way of thinking. It is why most conscious or busy/active people have only one way of doing something where deep thinkers or laid-back people usually have a secondary plan and possibly even multiple ways of doing things.

According to quantum physics, consciousness or the art of being observed actually changes the nature of matter; it's known as the Observer Effect. It's a physical occurrence that takes place to matter on a cellular level simply by the process of being observed.

The subconscious mind, which you will learn in a few moments, is oneness. There is no division of observed or observer. There is total unity of thought and matter thereby only singularity. Because of this, in the subconscious levels such as when meditating or contemplating there are many responses or possibilities to any situation. The process of consciously observing the situation however collapses all of the possibilities to only one.

Example: Close your eyes and imagine that you are driving a car and approaching an intersection, which is just out of your present view. Imagine what could be happening at that intersection right now. Imagine all of the possibilities. Since imagination is the catalyst of the subconscious mind you may have mentally created many possibilities such as:

The light may be green.

It may be red.

There may be an accident in the middle of the intersection.

There may be a cow standing in the middle of it or

There may even be an overturned milk truck blocking your way.

The possibilities are unlimited until you actually come into view of the intersection and all possibilities collapse and only one occurs.

This is why conscious thought is so limited. There's a separation from collective or unified thought due to our own mental separation. If you'd like to ponder the many possibilities of any situation in life you could do so by leaving the conscious ego dominated realm of separation and entering the subconscious or right-brained realm of thought through any one of many vehicles. These can include meditation, hypnosis, relaxation, daydreaming and prayer just to name a few.

*“Ego and subconscious activity exist at the opposite ends of the spectrum.”*

Several years ago I have the opportunity to teach a Metaphysic Workshop to large group of Russian Psychics. I wasn't there to teach them how to be psychic as they already had that ability but I was there to teach them about the scientific process of their abilities. By this I mean, what was going on in their mind and what had to occur to be effective in their art? I began immediately setting up my equipment on one of the tables as I arrived to prepare for my initial testing presentation. In this test I would place four heavy plastic cups upside-down on the table with a quarter under one of them. Since you could not see through the cups and I secretly placed the quarter under one of them, I was the only one who knew where the quarter was. The purpose of the test was to test the psychic ability of subjects to see if they could correctly choose the cup with the quarter under it.

Here's what happened: As I was setting up the cups one of the psychics who was obviously one of the dominant members of the group walked up to me in an arrogant manner, reached out to one of the cups picking it up while saying, “It's under here!” She seemed rather put out as if this entire test was below her, but to her surprise she picked the wrong cup. You could actually feel the tension filling the room as she just stood there with a dumbfounded look on her face. I suddenly realized that this could be a great teaching moment as “human ego” was going to be the featured topic of my morning presentation.

I asked the woman to close her eyes for a moment as I took the cup back and mixed them up a bit. I then told her; “Relax and take three deep breaths. Imagine the cups in front of you and imagine where the quarter is. In a moment I am going

to have you open your eyes and remaining quiet and relaxed I would like you to pick up the cup that you feel the quarter is under. Whichever one feels right is the correct one. Now, open your eyes and choose.” She opened her eyes, reached out and chose the right one.

What happened? When she first walked up to me she was trying to show-off both for the rest of the group and also as a way of putting me in my place by usurping her obvious dominance in the group as the head psychic. By doing this she was operating from a place of self-satisfying ego. She was coming from a place of separateness and competition. Since psychic ability of this nature comes from the deepest parts of the subconscious mind, she was completely wrong in her choice and her ability was no more accurate than random guessing.

Ego is a conscious based activity and has no place in the subconscious mind. It is completely a left-brain trait. Once she took the deep breaths she was able to let go of her ego and enter the subconscious mindset at which point her abilities awakened and she was sure where the quarter was.

It was a quick, slightly embarrassing experiment for her but very effective in showing all of them why they are not “always” able to turn on their abilities at will. Everything has its place including psychic ability. In order to open your mind to unlimited possibilities you must let go of ego.



## **Subconscious Mind - Inside**

This is where your consciousness begins to connect to others. Your thoughts are now larger than your own. It involves emotion, intuition and increase only. It is positive in nature and part of the bigger picture. It is where your programming or habits are stored.

In the previous diagram it would be similar to the entire iceberg, including what is "not seen" visibly below the water.

## **Traits of the Subconscious Mind**

### **1. Unlimited Capabilities**

The subconscious mind has virtually unlimited capabilities and can accomplish many tasks simultaneously. Even now as you are following this course, you can be listening to the audio, looking at the book, breathing, your heart is beating, your hair and your nails are growing, you're probably hearing things going on outside and maybe even thinking about what you're going to have for lunch all at the same time. These tasks are all being accomplished through your subconscious mind.

It's amazing how you can walk into a room filled with 10 people having separate conversations and your subconscious mind has the capability of understanding all 10 conversations simultaneously. Consciously you may only be able to pick out one conversation and understand it as the others all seem like white noise or filler in the background however when you focus on another conversation magically you seem to understand that one. Each time you focus on someone different in the group your conscious mind is able to focus and understand what they are saying only because your conscious mind is limited in its abilities. If you were to close your eyes and relax enough you would find that you could understand many if not all of the conversations simultaneously.

## **2. Information Storage**

The subconscious is similar to the hard drive of a computer. One of its purposes is to store all the stimuli received through all of your senses just as a computer stores all information it receives from its operator. The subconscious does not make a distinction whether any of this information is right or wrong or whether it is good or bad. It simply accepts all information as it is given so the conscious mind can make decisions as needed.

## **3. Innocent**

The subconscious mind has an understanding similar to a five-year-old child. It is innocent, naïve, wants to help you and even has the ability to help you do virtually anything you want however in most cases has no idea how to. It must be guided or given the instructions step-by-step on how to proceed.

If you were to tell a five-year-old that you wanted to quit smoking for example, how would the five-year-old help you? The thoughts going through his or her head may be that if you would lose your job you could not afford cigarettes, or if you had a disfiguring accident with your and you could not pick them up. It probably would not think of the proper procedure, which would simply be to not put another one in your mouth. Keep in mind when programming yourself with any kind of self-help, affirmation or suggestion to not give yourself suggestions that a five-year old would not understand. Keep your suggestions simple, precise and to the point.

## **4. Obedient**

The subconscious mind can be compared to an “Out of Control Genie” granting you every wish as you focus on them; not just the positive ones but the negative ones as well. It will always grant you or attract to you whatever the conscious mind focuses on. That is its driving force or mission. It must always give you what you focus on. It cannot, not do that. With this aspect you can see that The Universal

Law of Attraction (like attracts like) is a basic function of the subconscious mind as well. It is not an outside occurrence rather it is an internal subconscious function of thought.

So if you are continually focusing on health, you will receive health. If you are continually focusing on wealth, you will receive wealth. Whatever you focus on and truly desire will always be drawn to you however what happens in most occurrences is that when you are focusing on wealth and have “placed your order” for it to come to you, you may also be focusing on doubt, unworthiness, fear, change, and a host of other negative thoughts that will oppose or sidetrack your initial focus of wealth. Even though the wealth is coming to you, you are pushing the focus away with many of your opposing thoughts. This is why it is vitally important to only focus on what you want and not on what you don't. Once you focus on something, you must continually believe that it is coming and eliminate any forms of doubt or distraction.

## 5. No Negative

The subconscious mind does not understand negative. Words like no, not, don't and can't are not part of its vocabulary. Here's a quick example: right now don't think of a purple monkey, jumping up and down on top of your desk playing the guitar!

“Did you think of it?”

“Of course you did.”

“In order to not think of something, you must think of what not to think about.”

There's the key!

When you are focusing on something like *not wanting to be broke*, your focus is on *"being broke"*. When someone says that they really *don't want a divorce*, they are focusing on *"a divorce"* and since it is the duty of the subconscious mind to

always give you what you focus on like an out-of-control Genie; that is exactly what is being attracted to you. Eliminate all negatives from your speech and focus.

Imagine a five-year-old child walking towards you holding your most expensive crystal glass filled to the rim with water and as soon as you say the statement "*don't drop that!*" they will immediately drop it. Their focus was on *drop that*. Another example is; when you are walking through a room and someone yells out, "*don't look!*" Your first impulse is to look. Once again in order to not do something you must focus on what not to do.

## 6. Sarcasm

The subconscious mind does not understand sarcasm. Think of what the purpose of sarcasm is: it is simply a humorous way to insult someone. What good can come from that? In order to be understood clearly, simply don't use it.

## 7. Humor

The subconscious mind does not understand humor. When is the last time you told an joke to a five-year-old child that he or she understood? Rather than laughing at your joke or understanding it, they'll take what you are saying literally. So if you were watching a comedian during a live performance and you turned your five-year-old child and said, "that comedian really kills me" because you think they're funny, your child will understand that comment as if the comedian really wanted to hurt you rather than what you really meant. When giving suggestions to the subconscious mind be precise and deliberate. Do not try to embellish it with sarcasm or humor.

## 8. Timelessness

In the subconscious mind there is no sense of past or future. There is only the

“now”. In fact people who have relaxed in the true subconscious sense either through meditation or deep hypnosis will often return to consciousness feeling a sense of *missing time* which is often accompanied by *amnesia*. In the subconscious mind there is *no time*. The concepts of future and past only exist in the conscious or physical world.

The importance of this where it comes to self-help is that anything you desire will always be granted immediately. When you focus on the statement "I want to be healthy." The subconscious mind understands it as if you want to be healthy at some future time. So the subconscious as a 5- year-old child will probably respond with something like “When you’re ready to be healthy, let me know and I’ll grant it then.” Rather than saying that you want to be healthy you must say, "I am healthy." When you say statements like *you want to be healthy, wealthy, happy or have a great relationship*, you are asking for something to happen later on. Therefore with every statement you make be sure your suggestion is in the *now*. Everything will be granted in the now if you believe it will be. What I mean by that is as long as you don't have negatives such as cross frequencies of doubt, unworthiness or fear in the way derailing you.

Whenever I teach this part of the lesson people usually ask me something like, “So you are telling me that I need to lie to myself? If I’m not feeling well and want to feel better then I must ignore how I feel and say, I feel great?” My answer to this is a resounding “YES!” Virtually everything in life is slanted through propaganda and changed even more by the reality of the persons programming who is receiving it. You must only focus on what you want and not on what is physically apparent. The sickness is not who you are. You are a perfect, healthy and happy being. The sickness is only a symptom of improper thinking. This will be discussed in detail in our section on health.

Just remember the term:

*“Fake it until you make it!”*

Whatever you want whether it be health, wealth or happiness, you must speak, focus, act and even believe that you already have it and it will be yours.

*“You will always become what you continually focus on.”*

## **9. Singularity**

The subconscious is all-inclusive in nature. There is no duality such as with the conscious mind of observer and the observed. Everything is one; it is an all-encompassing universal world of thought or knowledge. Rather than thought residing in your mind or my mind it is simply mind.

### **Superconscious Mind - Inside-out**

The subconscious mind can also be divided further into what is known as the “Superconscious Mind” as the superconscious mind is the expansive part of the subconscious. When the subconscious reaches the level of the superconscious, which we will explain further in the brainwave portion of this course you will arrive at a point of timelessness as spoken of in the previous subconscious traits.

This is the total connectedness of consciousness. It is where there are no more observers and only the observed. No separation. It is timeless, limitless and all-inclusive as spoken of in the subconscious trait of singularity. It is a place of thought and energy. It is revitalization and extreme relaxation.

In the previous diagram it is similar to the entire iceberg, the water, the fish, the sky and everything else in existence.

# CHAPTER 2

## **BASTARACHE BRAINWAVE SUGGESTIBLE SCALE, (BBSS)**

*“The place where science and suggestibility meet.”*

## Levels of Suggestibility

There are many different levels of suggestibility. Through the use of a suggestibility scale one can visually see the progression of each level. The reason this is important is that each level has its advantages and conducting hypnosis sessions in some work better than others for certain situations.

The old adage that *deeper is better* could not be further from the truth. We have found that the majority of programming that people require can be best accomplished in the lighter states of suggestibility. The deeper levels often times can be *too deep* especially since they are known to induce amnesia. Programming people in the deeper amnesic states can result in the person not even remembering that the occurrence happened. This can leave conscious doubt in the subjects' mind that it may not have occurred at all thereby rendering the programming much less effective.

In the lighter states of suggestibility you can remember your programming thereby allowing both sides or hemispheres of the mind to work on the suggestion simultaneously. As long as the conscious mind has let go of its guard or resistance the suggestions will be accepted by the subconscious.

## Brainwave Frequencies

The majority of people when confronted with the term "brainwave frequencies" have thoughts of Science Fiction movies. It is as alien to them as Quantum Physics would be to a five year old. Others understand it as a measurement of speed or frequency of the brain but that's usually as far as they get into it.

Imagine billions of neurons in the brain, each having receptors and transmitters connected by flickering electrical impulses or currents. They would appear very similar to the current you would see between the two filaments of a light bulb to create the current, which brings forth the light. This flickering is where the term "brainwave" comes from and its speed and amplitude is what can be measured. They are measured in what is known as cycles per second (cps. which is the oldest term) or Hertz (Hz) named after



Heinrich Hertz, the German scientist who defined the cycles. 1 cps. = 1 hz.

## EEG – The Electroencephalogram



These signals or waves can be measured by the use of an EEG (electroencephalogram). EEG sensors are placed along the scalp of the head that monitor the activity produced by the firing of neurons within the brain. Your brain contains about 100 billion neurons, Each neuron can be connected to about 10,000 other neurons which adds up to about 100 trillion connections in your brain. If you were to enlarge it that would be more electrical connections than the entire city of New York and probably even the entire state for that matter.

Different brainwave frequencies have been shown to correspond to different activities of the mind. Since we have many thoughts and activities happening at the same time all brainwave frequencies are being experienced simultaneously with one being dominant at a specific moment. You may be consciously doing math, which would require Beta activity, but at the same time you may be relaxing and remembering past events, which are stored in Alpha.

SIX LEVEL SUGGESTIBILITY SCALE				
6	DELTA <small>.05-4 cps</small>	<p>Profound Anesthesia Negative Hallucinations Source - Universal Knowledge</p> <p><i>Test it: Create a negative hallucination (not seeing something that is there)</i></p>	<p><i>Best level for:</i> Extreme Healing Life between lives Psychic abilities Major operations</p>	super-conscious
		<p>Light Anesthesia Positive Hallucinations</p> <p><i>Test it: Create a positive hallucination (seeing something that is not there)</i></p>		
5	THETA <small>4-7 cps</small>	<p>Amnesia &amp; Lost time Glove Anesthesia / Analgesia No Stress</p> <p><i>Test it: Instructed to forget their name</i></p>	<p>Dental work Painless childbirth Minor surgery and anesthesia Opening traumatic memories or PTSD <i>(NOTE: memories are not absolute and may be confabulated)</i> Contacting spirits</p>	sub-conscious
		<p><b>DAY DREAMING STATE</b></p>		
3	ALPHA <small>7-14 cps</small>	<p>Catalepsy of all Senses</p> <p><i>Test it: Inability to say your own name or the number 7</i></p>	<p>Reprogramming or programming of habits such as: Smoking cessation &amp; Weight loss Memory retention &amp; test taking Language abilities Anxiety Relaxation Nail biting Bed wetting</p> <p><b>NOTE: The brain chemical serotonin is naturally released in this state.</b></p>	sub-conscious
		<p>Catalepsy of Body / Limbs Medium level catalepsy</p> <p><i>Test it: Inability to lower your right arm</i></p>		
		<p>Catalepsy of Extremities Mild catalepsy</p> <p><i>Test it: Inability to open your eyes</i></p>		
2				
1				
0	BETA <small>14-21 cps</small>	<p>The process of simply closing your eyes releases approximately 80% of Beta activity thereby bringing you 80% into Alpha. Beta is the alert, leaning and functioning state which is primarily left brain activity.</p>		conscious



### 3 - Bastarache Brainwave Depth Scale (BBSS)

This chart is to be used as a gauge or helpmate but not to be taken as factual or absolute. There is no black and white where it comes to brainwaves. There are much areas of grey to consider.

Example: Even though the delta brainwave is known for right brain activity; when you are in a Delta meditative state and receive personal enlightenment or answers to a situation you have been thinking of, you are at that moment in alignment between left and right brain simultaneously. As you can see, things can change according to your mental activity or purpose. This chart is designed to give you more of an idea of what can occur in the various brain states.

Our Six Level Suggestibility Scale is a simple “at a glance” reference to help you see where you must be mentally to achieve various goals or treatment. By combining this information with brainwave state research we have created a more scientific and precise approach to attaining your desired result.

Notice how as your brainwaves slow from stage to stage you are able to attain more and more information as well as other abilities. Earlier we stated that the mental brainwaves could be measured by the use of an EEG (electroencephalogram). Over recent years’ scientist have found that though the use of MEG (magnetoencephalogram) they are able to measure the similar activity occurring “outside” the brain. This chart will better explain this concept in more detail.

The human figures at the bottom of the chart signify three individuals. The shaded areas above them signify your scope of consciousness. Notice how they expand and crossover each other as they leave your Beta state. Beta is your normal or should I say your conscious, busy state. It consists of everything within your own individual mind and abilities. In Beta others do not influence your consciousness, which is why the shaded areas do not touch.

It is interesting to note that the simple process of closing your eyes releases approximately 80% of beta activity. This means that you are in the alpha brainwave state approximately 80% as well. The alpha brainwave state is probably the best state for the

majority of programming.

As soon as you enter the Alpha state they begin to overlap. That is where your consciousness begins to be influenced by others in the way of intuition. As it progresses to the slower brainwaves it overlaps or expands even more, which helps to explain the concept or phenomena known as ESP. Complete overlapping can be seen in Universal Consciousness or Source (Delta). There is no more separation of thought and all thought is one. That is why a good psychic can read your mind or make predictions; your thoughts are their thoughts. Or to state it more accurately, there is only thought. This is the brain state that Edgar Cayce (*most noted proven American Psychic that did most of his work through hypnosis in Delta*) and most other well-known psychics do their work.

With this expansion in you are able to obtain added knowledge, in the way of enhanced short-term memory and intuition. Relax more and you can expand further to open up long term memories, déjà vu and enhanced senses. In fact in the Alpha brainwave state all your senses are enhanced a minimum of 15%. As you relax further into theta you are open to the ability of self-anesthesia, and through your imagination are able to create hallucinations. In addition to your natural psychic abilities expanding your immune system opens up so you can enjoy greatly accelerated healing. Here and beyond you are open to a completely stress free experience of timelessness and profound insight and unlimited information retrieval. If you have ever gone to sleep with a question in your mind and awoke with the answer in detail then you have experienced this phenomena.

This expansion beyond the confines of the Beta mind is why two or more people can get together and discuss a topic of shared interest and come up with amazing new insight on the topic that neither had originally had. They were able to attain the levels beyond their individual confines. This is the purpose of **The Mastermind Principle** or what in the past were called **Think Tanks**, which are often seen, used by the most successful entrepreneurs. They gather others of a like mind into board meetings or an elite staff to gain new ideas to propel their businesses to success.

The subconscious and superconscious areas as seen on the right of the chart can also be viewed as totally subconscious but for the sake of further distinction and clarity they

have been separated. The superconscious state is the state of pure intelligence and crossover of thought. It can be considered a universal library of intelligence or knowledge encompassing all of the knowledge of everyone who has ever lived and does live now.

Remember that since we are in all brainwaves simultaneously with only one dominant at the time, then whenever you have a thought it is immediately part of this Delta library and thereby available for anyone else to recover as well. If you have ever had a great business idea and decided not to complete it right away and found shortly thereafter that someone else was doing the same idea that you had, then you have seen this concept in action. It would be similar to dropping a twenty-dollar bill on the ground and walking away from it. If you do not return immediately to claim it then there is a great possibility that someone else has seen it and taken it for themselves.

This concept can also be seen when someone tells you something that you have never heard before but suddenly you realize that you already knew that. This happens to us as instructors in our courses constantly. We teach a totally unique concept that the students have never even considered before and suddenly you see the light bulb in their minds go on as they say “I knew that!” At a certain level in your mind “Delta” **you know everything**. It is also what many call The Ether or The Collective Mind or Library of Knowledge or Source Energy, Universe or even The God Influence. As you can see there are many names that came from many varied researchers and seekers but they all include concept of some form of source energy, which is an intelligent energy.

We are not teaching you anything new. We may be putting together the particular information differently but what we are actually doing is **teaching you about you!** The information and raw materials to build a television or radio transmitter has always been there for hundreds of years but someone put it together differently and voila!

Plato, Aristotle, Edison, Ford, Einstein and all the other great thinkers were not the initiators or creators of thought. They were the finders or discoverers of new combinations of what already exists in this matrix of thought energy. They were or are in fact discoverers of mind. Just as with electricity, gasoline, the Internet, your cell phone

and even space travel, the possibility for each of them “always” existed. Someone or a group of people just put thoughts together in a different way and came up with them.

## **MEG The magnetoencephalogram**

This expansion of thought, outside the confines of the physical brain can also be measured and can be seen used often in our daily lives. Many have just not taken the time to stop and think about it before now.

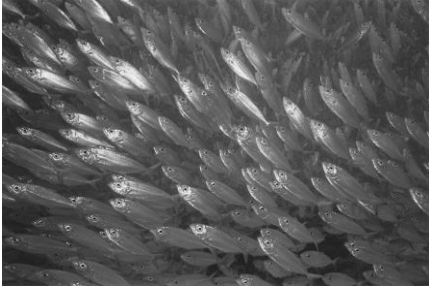
### **What is it?**

Earlier we stated that the mental brainwaves inside the head could be measured by the use of an EEG (Electroencephalogram) Over recent years scientist have found that through the use of an MEG (Magnetoencephalogram) they are able to measure the similar activity occurring “outside” the brain. The previous chart will better explain this concept.

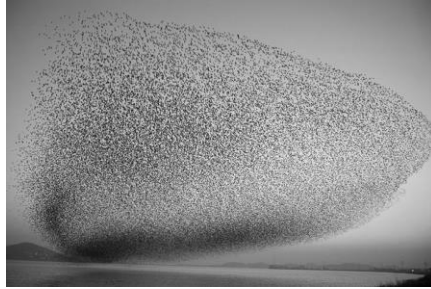
### **Examples:**

#### **Birds & Schools of Fish**

This is seen in nature quite often as animals are primarily living in the Alpha brainwave state and find Beta to be most bothersome. In their state of overlapping consciousness they are able to communicate with each other. Such as when **schools of fish** or **flocks of birds** can all instantaneously change direction without bumping into each other. It is on an instinctual level, which occurs in the Alpha level onward. It is also seen in swarms of insects and herds of wild animals such as wildebeest, buffalo and antelope to name a few. If you have ever done something by instinct or gotten the “**vibes**” you have most likely experienced this.



School of fish



Flock of birds migrating



Environmental input of danger

Looking for a more scientific explanation rather than vibes? An article published in the New Journal of Physics can help.

They stated that the flocking behavior of birds, fish and other animals is the result of what they called, “Collective Decision Making.” The University of Budapest conducted research to understand this collective thought of flocks by creating a computer simulation that used self-propelled particles instead of animals. Using their simulations the scientist found that what seemed to be a collective decision making process was actually made up of many additional inputs from the environment. Therefore the collective decision making of flocks, schools or herds included not only their collective thought but also many other points of information being delivered to the animals from the environment itself.

The research of this study can be found in the “New Journal of Physics – Titled: Collective decision making in cohesive flocks Volume 12 number 9 submitted by; K. Bhattacharya and Tamas Vicsek 2010

## **Brine shrimp**

Another exciting example I came across was the Brine Shrimp Observer Experiment; A small amount of brine shrimp were scooped out of a large container of healthy, salt water shrimp and dipped into a smaller container of freshwater. As soon as the shrimp entered the fresh water they immediately began to die. Once the small group of shrimp were dying the larger group in the initial container began to go crazy. They appeared to

have sensed it. The same test had been conducted by many people since this initial experiment that all came up with the same results.

**Question:** Did the person conducting the experiments have anything to do with the result through his connectedness to source?

The same experiment was conducted a second time but this time completely automated by a machine. This time however the results were quite different. When the scoop of shrimp was dipped into the fresh water and began to die, there were no reaction to the larger group at all, it was as if they were oblivious to the occurrence.

This shows that when humans are *involved* in the conducting of experiments that they have the ability *to affect the results* of the experiments simply by observing. When our consciousness was included it affected the larger group of brine shrimp to the disaster that was occurring. Was it the actual disaster of the deaths or was it the conscious “collective” thought process of observing the occurrence?

### **How does this MEG Process Work?**

**Thought travels in waves like radio** or television waves that fill the ether.

There are two kinds of thought. Thought that we create from within and outside thought such as when you get a great idea.

As soon as you have a thought it is instantly emanated outward into the ether just as when a radio station broadcasts even over great distances your radio will pick up the music immediately.

This outside thought can be measured by the use of an MEG and can even be seen in operation by watching the perfect synchronization of flocks of birds in flight and other nature events as mentioned a few moments ago. It's as if they were orchestrated by an outside source too fast for individual thought. It is this intelligent ether.



Thought is similar to electricity with the brain being the source. Consider the brain a form of organic battery. Electricity/thought is emanated from this battery into the ether traveling outwards with every thought. Similar to a radio station, it is not only emanating thought from this battery but it is also a receiver of this thought energy or electricity.

Every mind is a broadcasting and receiving station.

Every mind as well as every brain is therefore directly connected to every other brain by means of this vibrating, fluid ether. Every thought released by every brain can be instantly picked up by all of the other brains that are within the same frequency of the sending brain. They are in sync which is the basic operation of the Mastermind Process.

## The BBSS Scale Titles & Functions

The following section will break down the various brain wave states in detail to give you more information of how they can help you and your clients.

NOTE: It is important to achieve and experience balance in each of the four basic brainwave states on a regular basis and not spend too much time in one or another to remain in peak physical and mental condition. Too much time in one and neglecting others can cause disorders. Ex: Working 14 - 16 hours straight on a regular basis (Beta state) can cause burnout or even worse.

EPSILON .025 - .5hz \_\_\_\_\_

This state is totally opposite of the Lambda state but exhibits almost the same qualities.

No noticeable heartbeat, respiration or pulse is perceived by doctors.

Suspended animation

Coma state-shutdown of non-vital systems

Highly increased immune system for accelerated healing

Decreased awareness of the physical world

Best level for:

Out of body experience

Rejuvenating the body

Immune system fully operational

DELTA .5 - 3.5hz \_\_\_\_\_

Dominant in newborn infants to age 2

Right-brain activity

Release of the HGH (Human Growth Hormone)

known for anti-aging The releasing of wrinkles, sagging skin, muscle tone

Experience of low blood pressure, respiration, heart rate, metabolism and body

temperature  
Release of \*RAS paralyzing effect  
No mental processes  
Universal consciousness  
Body heals three times faster minimum  
Superconscious level  
Profound anesthesia  
Deep motionless sleep  
No emotional processes  
Source energy  
Detached physical awareness  
Dreamless sleep  
Spirit World  
Negative hallucinations  
Vivid childhood memories  
Best level for:  
Life between lives spiritual traveling  
Extra sensory perception - ESP  
Telepathy  
Astral Projection  
    Major surgery  
    Psychic readings, predictions  
    Total connection with Source energy and the Library of Knowledge.  
    Healing and restoration for major disorders, diseases or injuries.

Less creativity and problem solving ability

*Too much time in the Delta State can cause:*

False sense of or being out of touch with reality – some psychics experience this.  
Hallucinations and negative hallucinations

*Not enough time in Delta activity can cause:*

Lack of rejuvenation – wrinkles etc  
Lack of or severely diminished healing  
Signs of stress, fatigue and exhaustion  
Disassociation with self or deep understanding  
Stress and anxiety related disorders  
No connectedness to Source

\_\_\_\_\_ THETA / DELTA TRANSITION 3.5 - 4hz \_\_\_\_\_

Dreaming stops  
Awakening ESP skills  
Intuition  
Somnambulism (The deepest state of relaxation / hypnosis)

THETA 4 - 7hz \_\_\_\_\_

Dominant in children from 2 – 6 years old  
Right-brain activity  
Dreaming sleep state  
REM rapid eye movement  
Paralyzation of the body in sleep through the \*RAS (Reticular Activating System)  
The immune system is fully operational  
Heightened problem-solving ability  
Improved stress tolerance  
Beginning of anesthesia – pain control  
Total amnesia  
No stress due to timelessness (stress only occurs related to the past or future – not the present)  
Heightened Imagination  
Hallucinations  
Traumatic memories stored  
Timelessness – Lost time  
Loss of memory

Long-term memories stored  
Ideal area for:  
Outpatient anesthesia  
Dental work (analgesia state)  
Painless Childbirth (analgesia state)  
Psychic surgery / psychic healing  
Re-opening traumatic memories  
Regression  
Automatic writing  
Enhanced creativity  
Super learning  
Shamanic journeying  
ESP activation  
Contact with spirit guides  
Awakening ESP skills  
Age progression  
Eliminating panic attacks

**NOTE:** Stress is one of the major causes that can be found in virtually any disorder, sickness or disease. It is important to realize where stress resides. It is a left-brain activity that only exists in the past and the future. It cannot exist in the present. “You are stressed about what is going to happen or what did happen.” To eliminate stress immediately all you need to do is to experience the NOW state. Also known as the Theta brainwave state. This is why time seems to pass so quickly there, it is associated with amnesia. When you dream or day dream and do not remember what you dreamed about and felt it was only a minute even though it may have been an hour, you have been in Theta. When dreaming and you remember your dreams and the time spent there then you were on the Alpha side of the line. Once in Theta, stress can be released.

Another major factor about Stress is that once you become stressed your immune system immediately shuts down. You cannot heal or recover in a stress state. Unfortunately, the average person spends approximately 80% of their lives in a state of stress from one source or another. This does not leave much time for healing. It is vitally important to change this by surveying, then eliminating all the stress in your life to be

constantly healthy.

*Too much time in the Theta State can cause:*

Detachment  
Disorientation  
Restlessness  
Hallucinations  
Loss state of reality

*Not enough time in Theta activity can cause:*

Extreme Fatigue - exhaustion  
Extreme Stress  
Mental confusion  
Slow healing and recovery  
Tingling/numbness in the extremities

\_\_\_\_\_ALPHA / THETA TRANSITION 7- 8hz \_\_\_\_\_

It is a light fidgeting or restless type of sleep. Trying to settle down to let go.  
Balancing point between the mental and emotional state  
Daydreaming begins  
Critical reasoning impaired  
Glove analgesia (pressure but no pain)  
The line between amnesic & mnesic (remembering and not remembering)  
Hypnagogic state  
Physical and verbal catalepsy  
Induces sleep, tingling sensation  
Best level for:  
Reduced Stress/Anxiety  
Past life regression  
Parts therapy

## ALPHA 8 - 12hz \_\_\_\_\_

Dominant in children from 6 to 12 years old  
Equal left brain-right brain (inner / outer world) synchronization  
Simply closing your eyes blocks out 80% of Beta activity  
Short-term memories stored (When you study for tests, your information is all stored here)  
Serotonin is naturally released in the body, which can greatly help in the recovery of depression, as well as obsessive-compulsive disorder, anxiety, panic, and even excess anger.  
Inspiration begins  
Beginning of heightened but detached awareness  
Animal primary brainwave state Accelerated learning  
Enhanced creativity  
One of the best levels for programming of suggestions  
Gateway to meditation  
Catalepsy of the body and all senses  
Acceptance of suggestions  
Best level to reprogram the subconscious  
Smoking cessation, weight loss, memory retention and most not clinical topics  
Relaxation begins  
Stress reduction  
This is where your consciousness begins to expand outside of the confines of your brain overlapping with other consciousness.

*Too much time in the Alpha State can cause:*

Drowsiness  
Disconnectedness  
Restlessness  
Lack of productivity

*Not enough time in Alpha can cause:*

Stress

Fatigue  
Lack of clarity  
Headaches  
Depression  
Anxiety  
Short-term memory loss

BETA 12 - 25hz \_\_\_\_\_The Conscious / Subconscious Bridge\_\_\_\_\_

Dominant in children from 12 years old and up  
Left-brain activity  
Busy activity such as: Studying, Working, Concentration, Problem-solving & Making judgments  
Linear thinking  
Quick thinking  
Higher focus  
Attentiveness - Alert mentally  
Outward awareness  
Focusing on the five senses  
Duality - Observer and the observed (we create individual separation from universal consciousness)

### **Further Division of Beta**

In addition to being the left brained, fast-paced, activity center part of the mind, beta can also be separated into two stages. These divisions would be the competitive mind and the creative mind.

### **Competitive Mind**

The competitive part of the beta brainwave state would mostly comprise of ego-based mindset. The ego-centered or negative mindset includes characteristics such as:



Boasting  
Complaining  
Conceit, as it is very opinionated  
Arrogance  
Close mindedness  
Dissatisfaction

It is often times the result of the *learned man* rather than the *learning man*. What is meant by that is that the learned man is one who had received formal education and then stopped. They have historical knowledge from the past. The learning man is the one who is constantly learning to keep on top of their trade. It is important to continue learning each and every day.

The competitive mindset is to compete with others for what they have or their piece of the business. Unfortunately if the business in question does not have much, then the competitive mind is competing for a portion of a business venture that is not enough as well. The competitive mind never wins in the long run.

It is important to increase in business or any other venture by not taking something away from someone else to be truly successful. It is not in alignment with source energy or the superconscious mindset as the main property of Source or Universal Consciousness is expansion or growth. It is all-inclusive and never competitive. One of the basic tenants of the subconscious mind is that it does not understand negative.

## **Creative Mind**

The creative mind is based on humility rather than ego. It has characteristics such as being:

Open-minded  
Accepting  
Grateful for what it has  
Constantly learning  
Searching  
Teachable

## Positive

It finds enjoyment in life and appreciates what it has rather than being resentful of what it doesn't.

The creative mind is not limited to the business of someone else. Through being creative it can be open to and working towards acquiring unlimited growth. The creative mind is destined to win and succeed in its endeavors. It is in alignment with Source or the Superconscious mindset, of expansion and growth.

*Too much time in Beta / Hyper-Beta State can cause:*

Anxiety

Stress

Paranoia, which can lead to muscle tension,

Depression

Forgetfulness – memory loss

High blood pressure

Insomnia and other sleep disturbances

*Not enough time in Beta can cause:*

Disorientation

Lack of goals or planning in life

Slower mental reactions

and emotional or mental disorders such as depression and even ADD.

\_\_\_\_\_ HI-BETA / GAMMA TRANSITION 25 - 35 Hz \_\_\_\_\_

\*Endorphin and \*HGH release (See definitions below)

Stressful behavior

Excessive "tunnel vision" (Cannot see what is happening in your own life even though others seem to see easily.)

Critical Mass Begins (Highly open to suggestion)

GAMMA 35 - 70hz \_\_\_\_\_

Higher awareness  
Peak concentration  
Release of excessive \*dopamine  
Critical Mass (Highly open to suggestion)  
Enhanced problem-solving abilities  
Beginning of mystical experiences  
Heightened mental activity  
High performance

HYPER-GAMMA 70 - 100hz \_\_\_\_\_

Accelerated endorphin release  
Natural anti-depressant / mood booster  
Hallucinations  
    Increased self-awareness  
ESP abilities  
Heightened sports performance  
Heightened instinct and intuition  
Anesthesia – pain control

LAMBDA 100 - 200hz \_\_\_\_\_

Seems to ride on the low frequency wave of Epsilon creating a circular effect  
Associated with wholeness and integration  
Profound anesthesia – pain control      Associated with extreme mystical experiences  
Negative hallucinations  
Suspended animation

Out of body experience  
Shamanic journeying

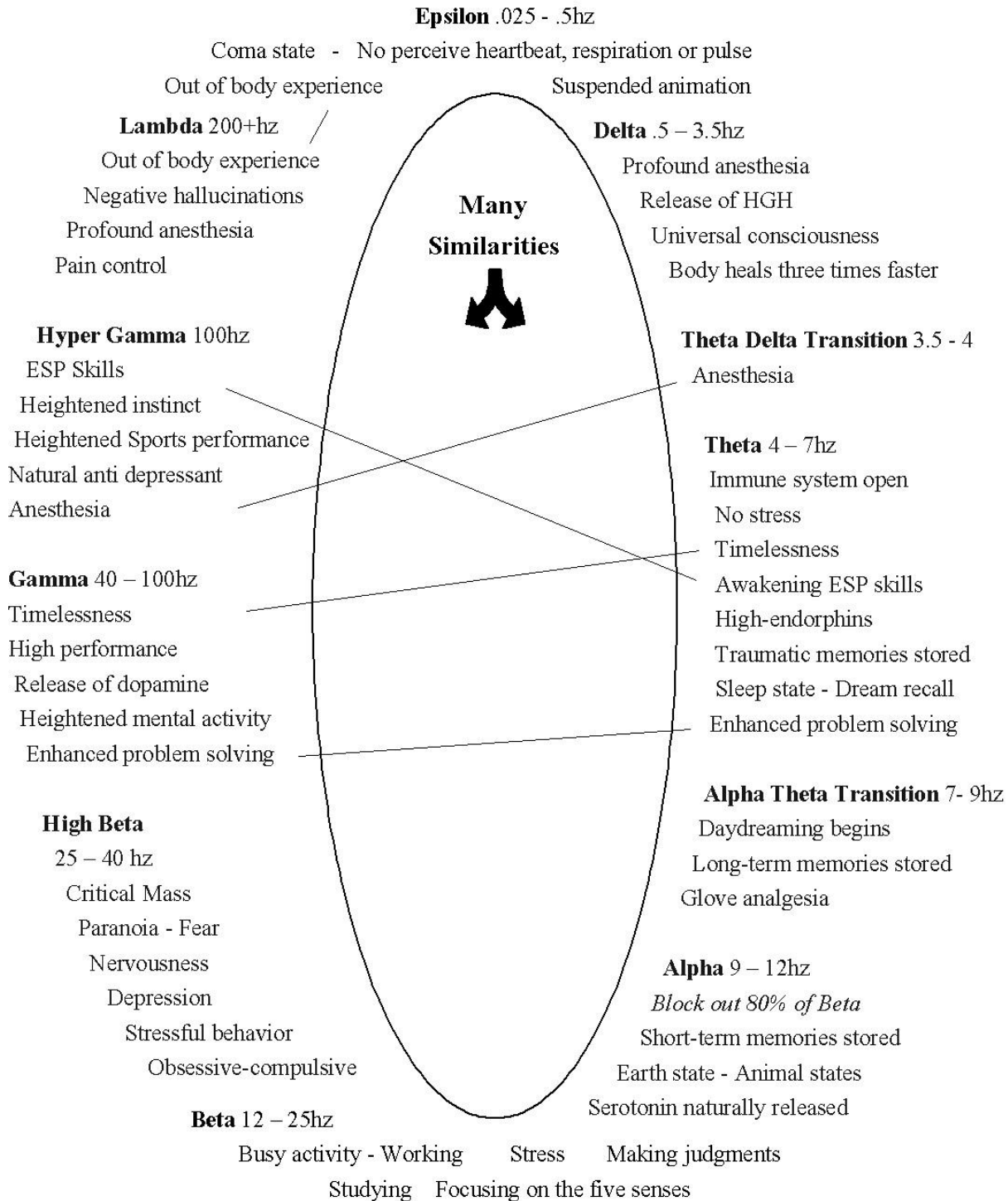
## **Opposite Similarities**

When observing the next chart you will see that there are great similarities on each side of the spectrum between the slow and quick counterparts of brainwaves opposite each other. While we would like to be able to show perfect symmetry of both sides; they are in fact very flexible. Take the time to study each side to see the many similarities. You will notice extreme opposites quite often acting the same.

**NOTE:** It has been found that on the slow frequencies of the Epsilon waves there appear to be the very fast-paced frequencies of Lambda attached thereby helping us to close the circular gap. Although the circle may not be exactly symmetrical it can be seen as looping. It may however even be oval or flexible as a rubber band depending on the situations. That is the beauty of the human mind. There are so many possibilities and for every answer found there are even more questions that arise. Keep an open mind...

**CIRCULAR BRAINWAVE CHART**

NOTE: the similarities on each side even though they are opposite. The fast waves of Lambda seem to ride on the edges of the slow Epsilon waves causing a connected, closed loop.



When looking at the brainwave states as depicted here you will notice that all the programming states encompassing relaxation are on the right side, namely the Alpha, Theta and Delta states. All of the programming or suggestibility states on the left side are where the mind is not relaxed but very much the opposite. In these stages such as High-Beta, Gamma, Hyper Gamma and Lambda the brainwave states become so quick that the mind easily becomes confused or overwhelmed.

This state is also known as achieving *critical mass*. Once the mind has achieved critical mass it can be easily programmed through what is known as the confusional, analytical or even covert type programming. Covert programming or hypnosis would be simply delivering suggestions in a covert or even tricky manner so the conscious mind is unaware and does not resist. This way the suggestions are accepted directly by the subconscious.

Once critical mass has been achieved most any suggestions given from that point forward will receive little resistance. This type of covert programming is being used quite expertly by the use of commercials on television and radio. It is mostly noticed for the purpose of selling pharmaceuticals or medical procedures. These type commercials seem to mostly be delivered during the times when people are most busy such as during dinner or overnight as many people let their television or radio run while sleeping. During dinner you are occupied by eating and having conversations with your family and too busy to listen to the television or radio to screen them so as to turn them off when negative commercials come on. Since you are busy these suggestions can easily bypass the conscious mind and be accepted directly by the subconscious.

The same occurrence happens while you are sleeping. When you are relaxing, listening to the music and dreaming in your unconscious state the commercials play often times giving suggestions that you need to have a certain procedure or pill which can easily sneak by the conscious mind. You are then being programmed that this is something you require. Repetition of this type of programming can be very detrimental.

Looking at the chart you can now easily see how the fast forms of brainwave states on the left are equally as suggestible as the relaxing ones on the right. You may have even experienced some of these super high brainwave states yourself. For instance, have you

ever found yourself in a hurry leaving the house, looking around frantically for your car keys only to find that they were in your hands all the time? If this happened to you then you found yourself in a state of hallucination. It is a natural state that you can achieve through critical mass in the Hyper Beta or Gamma state as well as the relaxing Theta state.

If you ever found yourself injured or cutting your hand while in a hurry trying to leave the house and once you were driving down the street you finally noticed it was bleeding and really hurt. Why didn't it hurt from when you left the house to the point you were relaxed while driving? You experienced temporary anesthesia. This occurred through your mind being busy and beyond the critical mass stage. This is the same as on the opposite of the circle when you would experience this anesthesia in level five or six. You can see there are quite a few similarities between both sides.

The slower brainwave states on the right side are best used for individual programming of delivering positive suggestions for self-help. These can be given through relaxation where the conscious mind will release resistance once it has attained the Alpha state. Without resistance it will accept suggestions just as it did on the left side from being overwhelmed. The beauty of this relaxed type of programming is that covert hypnosis is not required. You do not have to trick or hide suggestions because they are positive suggestions that the subject initially wants to have. If they were negative suggestions given while in a relaxed state the conscious mind would immediately rebel even though you were relaxed. You cannot make anybody do anything against his or her will. So if they do not want to accept the suggestion they will not. The conscious mind is ultimately in control.

**\*HGH: Human growth Hormone:** As we get older, decreasing quantities of HGH results in many aging symptoms including:

- Loss of muscle tone,
- Increased weight gain,
- Loss of stamina,
- Sagging skin and muscles,
- Wrinkled skin

## Sluggish memory

and many additional functions associated with aging.

HGH is produced naturally by the pituitary gland in the center of our brain. When we are in deep, dreamless sleep in the delta level, the pituitary is stimulated to produce more HGH which is why we feel refreshed and rejuvenated when we get a good nights' sleep. Lack of this hormone can result in aging, mental imbalances, sickness and disease.

### **\*RAS - Reticular Activating System** (definition):

A part of the reticular formation that extends from the brain stem to the midbrain and thalamus with connections distributed throughout the cerebral cortex and that controls the degree of activity of the central nervous system as in maintaining sleep and wakefulness and in making transitions between the two states)

Dreaming takes place primarily in the Theta State. Here the Reticular Activating System (RAS) goes into a special function in which it literally closes off the muscular control signals from the brain to the body. The body becomes essentially paralyzed. Occasionally stray electrical discharges are able to trickle past which accounts for minor twitching of the fingers and toes. It is during the dreaming state that Rapid Eye Movement - REM, is observed where the eyes move under the closed eyelids.

One of the reasons this function of the RAS may occur in the dreaming state is to protect the unconscious body from harming itself by actually acting out on it's dreams. When there is an intermittent slip of the brainstem where not all of the signals from the brain are shut off from the body entirely the body may begin to *Sleep Walk*.

Once the sleep cycle reaches Delta, the RAS area of the brainstem releases the hold between the brain and the body's muscles. At this point the body still remains completely still through the whole period of Delta sleep. Not because the body is paralyzed by the RAS, but because the body is now in it's most relaxed and calm state.



**\*Endorphins** (definition):

Endorphins function as neurotransmitters. They are produced by the pituitary gland and the hypothalamus during exercise, excitement, pain, consumption of spicy foods, love and orgasm. They resemble opiates in their abilities to produce analgesia and a feeling of well-being.

The term **endorphin rush** has been adopted in popular speech to refer to feelings of exhilaration brought on by pain, danger, or other forms of stress. When a nerve impulse reaches the spinal chord, endorphins are released which prevent nerve cells from releasing more pain signals. Immediately after injury you may feel a sense of power or control over yourself that will allow you to continue with your activity for an extended time.

**\*Dopamine** (definition):

Most importantly, dopamine is central to the reward system. Dopamine is commonly associated with the pleasure system of the brain, providing feelings of enjoyment and reinforcement to motivate a person proactively to perform certain activities. Dopamine is released by naturally rewarding or over stimulating experiences such as food, sex, gambling, excessive lights and commotion as in a casino, use of certain drugs and neutral stimuli that become associated with them.

**\*Serotonin** (definition):

Synthesized serotonin is the active ingredient in most selective serotonin reuptake inhibitors (*SSRI*) pharmaceuticals most commonly used as anti-depressants. It is primarily found in the gastro intestinal tract and in the central nervous system of humans. It is popularly thought to be a contributor to feelings of wellbeing and happiness.

The majority of the body's total serotonin is located in the in the stomach where it is used to regulate intestinal movements. The remainder is synthesized in neurons of the

central nervous system, where it has various functions including the regulation of appetite, mood and sleep. Serotonin has also been known to enhance cognitive functions such as memory retention and improved learning abilities.

Serotonin is naturally released through the central nervous system while attaining the Alpha brainwave state. It can be produced naturally through meditation, hypnosis, happiness, laughter, spending at least thirty minutes daily outdoors in sunlight, through cardio vascular exercise and many other positive activities that promote enjoyment and relaxation.

Here are a list of some of the SSRI drugs approved by the Food and Drug Administration to treat depression, with their generic names following. They include:

- Citalopram (Celexa)
- Escitalopram (Lexapro)
- Fluoxetine (Prozac, Prozac Weekly, Sarafem)
- Paroxetine (Paxil, Paxil CR, Pexeva)
- Sertraline (Zoloft)

The advantage of assisting clients to produce serotonin naturally as a mood booster or alternative treatment once approved by a licensed medical practitioner can be staggering in comparison to the alternative of utilizing antidepressants. The main reason being that producing serotonin naturally has no side effects other than:

- Relaxation
- Sleeping well and
- Feeling good

Some of the side effects resulting from many of the synthetic SSRI drugs with the purpose of releasing serotonin are:

- Nausea
- Dry mouth
- Headache
- Diarrhea
- Nervousness, agitation or restlessness
- Reduced sexual desire or difficulty reaching orgasm

Inability to maintain an erection (erectile dysfunction)

Rash

Increased sweating

Weight gain

Drowsiness

Insomnia

## CHAPTER 3

# THE WORLD OF THOUGHT

This is portion of a lecture given by Andrew Carnegies' "Science of Success Philosophy"

*“Let me call your attention to a great power which is under your control. A power which is greater than poverty, greater than the lack of education, greater than all of your fears and superstitions combined. It is the power to take possession of your own mind and direct it to whatever ends you may desire.*

*This profound power is the gift of the Creator and it must have been considered the greatest of all of his gifts to man because it is the only thing that over which man has the complete and unchallengeable right of control and direction.*

*When you speak of your poverty and lack of education you are simply directing your mind power to attract these undesirable circumstances because it is true that whatever your mind feeds upon your mind attracts to you.*

*Now you see why it is important that you recognize that all success begins with definiteness of purpose and with a clear picture in your mind of precisely what you want from life.”*

Andrew Carnegie

Did you know we have approximately 60,000 thoughts a day? Think about it... Now it's 60,001. We live in a world of thought. Thought is the basis of everything and everyone. In fact even before you began reading this manual some form of thought had to take place. Without having a thought of it of some form you wouldn't be reading it. In fact without having a thought of some form you wouldn't be doing anything. You must have thought of wanting to read and then to read this manual or perhaps you had thoughts of progressing your life in some way. Maybe you've even been researching the topic in bookstores or online.

*“Thought is the vehicle of creation.”*

Take a moment to look around you right now. Everything you see around you, before it was created in this physical world began as a thought by someone. This manual that you're reading right now before it became this manual was the result of many thoughts in my mind. In fact right now as I am writing it, the remainder of the manual from this point forward is still uncreated. I'm attracting information through the several parts of my mind from my research, past experiences and the formless substance to receive the inspiration of what's to come. Then upon imagining what I'd like to say it's then transformed into the completed reality that you're now reading. That's the process of creation. You're now looking at the result of my thoughts.

**The Subconscious Mind is the Law of Attraction** The Law of Attraction is a very powerful Universal Law. It's just as much of a law as the Law of Gravity and the Law of Cause and Effect. One of the most basic definitions of the Law of Attraction is: *"like attracts like."* It's a law that's constantly working whether you like it or not or whether you believe in it or not. That's what makes it a universal law. It is something that constantly works regardless of the situation.

The Law of Attraction can even be observed in the *microcosm* of human cells. There have been test conducted by cellular biologist where healthy cells and sick cells were separated in confined spaces. The sick cells would multiply and grow by themselves however when a healthy cell was introduced to the confined space with the sick cells, the

healthy cell would immediately try to escape. It was as if it went into a *fight or flight* mode.

If the healthy cell were not able to escape or keep away from the sick cells it would have eventually become sick. The same thing would occur when a sick cell was put into a confined space with mostly healthy cells. The sick cell would try to escape and not being able to, would eventually die.

Each human being has approximately 60,000,000,000,000 cells that make up their body. These cells are constantly being recycled, however they all seem to be attracted to where they're supposed to go. The cells that make up the heart know that they are not part of the lungs. The ones that make hair know that they are not fingernail cells. Each one of the cells seems to have a built-in knowledge of knowing where they should be and what they're supposed to do. They're attracted to others like them. If this were not so, I imagine it would be quite difficult for our bodies to stay in one piece and operate in such an orderly fashion.

This *like attracts like* scenario continues to work in the macrocosm or larger scales as well, such as in human behavior. If you've been in a room with others having a great time and suddenly someone who was very angry walked into the room; have you ever noticed how the entire feeling of the room immediately changed? It was as if a foreign body was introduced into the room.

Have you ever been in a foul mood when someone who is extremely cheery walked up to you and began speaking? Have you noticed the immediate discomfort? When people are angry they seem to gravitate towards other angry people. You will notice that happy people enjoying being around happy people.

This Law of Attraction or "*like attracts like*" can be seen in virtually every area of life. People are attracted to other people that are like them. Go through any city and as you observe the different neighborhoods you will find that each different neighborhood attracts similar types of people to those that are already living there. You'll find high-class neighborhoods, middleclass and low class neighborhoods. Go into a middle-class, suburban type neighborhood and you will find that many of the houses are similar to each

other and also in about the same price range. You'll find very similar types of vehicles of similar price ranges as well in their driveways. In fact you'll probably find that most of the people living there make within 20% of the income of their peers. They have a tendency to gravitate towards people who are similar to them.

People who are in the mental health field have a tendency of associating with other people within their field, both on and off the job. It is very seldom to find someone who is a medical doctor who associates with or has friends that work in the fast food industry. People who work in the fast food industry seem to have other friends who do the same.

This can even be expanded further by pastimes. This is why most wealthy people spend their recreational time at places like golf courses or Marina's and people with lower incomes may feel more comfortable spending their recreation time at arcades, bowling alleys and fishing.

## **We live in a Second-Hand World**

Whenever I say that statement many people look at me strange. What I mean by living in a second-hand world is that every single thing that has been created started with a thought. The clothing you're wearing began as a thought. Someone had to design it in his or her minds. Through the formless substance, materials came together through these mental blueprints ultimately becoming the clothing you are wearing. They didn't just pop into existence from nothingness.

They were created through thought, by someone's self-awareness, and recycled from matter. The chair you're sitting in began as a thought as well. In fact the chair in its creators mind, probably was spectacular. With his unlimited use of imagination, in his thoughts, the chair probably had rainbows coming out of it and was made of the most luxurious materials ... but with the equipment and materials we have available on this limited earthly plane, what you're sitting on was the best copy of his thoughts that he could create. It might be a nice chair however in the mind of the creator it was exceptional. So you can call it a secondhand or knockoff of the original which was of thought.

Everything from the building you are in, the food you eat, the books you read, the clothing you wear, the car you drive... everything, had to be a thought before could be created. Everything had to be a cause before it could be an effect. Even in your daily speech, the words that you say were thoughts before you said them. We have such in-depth thoughts that when they finally come out of your mouth they weren't anywhere near as precise as what you really meant to say.

There sometimes seems to be something lost between thought and creation because we are limited in the conscious or physical world.

Now I'm sure you're beginning to understand that thought must precede the action. If there were no thought, there would be no anything. Cause must precede the effect. It's amazing how many people don't realize that and think they live only in a world of effect. If they cannot see it, then it is not there. Understanding this principle is one of the major differences between living a truly happy life and simply having an existence.

Disease, sickness, health, wealth, poverty, sadness, happiness and loneliness are all effects. Without thought they could not exist.

Now of course someone who's sick did not deliberately want to be sick most likely but without the thought of sickness it could not have happened, as the natural nature of man is perfect health. The thoughts of sickness could've come from them wanting to be sick which is pretty unlikely, or from them not wanting to be sick. Remember the subconscious mind that is the Law of Attraction as we mentioned earlier does not understand negative. So when you are saying that you did not want to be sick, your focus is on "being sick" therefore focusing on wanting to be sick and focusing on not wanting to be sick hold the same value.

Being around or within the influence of sickness such as working with groups of sick people on a daily basis can also cause sickness. By working with them you are focusing on their dis-ease.



Now I'm not saying to go get another job if you work with sick people, rather than doing that what you should be focusing on is the health of the people you're working with rather than on their sickness.

## **Cause and Effect**

To every thought there is an effect. It would be similar to throwing a pebble in the middle of a crystal-clear pond. This pebble would cause a ripple of waves to extend in a circular pattern expanding bigger and bigger until they eventually collide with the edge of the pool. Other people having thoughts would be similar to having many other pebbles tossed into the pool all causing their own outward ripples as well. At many points their waves would affect yours. Just as your cause affects the pond, so do their thoughts affect you.

An example of how the thought of a group can affect the individual is quite evident in the phenomena of what is known as the Group Frenzy Effect. When large groups of people cause civil disobedience such as can be seen in mob scenes or riots on television, there are always many innocent bystanders not involved with the groups that are swept into the frenzy just by being there.

Everything we see, feel and enjoy initially came from the invisible. The thought of that makes many of us uneasy to say the least. It can change everything in our lives if truly understood. Let's break it down a bit more. Unseen radio waves become music that we hear. Unseen television waves become the programming that we see. Unseen Internet signals and information become what many know as their pastimes and even livelihood. Without this unseen information surging through the ether, cities, countries and civilization itself would crumble.

Since an effect "cannot" exist without a cause, then sickness could not exist unless it began with a thought somewhere along the line. So was poverty, sadness, anger, hatred, prejudice, war, loneliness and greed. It really puts things in perspective when we start to think that all of these things began with our own thought process.

If this gift of thought is something that we truly have total control over then that means that we have total control over the direction of our lives as well. We have control over our present and future health, wealth and happiness. Yes, we control the invisible, which in turn creates the visible. It is the world of thought.

## **You are the Creator**

It is time to take 100% responsibility for your life now. How? By simply being aware of your own thought process. Only think what you want rather than what you don't want. Understand that you are the originator and creator of this "invisible" thought. You are the cause of the Cause. The Effect is the direct result of your Cause. You are now able to understand how "you are the creator" of your own reality. Your new thought process or Cause(s) will now be the Effect(s) of your new health, wealth and happiness.

## **Triad of Creation**

I like to use the terminology *Triad of Creation* to further explain this process. In order for any substance to be materialized into an object, a thought is required. In order for a thought to be initiated, a thinker is required ... and in order for there to be a thinker, or us, self-awareness is required. We as humans at one time were also created from this same matter, formless substance or universe. Knowing this will help you to understand that *we* are the part of the Universe or formless substance that gives it awareness. We are the *universal creators* because of our consciousness or self-awareness.

***The Triad of Creation would then be: Cause, Medium and Effect.***

Cause being our thoughts, medium being our self-awareness and effect being the materialization of our thoughts from matter or the universe.

We as human beings are thinking machines. We have approximately 64,000 thoughts a day. Think of that, 64,000 thoughts. How could we ever keep track of all those thoughts

continually? It's virtually impossible. However each one of these thoughts creates an order, like a menu order in the restaurant, being sent out into this formless substance.

Where do we get the ideas to order things? We are receiving suggestions all day long in our daily lives. Simply turn on the television and suggestions are coming to you. What kind of toothpaste, Jell-O or cooking oil should you use? When you go to work you are given suggestions constantly. Even on your way to work you are receiving suggestions as you see all the different restaurants, billboards and signs surrounding you. You may even respond to some of these suggestions by pulling into a coffee shop along the way. In fact right now if you were to look around the room that you are in, you will probably find half a dozen suggestions in plain sight from signs, trademarks or logos on products that you use.

These suggestions that you see are designed for you to make a decision, to act. The companies designing them want you to buy their products over their competitors.

As a result of these suggestions received each day we either make deliberate choices and create with our desires, or we choose by default and the choices are made for us. The reason why this is important is that oftentimes I hear people say that suggestion don't affect them because they choose to not react. Whether you make choices or not, choices are still being made. Here are some examples: If you were driving through a parking lot and saw an empty parking space up ahead, you would have a choice of taking that parking space, or not making a choice and someone would take it for you. In other words your choice would be made by default. If you were walking down the street and dropped a \$10 bill on the ground, once again you would be faced with the choice of picking up the \$10 bill, or not making a choice and having someone else choose for you by picking it up. If you were walking home from work and it began to rain, you would have a choice of getting out of the rain and remaining dry, or staying in the rain and getting wet by default.

You can either create your life through your own deliberate choices, or you can have your life created for you by default. This is what is meant by living life deliberately rather than by default. Why let everything pass you by when you can change it to whatever it takes to make you happy.

By having thoughts you are placing the order. Your imagination moves the order forward in a clear and focused direction. It would be similar to operating a car. If your car was the thought, imagination would be the gasoline inside the car to get it to move. Imagination is a very important part of the process. You must imagine what it is you want clearly in order to have the proper frequency broadcasted out and attracted back to you. The clearer you can imagine your thoughts, the more likely you are to receive what you desire.

We call it the *buying-in principle*. Do you believe that you can actually have what you want? Do you feel worthy of it? Do you deserve it? If you had a desire to run a marathon, but you had difficulty walking to and from the mailbox in front of your house, you would have a difficult time in buying-in to the whole running a marathon concept. You would probably not be able to attract it to you. However if you were to think about walking a little each day and increasing the distance on a gradual basis, you would be able to buy into the goal eventually.

Emotion is also a very important part of this process. Whenever you have a thought or place an order, just as imagination is similar to the gas that you put into your car to make it move, emotion is similar to using nitrous oxide for that supercharging movement forward. It's amazing to see that when people have something negative happen such as missing money from their paycheck, they'll get extremely emotional in a negative manner. However if they went to pick up their paycheck and had a little additional money in it, they would be thankful but very seldom would they get emotional in as strong positive manner.

### **Thought – Imagination - Emotion**

*“If thought is the vehicle for change and imagination is the fuel to move the vehicle, then emotion supercharges the fuel.”*

Emotion is the key to *quicken*ing the imagination process. Emotions put out extremely powerful vibrations into the universe. If you are trying to attract something

into your life such as health, wealth, improved relationships or happiness, applying positive emotion in the process will greatly enhance it.

There are literally hundreds of emotions that humans are able to experience. Of the hundreds of emotions approximately a dozen are experienced on a regular basis. Then out of those emotions approximately four of them are positive. This helps to show why so many people find it easier to be negative than positive.

Think about when emotions are shown. When bad things happen such as losing money, becoming sick, a death in the family, losing a job, getting in a car accident, becoming hurt, being insulted or belittled, being passed by for a promotion or when not being appreciated, we often times display very negative emotions. These emotions can range from anger, sadness, rage, disappointment and disgust. When positive things happen however such as receiving money, getting a promotion, getting your car fixed for free, being complemented or appreciated, all of the positive emotions associated with these are not nearly as intense as the previous negative ones were.

## **Three Types of Thought**

### **Environmental Thought aka Thinking According to Appearances**

Environmental Thought is used by society approximately 90% of the time. It is thinking according to the group mentality. It is the result of people's past programming of what they feel is expected and what "fits in" to be accepted by society. In other words; you go with the flow so you will not stand out in the group. It's the, "If everyone is doing it then it must be right sort of mentality." Many people in fact go through their entire life only utilizing this level of thought due to many reasons such as having a difficult or stressful life.

## Original Thought – Frontal Lobe

Original Thought is used approximately 10% of the time. It is the result of being able to utilize the original thinking of the frontal lobe of the brain. Although it can break free from environmental thought, it still works within the restraints and restrictions of our self-imposed limitations and beliefs. The frontal lobe can “only” be used in a state that is free of stress. As soon as you become stressed, your frontal lobe immediately shuts down just as the immune system does. It is the built-in nature of mans “fight or flight” mechanism that controls this. We will discuss this further on in this course.



Many who are living a life of stress rarely, if ever, are able to experience “original thought” as they are constantly in a state of fight or flight. The mentality of being, “Too busy living life to take a break and plan it”. They feel similar to a hamster running in circles around and around on a wheel. The experience the same routine daily all the time wishing for something different to happen.

The one thing that is missing is that, “In order for there to be a change, there must be a change.” That change must begin with your thought process and in order for that to take place you must slow down, release stress and think.

## Elite Thought aka Right Thought aka Thinking Through Appearances

Elite thought is used approximately 2% of the time. This is the process of thinking, “Only what you want” in life. It is disregarding environmental thought and appearances. Remember appearances are only the Result of thought. They are the Effect. The Effect can be changed if the Cause is different. So if Thought is the Cause, then Elite Thought is creating what you *want* through Cause, thereby getting the Effect or Appearance that you desire.

The influence of a group or society on the creation of our thought can be overwhelming. Outside opinions have such a strong bearing on our perceptions. For a moment imagine that you were an employee of a large firm. You are being paid a decent

hourly rate for doing your job. Upon arriving at your office you notice that there is a note on your desk from your employer. It states that you are receiving a promotion and will be given a large salary that greatly exceeds your present hourly rate. The note says that the boss would like to interview you for this promotion at one o'clock this afternoon. Your immediate response upon reading the note is one of excitement and gratefulness. You are excited about all the great things you will be able to do with the additional income and you are grateful that your boss has finally noticed the great work you have been doing.

As the time of the interview approaches you meet one of your coworkers and tell him your wonderful news. Your coworker then begins to tell you how he feels this is the boss's way of taking advantage of you. Because you will be on a salary, he can have you work twice as much and in the long run you'll be getting paid even less. He told you that this is the boss's way of saving money by not having to hire another employee.

Compare the different thinking process of how you feel now after hearing your coworkers opinion to how you felt earlier after reading the note on your desk. Can you see the effect of outside thinking or thinking according to appearances? What other people say has such a great impact on those who are not able to or willing to control their own thinking. You went from being excited to being upset before you even had your meeting with the boss. You reacted to appearances.

# CHAPTER 4

## MENTAL PROGRAMMING

### Blueprint of Birth

**MAN is born from a subjective state** of consciousness into an objective state, and he gradually grows into intelligent, self-conscious, objective understanding.

When you were born into this world you entered with a clean slate. You were driven by happiness and did whatever you wanted to do, whatever felt good. This often included laughing, screaming and exploring your surroundings. You had no limitations, conditioning, likes or dislikes. You had just as much unlimited potential as any other child. In your reality everything was in an orderly state. Sickness, disease, poverty, anger, disappointment, jealousy, fear, stress, prejudice or anything else of a disorderly nature did not exist. They were all learned behaviors. You were happy, healthy and content. This was your blueprint of birth.



## **When a baby is born into this world,**

It is purely subjective; it does not know enough to feed itself; it has no objective faculties, no judgment, no thought processes. But the minute it is born it begins to develop objectivity through observation; however, it takes a baby longer than it does any other animal, as it is more helpless. A child does not always gain its objective faculties quickly--sometimes it never does during this lifetime.

## **Born Perfect**

Since babies are born from subjectivity, they are born, generally speaking, from a perfect condition. You will find that practically everything, when it comes into the world, is perfect; it then takes on objectivity; but it brings with it, subjectively, certain tendencies. Very seldom does it bring disease. Very few diseases are inherited, in spite of all the claims that people make that they inherit heart trouble, tuberculosis, etc. They do not! What they do, however, is to inherit a subjective receptivity toward, and a belief in, those things.

From birth you do only what feels good. That is all you know and that is the ultimate purpose of life. As they continue to grow and they continue to do that pleases them occasionally it does not please their parents as well. Their parents tell them to stop and do what they say. On and on they are continually told to do what they are told rather than what makes them feel good to the point when they are older they have lost their most important gauge to happiness and health which is feeling good. Instead they are in a mode of waiting to be told what to do with their lives and begin to follow others rather than make their own decisions.

Everything that opposes harmony will prove disastrous to the child's health, sooner or later. The inherited part is simply an inherited subjective tendency.

## **Innate health at birth**

Human beings in their natural states are innately healthy. That was intended to be their natural state. A newborn child can swim at birth, it's an innate ability that they all have. As young as they are able to understand, they're taught that being in the water is dangerous and to keep away from it. They're taught that they'll drown if they go near it. Their programming begins to change and ultimately they are no longer able to swim. Their inability has been reprogrammed to one of fear and the inability to swim.

It's funny how when they reach the age of five or six, their parents then put them in a bathing suit and happily throw them in a lake telling them to swim to which they respond with sheer terror.

Similarly you are born with the innate ability to remain healthy. From when you are old enough to understand and even earlier, you are continually programmed that when you get sick you must go to the doctors. With this new programming whenever you get sick you won't become healthy unless you go to the doctor. Many people upon simply driving to the doctor's office magically become healthy. The reason for this is that by simply driving to the doctor's office they had begun the beginning portion of their new programming and began to feel better already.

So the programming you received of being able to swim and being healthy are both reprogrammed into not being able to swim and having to go to the doctors when you become sick. Think of all the many other programs that have been created within you to override your natural positive abilities to attain unlimited success in your life and especially in the lives of your clients.

You were born in a healthy, happy, and orderly state. Anything other than these qualities would be considered a disorder and were the result of your past and present program. This includes anger, jealousy, greed, fear, unworthiness, guilt, sickness, poverty, depression, limitations and anything else that you would consider dis orderly.

## **What does your programming say about it?**

No one had ever taught you the “proper way” to think, so you think as you were taught or observed from those who raised you.

## **Nothing matters until you make it matter.**

Everything is based on your perceptions from you or "past programming". It's “all” misconception-slanted-tainted-untrue or unsure. That's why one person's problem is another's opportunity. One person's trash is another's treasure. It's all created by the perception from your programming.

## **Programming**

### **How your Programming Started**

You began to observe and experience outside stimuli from your parents or guardians and others who were influential in your upbringing. Through these observations you began to make choices of what you liked and didn't like. You absorbed everything like a sponge. This was the beginning of your conscious mind development.

Through repetition of the choices you were making you began to develop habits or what is also known as personal programming. These habits developed your personality and gave you a frame of reference to relate to when given future choices.

You were given limitations of what you could do. Some things were good and other bad. You could not scream whenever you wanted to. You could not put everything into your mouth to experience it. Many of your behaviors or freedoms were curbed. Through observation you developed habits often similar to your parents and others in your environment.

Your experiences were expanding rapidly learning from siblings, relatives, company coming into the house and even television. You were developing a personality as a result of all this stimuli.

You desperately wanted to be accepted and fit in to others expectations of you and began copying them as a result.

The following story is an example of the programming that many have experienced through their lives and how this programming and constant habit development can keep people in a state of living their lives without even being aware of what is going on around them. It is similar to a hamster running on a wheel continually going round and round oblivious of all the choices and opportunity that surrounds them. They continue doing the same thing day after day wishing for something better. It will show you how many people are too busy living their lives to plan their lives.

### **Sam's Story**

Sam was born in a healthy happy and orderly state. He was perfection in human form, pure potential. At birth He had the same opportunities for success as anyone else. He had no inhibitions or limitations. He was the center of his universe, born into a life of pure unlimited growth. Sam was fully awake, aware and ready to get started...

Since there was no instruction manual on how to raise children to achieve their potential, Sam's parents did the best they could. They raised him with love and caring in same manner they were raised and their parents before them. He was taught the same type of lessons, rules and information as other children in preparation for school.

At school Sam desperately wanted to fit in so he decided to act like the other children. It was very important that he fit into the mold of what was known as normal and was accepted by his peers. The last thing he wanted to do was draw attention or ridicule to him.

Upon becoming an adult Sam decided to go to college. Most of Sam's friends went so he wanted to go as well. He had no idea of what he wanted to study or become. It just seemed like the right thing to do.

Once graduated he took the first job in his field he could find so he could begin paying back those huge student loans. At work, he observed how others around him performed their jobs so he could copy their behavior and do his job properly. He made friends with the people he worked with and in his free time joined in many of the same activities that they enjoyed.

He eventually got married, had children and found himself raising them in the very same manner. In fact he found that many of his mannerisms or habits relating to his children and spouse were very similar to his own parents when they raised him. Conducting mindless chores around the house and watching television occupied most of his down time.

At the end of his daily routine he realized it was finally time to go to bed so he could get up in the morning, to get the children off to school and start his new day at work once again. This cycle went on day after day and year after year until he retired.

Many people are so caught up in this type of life that they don't even realize there are other options. They are simply too busy living their lives to plan their lives as in the case of Sam. If this is all you know, then this is all you get. Why?

*"You become what you think about most of the time."*

A child that was once wide-awake and ready to take on the world with unlimited possibilities became a victim of environmental programming conformed to what was expected, and lived an entire life of routine.

It seems as if people are sleeping throughout their lives. They live a programmed life unaware of what is available to them. Even though every morning brings a new day of unlimited possibilities, they do the same things today that they did yesterday.

**This chapter is designed:** to teach you (and your clients) that it is very possible to live your life intentionally rather than accidentally. It is a step by-step guide to understanding your mind, how you got this way and how to re-program yourself to think and live the way you want. (Now you see where hypnosis comes into the equation.)

The pharmaceutical companies determine which pills should be used more. They determine what will be the next popular sickness or outbreak

The government determines who you should fear and what concerns you should have.

Parents determine children's morals, religious beliefs, habits and they should associate with,

The oil companies determine what type of vehicles will be made in the future fear of a faltering economy determines your daily spending.

The media determines what we should wear, what we should look like and even how we should act in public.

As you can see, those in authority ultimately determine  
how we will live,  
what we will do,  
how much we spend,  
when we buy a house,  
when and what kind of car we should purchase,  
how we should feel,  
where we shall travel,  
who we should like or dislike,  
what we should fear,  
what sickness is going around,  
and the list is endless,

Basically those in authority can increase the stress felt by society with virtual pinpoint accuracy. In so doing they can create increased sickness, panic, disease, fear and death without even having to leave their office.

It's time to stop environmental thinking.

It's time to question everything and everyone.

It's time to practice elite thinking and only think what you want.

It's time to create your own propaganda.

You create your own reality.

### **Judge scenario** (Ericksonian hypnosis)

Your past programming has determined what your present and future responses will be. You were programmed by your parents and environment to be prepared to live a life similar to your family and environment. You were conditioned to fit into the mold of what is deemed as acceptable for your area and as a person of your stature. Just as a judge uses his past knowledge, study and experiences to judge the accused brought before him. -but-

What if the rules were different?

What if the life you want is not the same as that of your parents or environment?

What if you live in a middle class area but want to be rich?

What if you live in an environment where there is much sickness but want to be healthy?

What if you just want more?

To answer these questions, let me ask one more. What changes would have to occur to have the judge spoken of earlier begin working in an entirely different country with a completely different set of laws that had no prisons or punishment of any kind?

He would have to be completely re-taught. His past conditioning would not benefit him the way it is anymore. In fact it may even work against him. He would have to begin to question everything he'd previously learned or thought to be true. In order to be

successful in this new land with these new rules he would have to recondition himself with a *new way of thinking* continually and repetitiously until his new way of thinking became second nature or instinctual just as it was before moving to this new location.

That is exactly what you'll have to do as well if you want to be successful in any area that you have not been successful in before. If your past programming is not in sync with you future goals and desires then that programming will have to be changed or re-programmed.

### **Exercise - Media Protection**

This is a *three-week exercise*. You must be aware that there are many negative suggestions coming to you on a continual basis from all forms of media and it is important to be on the alert and ready to take action. These forms of negative suggestions are a catalyst of countless sicknesses and disorders. This exercise will help you to protect yourself through awareness in taking action.

1. Television - Whenever an advertisement is aired on television that you feel is conditioning you negatively, immediately practice “thought stopping” and mute, or turn off the television as soon as possible until such time as the advertisement is over.
2. Radio - When listening to radio it is important to be alert for the same type of negative stimuli from commercials and immediately mute or turn off the radio for that segment. Some radio stations tend to play more of these type commercials than others. If that is the case with the station you are listening to you may want to find another radio station.
3. Never allow your television or radio to play throughout the evening unless you have a way to eliminate commercials, newscasts or special announcements. If you feel you need some form of audio stimulation playing through the evening, you may want to play music CDs or MP3s.



Why is this a three-week exercise? Three weeks is 21 days. That is the minimum time it takes to condition an automated habit into the subconscious mind. Making a habit of this procedure will make a definite positive difference in your life.

## **Everything you've been taught is Propaganda**

*Propaganda as defined in Wikipedia: is a form of communication that is aimed at influencing the attitude of a community toward some cause or position so as to benefit oneself or one's group.*

*As opposed to impartially providing information, propaganda, in its most basic sense, presents information primarily to influence an audience. Propaganda is often biased, with facts selectively presented (thus possibly lying by omission) to encourage a particular synthesis, or uses loaded messages to produce an emotional rather than rational response to the information presented.*

*The desired result is a change of the attitude toward the subject in the target audience to further a political, or other type of agenda. Propaganda can be used as a form of political warfare.*

*Bias, a highly researched area by psychologists, and our emotions, considerably enhance our susceptibility. Fear, for example, either present or created by the propaganda, can be extremely important to our level of susceptibility. Another important characteristic is that the processes of developing and maintaining false belief(s) presented by a system of propaganda are generally unconscious, at least in part. The less we understand about our susceptibility, the easier it may be to manipulate us.*

*While the term propaganda has acquired a strongly negative connotation by association with its most manipulative examples, propaganda in its original sense was neutral, and could refer to uses that were generally benign or innocuous, such as public recommendations, signs encouraging citizens to participate in a census or election, or messages encouraging people to report crimes to the police, among others.*

Everything that you've been taught since the day you were born has been taught according to the ulterior motive, understanding or individual viewpoint of the person teaching it and thereby considered propaganda. An example would be someone teaching you about American history in school that is from America compared to someone teaching you the same course that is from Russia. Both teachers would have a different slant on American history because of their understanding, possible biases and experiences.

Your viewpoints or understandings of subjects that you learn from your parents, family, environment, teachers, schools, the military, your government, politicians, and even religious leaders were taught to you according to the belief system, understanding and biases of those who taught them.

If everyone has his or her own different slant or agenda in teaching specific subject how can you know whether the understanding you have of it is the true understanding? Is there even a true understanding of any topic? Is it possible to have all the facts and understanding of any one topic if everything was taught according to the reality or understanding of the person teaching it? If several people were to watch the same documentary on television, each would describe what they viewed in a different manner according to what was most interesting or important to them.

Understanding that everything that has been taught to you has been taught using this propaganda type of slant, it is easy to understand how in virtually any topic there is no 100% truth. It would be similar to looking at a glass filled to the half way mark with water and having one person say it was half full of water and the other saying it was half empty. Each would be so caught up in their opinion of half-full or half-empty that an argument may even ensue. This is a common occurrence with people of every walk of life all the way up to the political leaders of different countries as they observe the same facts on a topic but understand it quite differently.

Throughout your life as you had been taught these different topics or propaganda versions of topics, through repetition these understandings eventually became your belief. Your belief eventually turned into your habits and your morals.

So many of the morals, beliefs and understandings you have today that you think are 100% truth, may have flaws in them. Through propaganda and repetition these items eventually become hardwired into your subconscious as habits. It's a form of conditioning that is constantly occurring in society.

Our government as well as our schools and religions may want us to see things a certain way.

When you went to school you were taught subjects according to the slant of the person teaching them. So you feel that your country, favorite sports team, ideals, and religion are the only true ones. You may feel that they are completely right and everyone else's is wrong. However someone brought up in a different country, and set of rules on the other side of the earth that has completely different beliefs, religion, morals and lifestyle will also believe that theirs is the only truth and they are willing to die for their beliefs just as you may be.

So which one is right and which one is wrong? The answer to that is they both are right and they both are wrong. They both are right to the person believing them because that is their personal reality and they both are wrong to the other person who does not believe in them because that is not their understanding of reality.

### **Who chose your beliefs?**

You now understand that since childhood and on through your formative years to early teens anything that you observed, heard or understood from your parents, guardians, or circle of influence, you mostly accepted and it became your core programming. You were taught the beliefs, morals, likes and dislikes of those who you observed as well.

Through repetition they became your beliefs, morals, likes and dislikes. Just like when your parents took you to church every Sunday whether you wanted to go or not, the constant routine became a habit and eventually you went without question. This same process was used by your grandparents to raise your parents, the same way your great grandparents raised your grandparents and on and on back throughout your lineage.

Now here you are listening to this course and about to have it all put together for you. Not only did your parents program you but also that same programming that you received was the same that they received. It was an outdated upbringing and set of beliefs handed down through generations. Unfortunately there has not been a manual for how to raise children so they did it the way their parents did and theirs before them.

In addition to receiving this outdated programming in a modern world, the programming you did receive which through repetition became your habits, then your habits became your beliefs and ultimately developed your set of morals were not even the beliefs and morals that you chose for yourself. That's right... most of the beliefs and morals you've been living by were the beliefs of others!

I've noticed that people who are converts to a religion as an example are usually much more active and devoted to it than those who have been in the same religion handed down for generations because they specifically made the choice for them. Many of the generational ones who attend weekly I have found have little to no understanding of what they even believe in. They just seem to routinely do it because they feel they should.

Another interesting point is that those people living in other parts of the world with radically different religions, political structures and beliefs were programmed the same way as you. Their parents taught them and made them attend classes or meetings each week until it became a habit and belief for them as well. It developed their morals and beliefs to be just as strong as yours.

So going back to the earlier question I asked you ... which is right and which is not? Can they all be right?

Remember the main purpose of this course is to help you to "wake up" and see who you really are. You have choices; you are the creator of your own reality. That is a privileged for you to exercise. If you do not exercise it then it will be exercised for you by default. You can live deliberately or simply be herded by your environment.

Here's something referring to this awakening process that I'd like to share with you. It's a simple dialogue that takes place between Buddha and one of his students that immediately struck me as profound.

Student: Are you a teacher

Buddha: No

Student: Are you a priest?

Buddha: No

Student: Are you a God?

Buddha: No

Student: Then who are you?

Buddha: I'm awake in a sleeping world.

With the personal enlightenment you'll find moments when you feel as if you just had a wake-up call. You'll feel as if your eyes are finally open to see things that you never considered before. It will help you to see yourself and the world around you differently.

Whether you stay awake and truly live the life you were intended to live or you fall back into a deep sleep with the rest of society, is completely up to you. The tools are here along with everything you need to get started.

As we already know change is uncomfortable for the Conscious Mind. Growth is also uncomfortable but do you know what is comfortable? Sleeping and remaining the same.

*"Thinking is hard work, that's why so few do it." Albert Einstein*

# CHAPTER 5

## HYPNOTIC METHODS *of* CONDITIONING THE MIND

The traditional methods of hypnosis do have their place as they have been tried and proven. Most importantly the public through years of conditioning expects them to be done the way they're being conducted. Oftentimes however even the practitioner falls into this trap of only accepting the one or two methods taught in most school.

This chapter will hopefully open your eyes to the many ways we go through hypnosis on a daily basis giving you the added tools to help each and every client that walks through your door. They can be used as add-on's or enhancements to your present sessions to help even the toughest of clients. Just as all clients are different; it helps to have a variety of tools available to help them.

## Acceptance

Acceptance can be a powerful tool where it comes to healing disorders and even eliminating pain.

The concept of becoming one with the pain or accepting pain has more truth to it than you think. By becoming one or accepting the situation given you you'll find that the acceptance alone will begin the healing or pain elimination process.

Keep in mind that one of the main principles of the subconscious mind is that it does not understand negative. Therefore if someone's in pain and they're focusing on how they do not want the pain anymore what they are in fact doing is welcoming more pain.

When you are focusing on, "make the pain stop" "I want the pain to go away" or "I just can't stand the pain" you are focusing on the negative part of having the pain thereby attracting exactly what you don't want.

Rather than focusing on the negative part of pain it's important to focus on the positive which is acceptance. Once you have accepted that the pain is there you can then focus on what you want rather than what you don't want.

You can focus on: "I feel great" "I am feeling better and better each day" or "I am so thankful that I feel so great". Focusing on these statements once again will bring you to another major trait of the subconscious mind which is: the subconscious

mind does not understand the difference between a real or imagined memory. If you're continually focused on feeling great than what you will develop is great feelings. I like to call it the "fake it till you make it" process.

It seems that non-acceptance of pain seems to increase the pain. You can see examples of that when a child has hurt their hand and you can observe them holding it away from themselves as if trying to get it away from their body. The more they fight it the more pain they seem to be in.

Here's an example of accepting the pain. Many years ago when my oldest daughter was approximately 12 years old I took her to a doctor's office because she was having extreme pain from warts on the bottom of her right foot. As a way of treating the warts the doctor used liquid nitrogen and froze the warts so they would dry up and go away. Even though this is an effective treatment it was extremely painful for my daughter.

As we were driving home by daughter looked at me and said "Dad it really hurts a lot. I wanted to stop." Notice the negative in the statement, I wanted to stop. Just as I mentioned earlier, she was focusing on getting the pain away from her.

As a way of helping her I asked her to describe to me exactly what she was feeling. She went on to explain that it was a piercing pain in the bottom of her foot and it felt like it was shooting up her leg and went on explaining what she was experiencing.



I then asked her if she had ever felt anything quite like that before to which she answered no. I went on speaking to her about how it was a unique feeling and to focus on how was different and continue to describe it to me. Within about a minute of describing it to me she looked at me with a smile and said, "Dad, the pains gone now. It feels a lot better." She had accepted the pain and through this acceptance was able to alleviate it.

Think of how many ways you can use this concept of acceptance with your clients. When they're speaking to you about their situation are they describing it in a negative manner? Are they focusing on what they want or on what they don't want?

Remember that it is one of the main jobs of the subconscious mind to deliver to you exactly what you want. So if you are focusing on what you don't want that is exactly what the subconscious will deliver to you and since it doesn't understand negative it will usually be just the opposite.

## Action Method

This is one of my favorite methods of mental conditioning and it goes along with the "Fake it till you make it" principle that I mentioned in the earlier method.

Here's an example of how it works. The next time you find yourself sad or angry go stand in front of a large mirror, stare yourself directly in the face and put on the biggest smile that you can. While keeping a smile just keep on looking at yourself. Within a very short while you'll begin smiling inside as well. You may even find yourself laughing.

The concept of this is that if you act a certain way you eventually become that way. The entire method can be described in three words.

To be \_\_\_ act \_\_\_.

All you need to do is fill in the blanks.

To be happy act happy.

To be sad act sad.

To be healthy act healthy.

This can be done with virtually anything you want from health, wealth, better relationships and even a better attitude.

The next question I usually get when teaching this method is, "how long do I have to act this way before the desired attribute happens?" The answer to that is that it will take as long as it takes. It's a principle that works

however since everyone's mindset is different it may take longer for one person than another. But the point is if someone continues to act happy, they'll eventually be happy.

So how can you use this with your clients? Whatever it is your client is trying to accomplish how are they acting in accordance to that desire?

If they want more happiness in their life are they acting down and depressed all the time or are they trying to act happy to get the process going?

If someone wants to be a non-smoker are they continuing to act like a smoker? Are they frequenting all the places that they used to when they smoked? Are they hanging out with their smoking friends in the smoking lounge? In order to be a non-smoker you must act like a non-smoker meaning to begin doing the things that non-smokers do.

Keep in mind that acting the way that you want to be helps to begin the belief process. If you don't believe something can happen then it won't. All healing or change is based on belief. So by acting as if you have already accomplished her task or faking it to you make it you are giving your belief system of very strong kick start.

## **Affirmations**

Affirmations are tools mostly used by the new age and new thought belief system that affirm a carefully crafted statement or phrase that can be written down and repeated verbally.

Repetition is one of the key ingredients in creating change or habits. Virtually every habit you created thus far was attained through repetition until it became a subconscious, automated behavior.

These affirmations can be either written on a paper that you carry with yourself that you can repeat when you have the time or some people prefer to print them on posters so they can hang them on their wall either in their home, office or other private places they frequent.

Keep in mind that one of the most important things when repeating these affirmations is to imagine yourself doing them while you're reading them. Imagination is a very strong helpmate to change.

Another form of affirmation which is slightly different than the one just mentioned is to create an Imagination Board. This is a board or poster or even the computer screen if you like what you would place pictures of what you want. They can be pictures of health, wealth, happiness or whatever you like.

Many people will have vision boards with pictures of the house they'd like or a new car, boat and even vacation spots they like to visit. By having these posted in the place where you can see them often, they'll begin to

become part of your subconscious through the repetition process helping you to attain them.

## **Anesthesia**

Although anesthesia can be a wonderful source of assisting your client especially during an operation or procedure what you need to keep in mind that unless you have a medical or mental health degree this is something that you should steer away from.

If you recall from your basic training of hypnosis, once your client obtains the Theta brainwave state they have entered into the earlier stages of anesthesia. In this anesthesia level of hypnosis there are many things you can attain with your client that you wouldn't be able to do unless they were at this level especially where it comes to dealing with painless childbirth or even dental work.

If you do have a background that allows you to work with anesthesia within your realm of practice it can be a very helpful tool to use.

Once the anesthesiologist has delivered the proper amount of anesthesia you would simply utilize hypnosis as you would normally to help your client. The only difference is that you would not have to use the first few steps of conducting a body scan or deepeners as your client has already attained the level that they need to be in to receive the suggestions.

Helpful suggestions that can help out someone is an anesthesia would be suggestions of speedy recovery, added strength and continued health.

## **Auto Suggestion**

Autosuggestions are a psychological technique that was developed by an apothecary named Emile Coue at the beginning of the 20th century.

Autosuggestions are targeted affirmations that are used as a method of self-hypnosis or accepting suggestions through repetition. They're used in many walks of life as a means of developing a positive mental attitude. It can be seen effectively used in many sales organizations.

W. Clement Stone is created a multimillion-dollar company called combined insurance Company of America or where the use of autosuggestion was used extensively. It was common practice for the employees to create autosuggestion slogans and paste them throughout their homes so they can be seen and repeated on a constant basis.

One of the popular autosuggestion slogans that Stone is known for is, "If there is nothing to lose by trying and a great deal to gain its successful, by all means try."

How can you use this with your clients? You can either give them a list of autosuggestion's or have them create some of their own referencing whatever it is they're trying to attain. You should be able to find some of the suggestions for them to read directly from the script you are giving them during the session.

This should greatly enhance the hypnosis process especially if they're returning for several weeks as it is a

form of self-hypnosis that they are giving themselves on a daily basis. Ensuring that your suggestions stay fresh in their mind will greatly enhance the habit building process.



## Brainwashing

Brainwashing also known as coercive persuasion, thought control or thought reform refers to a process in which a group or individual "systematically manipulates others to conform to the wishes of the manipulator, sometimes even in unethical ways to the detriment of the person being manipulated".

The study of brainwashing falls under the category of "social influence." Social influence happens every minute of every day. It's the collection of ways in which people can change other people's attitudes, beliefs and behaviors.

The **Compliance** method aims to produce a change in a person's behavior and is not concerned with his attitudes or beliefs. It's the "Just do it" approach.

**The Persuasion method**, on the other hand, aims for a change in attitude, or "Do it because it'll make you feel good."

The **Education** or "propaganda method" tries to affect a change in the person's beliefs, along the lines of "Do it because you know it's the right thing to do."

Brainwashing is a severe form of social influence that combines all three methods without that person's consent and often against his will. Because brainwashing is such an invasive form of influence, it requires isolation and dependency of the subject. The brainwasher must have complete control over the **subject** so that sleep patterns, eating, using the bathroom and any other basic human

needs are dependent on the manipulator. The manipulator systematically breaks down the subject's identity to the point where it can be replaced with another set of behaviors, attitudes and beliefs that work to the brainwashers benefit.

How can this be used for the practitioner? First it depends on what exactly you are trying to brainwash someone for. Be sure that your purpose is an ethical one. If you have a location where you can have many participants attend for an unlimited amount of time you'd be able to create your own form of self-help basic training pertaining to your venue

One of the most common and effective places where brainwashing is conducted would be within the basic training process of the various branches of the military.

I was able to experience and take part in this quite extensively not only within my own basic training in the military but also conducting it for over seven years as a Army Drill Sgt. It was truly amazing to see how ordinary people in various walks of life attending this form of training resulted in creating soldiers with an entirely different attitude from when they entered.

Today "basic trainings" are being conducted in many different venues. There are self-help basic trainings, weight loss basic trainings such as the televised program "the biggest loser", there are spiritual and self-help retreats designed with the basic training program.

Each of these utilize a similar type approach. They get people to leave their normal lives and attend training for

various amount of weeks where they are in an entirely different environment. They usually leave all forms of communication to the outside world such as telephones or beepers behind and are totally dependent for their health, nutrition and welfare to the trainers.

Then through a process of education, repetition, affirmations and many forms of covert hypnosis the participants are conditioned to attain the goals that they came to attain.

## **Classic Conditioning - Pavlovian Effect**

The Pavlovian Effect is a form of associative learning that was first demonstrated by Ivan Pavlov. The process of classical conditioning involves presenting a neutral stimulus along with a stimulus of a significant stimulus in a means to create the same response to the neutral symbolists that the significant one initially has as well.

One of the most famous examples of this classical conditioning involved the salivating of Pavlov's dogs. In this experiment Pavlov noticed that whenever his dog was in the presence of meat powder that the dogs began to salivate as an unconditioned response to the powder as well as to the lab technician who normally fed the dogs. Since the lab technician was associated with the meat powder, many times just by seeing the lab technician the dogs would begin to salivate.

During the same experiment Pavlov used a bell to call the dogs to get their food. After a few repetitions of doing this, the dogs would begin to salivate simply as a response to hearing the bell. Pavlov noticed that, rather than simply salivating in the presence of meat powder the dogs began to salivate in the presence of the lab technician who normally fed them. From this observation he predicted that, if a particular stimulus in the dog's surroundings were present when the dog was presented with meat powder, then this stimulus would become associated with food and cause salivation on its own. In his initial experiment, Pavlov used a bell to call the dogs to their food and, after a few repetitions, the dogs started to salivate in response to the bell.

You can see how this Pavlovian effect is a shortened form of hypnosis and how it can be used to assist you in your practice as well. One of the main things that can be learned from this process can be seen in smoking cessation. When you are helping a client to quit smoking keep in mind what stimuli they may have that is associated with the smoking process. How can you help them to eliminate the stimuli?

An example of some of the stimuli would be a person who has to have a cigarette every time he has a drink in a bar. You may want to have them keep away from the bar until they've created a habit of being a non-smoker. This smoking habit may be associated to driving long distances by them self, break times at work, when they first get up in the morning and read their newspaper or a variety of other habits. By speaking to your client you'll be able to find these associations and help them to eliminate the stimuli associated with it.

## Closing Your Eyes

Now that you've had a chance to study and understand the various brainwaves you realize that the hypnotic state begins in the Alpha brainwave state.

The act of simply closing your eyes blocks out approximately 80% of Beta activity. This means that your mind is 80% in the Alpha brainwave state. Since the Alpha brainwave state is where hypnosis begins, then simply closing your eyes brings you almost entirely into a receptive hypnotic state. See how simple that is?

That's why most hypnosis sessions are conducted with having your clients eyes closed. Since another way of relaxing the client is to have them take three deep breaths; by having your client takes three deep breaths at the beginning of every session as we do, that will take them the rest of the way.

I'm always amazed when I speak to practitioners who say they have difficulty getting people into a hypnotic state. What I find again and again is that most hypnotherapists don't quite understand exactly what the hypnotic state is. Depth for the most part is irrelevant unless you need access to anesthesia or long-term memories. For the most part the majority of hypnotic practices can be conducted in the lighter states of hypnosis.

One of the easiest ways of getting them there is to have them take three deep breaths and close their eyes. Yes just by doing that they are in a receptive enough state to begin your session. Now the question you might be

asking is then why don't we just do that to begin a session? Unfortunately due to the client's perceptions of what hypnosis should be they feel that it should involve much more than that therefore for them it would. In other words if you believe something is so, then it is. However for those clients that know absolutely nothing about hypnosis this simple process would work wonderfully.

Years ago I went to a workshop on deep relaxation. Before we began we were told that this had nothing to do with hypnosis it was a completely different process. The instructor then had everyone in the audience close their eyes, take three deep breaths and simply count backwards from 10 to 1. The entire process took less than 5 minutes. Then the instructor stated that we were now in the Alpha brainwave state which is where the mind is more open to suggestion than any other kind. She proceeded to give positive suggestions to us, counted to five and had us open our eyes. For everyone in attendance it was a powerful experience.

It was amazing how many people were talking about how much better this was than hypnosis and how much easier it was to relax. The funny thing was that it was exactly hypnosis. By eliminating the preconceived notions that it was hypnosis, the instructor was able to do her own process with all of us having an open mind.

## **Confusional Hypnosis (Analytical Technique)**

The confusional hypnosis technique is one that will be discussed further in video number seven titled "Analytical subjects-no more fear".

While this technique is designed primarily for analytical subjects it has been found to be completely effective on anyone. The purpose of a confusional type hypnotic session is to keep the conscious mind busy while the subconscious mind is busy delivered suggestions. It's similar to the saying, "don't let your left hand know what your right hands doing."

Imagine that you were doing your taxes and having a conversation with a friend at the same time. In order to be effective with one you would have to let go of the other as the conscious mind is very limited in the amount of tasks it can do simultaneously. So if you were to let go of the conversation so you can concentrate on completing your taxes, anything that was said to you from that point forward once you had mentally shut out the conversation would be able to enter your subconscious mind with little to no resistance.

Often in hypnosis sessions we use a preparatory process of keeping the client's mind busy by either having them imagine something that they can count or process while we deliver the suggestions. We ask the client to focus on their task without paying attention to anything that we're saying giving them permission to begin their task while our suggestions are being directed directly to the subconscious.



The reason this technique is designed primarily for analytical clients is because analytical clients do not relax as easily as non-analytical clients. Although this process works very well for non-analytical clients the problem arises that due to the preconception of non-analytical clients that a hypnosis session should be extremely relaxing, even though the session will be successful to them it would not be enjoyable to them. Non-analytical clients want to relax in the session rather than keep their minds busy.

## Counter Suggestion

There are several definitions as to what a counter suggestion is. One is a suggestion given to a hypnotized person to overcome or "counter" a current belief. Counter suggestions may even be used to replace deep core beliefs.

Another way of looking at it is a suggestion given to counter the effect of a previously given one. This is the type of counter suggestion that most people are affected by on a daily basis. Throughout your waking day you are confronted with suggestions directly or indirectly on a continual basis. When you get up in the morning listening to the radios' various advertisements and driving down the street being bombarded with all the coffee places you can stop into for breakfast just to name a couple.

It seems like suggestions are being thrown at you on rapid-fire. As long as you are open-minded to these suggestions and accepting them then you are in a state of hypnosis. But what if you're given a suggestion that you don't agree with and decide to do just the opposite. In this case you have given yourself a counter suggestion which is still a suggestion. Therefore even if you are not accepting direct suggestions you are still open to hypnosis if you are accepting counter suggestions. Therefore the majority of your day you are in a state of hypnosis.

Think of the previous paragraph the next time one of your clients tells you, "I don't think I can be hypnotized." Or even "I don't think I went into hypnosis." The main

reason you hear this from clients isn't that they weren't hypnotized; it was because they didn't understand what hypnosis is. Anyone that can understand the language can be hypnotized and this shows the many ways that they are hypnotized each day.

## Daydreaming

Before I explain how daydreaming is a form of hypnosis I'd first like to have you referred to the brainwave levels in this workbook. It's important to understand that daydreaming occurs throughout the Alpha / Theta Bridge area. Keeping in mind that the hypnotic process begins in Alpha then obviously daydreaming is a very hypnotic process.

According to the chart you will find that daydreaming on the Alpha side of the bridge consists of those daydreams that you can recall when you open your eyes. If you are daydreaming on the theta side of the Alpha/Theta Bridge then in most cases you would not be able to recall your daydreaming even though you may have been there for a half-hour or more.

Keep in mind that the Theta brainwave state is also the amnesia level. Often times once people have reached this level in hypnosis, from that point forward they have no recollection of what was being said or even the length of time that they were there.

How can this help you as a hypnotherapist? In working with clients you need to teach a form of self-hypnosis to keep their suggestions fresh in their minds throughout the week; one way to do it is to have them simply sit in a chair and daydream about the topic they have a desire to attain.

If you would like to help parents with younger children this is an especially effective technique they can use as children seem to constantly be daydreaming. If the

parents can help the children by having them imagine certain things that they'd like to accomplish, this imagination process often leads to daydreaming which is the same as if you gave them a complete hypnosis session. Remember using the imagination especially for someone who uses it as vividly as a child is a very successful way of conditioning the subconscious mind.

I often find it interesting that when I ask people if they could spend 10 to 15 minutes each day in meditation or self-hypnosis that they usually respond with they may not have enough time or they'll try but don't know if they can do it. However if I asked him if they could spend 10 to 15 minutes *daydreaming* about the desired topic, they usually don't have a problem with that at all.

## **Direct Suggestion - ages 2 to 12**

Direct suggestion is something that I use quite often with children under the age of 12 as it is extremely effective and saves quite a bit of time. It's also something that can be taught to their parents so they can use it at home for virtually any form of suggestion that the child needs from that point forward. If you're teaching this to the parents be sure to let them know that it's not to be used for punishment or to have the child do anything against their will.

Before describing the process it's important to understand the mindset of young children. Referring back to the brainwave levels you'll find that children from the ages of:

Birth to age 2 - are completely in the Delta brainwave state.

From ages 2 to 6 years old - they are in the Theta brainwave state and

From 6 to 12 years old - they are in the Alpha brainwave state.

Notice that all three stages are in the hypnotic state.

If they're already there then why spend half your session trying to bring them there again? If you know they're already there all that needs to be done is to have them close their eyes and begin giving them suggestions.

Again this seems to be a very easy procedure and may not be suitable for using in a session as the client will expect more due to their misconceptions and

preconceived notions of what hypnosis should be like in a live session type situation.

Probably the easiest way to hypnotize a child under 12 years old is to have them close their eyes and to use their imagination. If the problem is that the child needs to pay attention more at school then have them imagine themselves being in school and paying close attention to what is being taught. Have them imagine how wonderful it feels by being able to pay attention in class and understand everything that's going on.

## **Ericksonian Hypnosis - Tell me a Story** (Covered in more detail in the NLP video)

Did your parents ever read you stories as a child that had a moral to it? If you attend church does your minister began his sermons with a motivational story or recite parables? Have you attended sales training or motivational webinars where the speaker began with an interesting story or joke that had a lesson in it to be learned? If you answered yes to either of these questions then you have experienced Ericksonian hypnosis.

One of the forms of Ericksonian hypnosis is to include suggestions within stories or metaphors. It can be considered a form of covert hypnosis where suggestions are being given to people indirectly, oftentimes without their realizing it at the moment. It's a great way of telling a group of people or individuals what needs to be done without having the fear of them rejecting the message

Storytelling can be a very effective form of delivering suggestions as many already have embedded messages within them. This is most often seen in the writing of fairytales, nursery rhymes, fables and parables.

Being told stories by your parents to get you to conform. One would be reading the story, “The Boy who Cried Wolf” to a child who has a problem with lying.

Reading bedtime stories that include a moral to your children. This helps them to associate with the way things should be in a perfect world.

Also beginning a church sermon or a corporate talk with a story or joke with a message in it. People relate to stories of other people who have overcome similar problems to theirs.



## **Faith - Holistic / Belief**

Having faith or belief that the desired goal can be attained in hypnosis is one of the most important elements to success. Whether it be a spiritual faith or belief the same "buying in principle" is in effect. If the client doesn't believe something can happen then I won't.

One of your most important jobs as a hypnotherapist is to begin creating belief that the client will succeed from the moment they enter your office. You must continue to use phrases that will instill confidence in your ability and success in the session.

The reason this element is being written about is that you must be sure to take the time and determine your clients belief level in what it is they choose to be hypnotized for. For example with the topic of smoking cessation you can ask the client what their commitment level is on a scale of 1 to 10 to want to quit smoking. Sometimes they might say three because they don't believe they can do it. That would be a huge red flag that you would have to deal with.

If someone comes into your office with the total belief that they can do whatever it is they're there to do then the success of your session has already been determined. Remember it's not you who are changing the client's behavior. You are only the spokesperson or navigator but they are actually creating the changes in themselves. This is why it is often said that all hypnosis is self-hypnosis. If the client is not willing to change then no one can change them but once they decided they will change, change is

attained. All you need to do is go through the process that they feel is important to accomplish it.

A good example of this would be the story of a client who came to a hypnotist to have her release him of a voodoo curse he believed was placed on him. This client had firm belief that the hypnotherapist could release the curse through hypnosis.

By having such a strong belief the client had pretty much accomplish the task. Now all that had to be done was the hypnotherapist had to do something to make him believe it. Pretty much whatever process she would have used as long as it seemed legitimate to him would've been effective. As it worked out the client walked out feeling successful as a result of the process.

## **Group Frenzy, Drumming and Chanting**

The continuous repetition of mantras or chanting used in meditation and religious or ritual ceremonies. It is said that chanting is a primitive way of altering the consciousness and raising psychic energy.

Chanting, which is an ancient and universal practice can be done with drumming, clapping and musical instruments. They are designed to raise the emotions and adrenaline to such a high level that frenzied states of consciousness occurs.

This can be seen as far back as in ancient times when a warring faction would beat drums and dance until in a frenzy before entering a battle.

You may have even noticed a similar type of process being conducted by many of today's self-help gurus when they conduct their weekend retreats or boot camps. Lots of times they'll get their followers in a frenzied mindset and have them run across hot coals. This process is also known as fire-walking.

One of the results of creating this group frenzy is that you can get people to do things in a crowd that they would probably never do by themselves.

Occasionally on television you'll see news footage of rioting people in the streets of various cities. It's interesting when you look at the individual people in the crowd that some of them appear to be the elderly, housewives and even professionally dressed business people. How did they happen to join the group?

There's something about observing the energy of a group that makes people want to join them even if they're not part of that group orz would normally have nothing to do with them.

In fact at the conclusion of some of these riots people had been asked why they joined the group and many times the answer is that they just kind of got pulled into it.

In addition to rioting crowds you can see this kind of group frenzy and less violent situations in a multitude of other venues such as rock concerts, sporting events, political and even religious events.

As a practitioner this may not be able to help you in an individual session however if you happen to be conducting group type programs keep in mind how the mindset of the group can change in response to what is being viewed.

This group frenzy of hypnosis is very effectively used within the venue of faith healing where the height of expected results are so high that this frenzied belief will actually begin to heal people as they come up on stage to meet the healer.

Most people are herding creatures and will follow the group virtually anywhere it goes. They have the mentality that if everyone else is doing it then it must be right.

Keep in mind the lynch mobs of ancient days where groups of religious people would actually hang or burn someone to the stake if someone within the group yelled out that a person was a witch. It would only take one or two people to start chanting the words "burn her" to which everyone in the group would eventually follow creating those exact results.

## Guided Imagery

Guided imagery is another very effective form of hypnosis that can be used on virtually anyone however mostly effective on non-analytical clients. It's a technique used by many alternative medicine practitioners as well as physicians and psychologists for helping patients to use their imagination to help him with anything from problem solving, reducing stress and even healing.

Guided imagery isn't limited to just physical problems it can also be used to help emotional issues such as depression, low self-esteem and even to assist in attaining career goals.

The basic concept of guided imagery is for the practitioner to guide the client through the use of breathing and relaxation techniques to use their imagination to affect change. By leading them through the process of what to imagine you can direct them towards the solution to their problem.

This is an effective technique that could be used in virtually any type of hypnosis session or script. If you're using a prepared script simply add a guided imagery to it at the end of your script where your client can imagine themselves having attained their goals.

It's very important for the client to actually see themselves or imagine themselves as successful with their goals because as we know from previous chapters that "the thought precedes the action". Therefore if the

client had not even thought of what it would be like to be successful then how could they be successful?

## **Hawthorne Effect**

This effect describes a phenomenon where the behavior of the client is changed in response to a change in the improved environment or surroundings.

Here's some examples:

Improving the lighting on the production floor of a manufacturing company resulting in added productivity.

Playing relaxing music in the waiting room of a doctor's office which would result in patients being more relaxed during treatment.

Creating an experiment for employees to take part in while monitoring them will oftentimes result in higher productivity due to the added attention being received by the employees.

In each case there was an increase in the behavior and productivity of the participants due to the change in their environment that they may have been completely oblivious to. Rather than trying to force an increase in productivity the change in the environment was able to do it automatically.

How can this help a practitioner? As a result of the Hawthorne effect it is believed that people will be affected differently simply by being tested, observed or investigated. Think of how this can assist you in your process of helping your clients to improve. Would it be possible to include a reporting type scenario where the clients would have to check in with you or you would



check in with them throughout the process? Just the thought of being checked up on will create a different result.

This is why when clients can attend repeated sessions for weight loss they seem to continue to lose weight as long as they are attending. Many of them will say that they're okay or can do it on their own however as soon as they stop attending live sessions will end or reverse their progress.

## Hearing Impaired Methods

We receive suggestions each day through a variety of methods that do not involve the spoken word or our eyes being closed. We're given suggestion through advertising such as newspaper, magazines and business signage. There are billboards on virtually any of the major highways. There's logos on just about every product you purchase. Business slogans posted everywhere, books and the list is endless.

With all of this suggestion being thrown at us continually it's amazing how some hypnotherapist will think that the only way to hypnotize you is with your eyes closed and being given verbal suggestions. Not only is that untrue but it is bordering on archaic.

Years ago I had the opportunity to teach a mental health practitioner who was diagnosed as clinically deaf to be a certified hypnosis practitioner. Her clients within her practice that she was going to be conducting hypnosis with were also mostly deaf as well. The challenge here was to be able to teach her how to conduct hypnosis without having to speak verbally as it would not be heard.

This brings us to a couple interesting points. Can clients be hypnotized with their eyes open? Can they be hypnotized delivering suggestions through means other than speech? Of course the answer to both of those is yes.

Hypnosis suggestion can be delivered through sign language, reading and even picture books. In fact if you

are an avid reader you most likely realize that reading is extremely hypnotic.

Why is this important to realize? On occasion you may come across clients who would like to be hypnotized that do not want to close their eyes because of fear which is usually from misconceptions of what hypnosis really is. Or you may have the client halfway through a session suddenly opens their eyes because they're uncomfortable for whatever reason. Rather than starting over and ruining the session you can simply tell them to remain relaxed and keep their eyes open for the remainder of the session if they wish.

Keep in mind that as long as someone is able to understand the suggestions given via whatever modality and accept them then they are being hypnotized.

In the case of the mental health practitioner I mentioned in the beginning of this section that was deaf, I did teacher to become a hypnosis practitioner and she went on to become very successful with her practice using mostly sign language and other visual methods.

## **Meditation**

Meditation is a common form of relaxation that is void of spoken suggestion. In most cases it is a deep relaxation where the subject attempts to remain void of thought. By removing as much thought or busyness of the mind as possible original ideas often pop into the mind.

Meditation can be used as a form of hypnosis as well simply by going through the same meditation process but having the purpose of your predefined goal in mind. For instance if your goal is to become more successful, before you begin your meditation session simply sit and reflect on becoming successful and what it would take to attain that goal. This is your desire so once your mind becomes quiet in meditation oftentimes the answer you've been looking for will simply pop into your mind.

Another advantage of meditation is that it does quiet your mind and get you away from the daily routine or rat race that many people find themselves stuck in on a daily basis. As some would say, "it helps you to step out of the frying pan so you can observe what's going on in your own life."

For those of your clients who are active in the spiritual realm or are familiar with meditation this can be a good alternative choice to conducting the relaxation parts of a hypnosis session. If they prefer they can allow themselves to enter a meditative state on their own. As they are going through this process you can conduct a guided relaxation to assist their process and then deliver suggestions as you would any other type of session.

The advantage to this is that the client will feel like they were in control and took an active part in their own process. By taking control or owning their own process they will have more of a determination to succeed.

If you are having your client return for repeated sessions you can also ask them to meditate on the topic each day on their own until their return. This will assist them and keeping the suggestions fresh in their mind and actively being worked by the subconscious.

## Music

Have you played music in your home while relaxing and just allowed it to take you away into your imagination? Music has a very strong effect on the subconscious mind. Depending on the type of music you listen to not only can it help you to attain deep relaxation but it also can have other effects such as creating anxiety, agitation, excitement, fear, loneliness, happiness or even peace.

New age type music is often used in hypnosis, yoga, meditation, and many other relaxation processes as it assist the client to let go and relax more than they may normally. It also gives them a focal point other than the practitioners' voice that can distract them and it alleviates some of the resistance to accepting suggestion.

This is one of the reasons why most hypnotherapy sessions include the use of music as an accompaniment. In addition to the benefit of relaxation, it also helps to lessen the shock of sudden outburst or outside distractions by helping to mask them or cover them completely. In other words it's a great background filler which is also why it is often used in hypnosis CDs or MP3 sessions as well. Although music is not required to conduct a hypnosis session you'll find that it's a welcome tool to have.

When planning on using music within your sessions be sure to preview the entire selection before using it to avoid any last-minute surprises during a session such as unexpected outburst within the music. For instance quite often while listening to relaxing Native American music

it's possible to have a medicine man begin screaming a chant of some sort or a drum solo in the middle of the song which could greatly disrupt your session.

Music by itself is also a very hypnotic tool that can manipulate or drive the public into a desired outcome mood or attitude. Think of the various events you've attended in the past and what kind of music was being played. There is a reason for each venue. Think of the kind of music being played at sporting events, and churches, at supermarkets, in spiritual type studios or meeting places, in nursery schools or even your teenagers bedroom. Each location would most likely be playing a different type of music to be able to enhance what their specific purpose or desire was.

## Placebo Effect

Here's an interesting fact: The term placebo is Latin for "I will please".

A placebo is a non-effective substance or object given to someone by a person who is in authority (doctor, minister, parent, boss or supervisor) leading the person to believe that it will cure or solve his or her situation. Any effect that this placebo has is based on the power of suggestion.

An example would be; if you were given sugar pills by your doctor thinking that they were an asthma cure and within a few months your asthma improved. Approximately 1/3rd of the medications prescribed today for various disorders are placebos. As long as there is a belief that it will work, a hope of being cured and someone in authority such as a doctor to say it will, most of the elements of a placebo recovery are there.

With enough of a belief system instilled in the subject, this placebo effect can be used effectively for virtually any goal. The subject or patient comes to see the practitioner because they believe the practitioner can solve their problem. If the practitioner is successful in convincing the subject of the solution then the subject's belief helps them to attain the goal.

Even with health if you don't believe you can heal then most likely you won't. Belief must precede the action. If you don't believe you can win a race you won't if you don't believe you can climb a mountain you won't. Belief is the main ingredient in the placebo effect.



It's amazing how when a child gets a small cut or bruise the pain can be alleviated immediately by their parent simply by them saying it's okay or by kissing their hurt finger. The child's belief in their parent is so strong that the healing process can be accomplished just by the parent telling them that it's okay.

This placebo effect is used in virtually every walk of life from healing and relationships to marketing. I remember watching a talk show with Martha Stewart on television once where she was showcasing a product and when she showed the price one of her audience members said, "That's too expensive and I don't think people will buy it." Martha replied "I tell people what they will and won't buy." She has such a following and so many people believe in her products that if she says her product is worth a certain price then it is believed to be.

How can this placebo effect be used in your hypnosis practice? Would it be possible to create a sort of pill with a capital H stamped on the middle of it that you could call the hypnotic pill? Imagine if you had such a thing that you can give to a client who wanted to quit smoking where you can say, "Take this pill and call me in the morning if you want to quit smoking." If we were able to do something like that I would imagine the success rate for smoking cessation would more than double. Why? You're giving people something that they want. It's an easy way out were all they have to do is take a pill. If they have enough belief in your sales pitch that it will work, then it will.

Remember one of the main features of the conscious mind is that it's a creature of habit and does not like to

change therefore something that would be as simple as taking a pill would be extremely favorable to the conscious mind. This is why Western medicine handing out synthetic pharmaceuticals as if they were in a PEZ dispenser are so popular. Even though approximately 1/3 of these synthetic pharmaceuticals are less effective than placebos they are still the easy way out that most people would choose above actually having to do something

## Post Hypnotic Suggestion

A posthypnotic suggestion is a suggestion given during the hypnosis session to be acted upon at a later time. Without the use of posthypnotic suggestions a hypnosis session would not be much more useful than a short test. In other words all suggestions are posthypnotic suggestions if they are to be acted upon after the hypnotic process has ended.

There are basically two forms of posthypnotic suggestion. The first is a response projected and continued into the waking state such as, "You cannot remember the number seven and even when you open your eyes after the session is over you will not remember the number seven."

The second form of posthypnotic suggestion is a response brought on by a prearranged signal or stimuli in the waking state. An example would be, "When you get a phone call later on this evening and you hear the word aardvark you will immediately forget the number seven."

Understanding the concept of posthypnotic suggestions can be very helpful in attaining a successful outcome within hypnosis sessions. They can be used very creatively to help your clients attain their goals on a subconscious level. Here are examples of some of the posthypnotic suggestions I've used:

"From this point forward whenever you see the color red, whether it be on a woman's fingernails, a stop sign or even a moving vehicle you will feel so confident that you

are now a non-smoker. The color red will always reinforce that you are now in control."

"Whenever you make a positive choice in eating habits you will feel a surge of happiness and contentment going through your body helping you to realize that you have taken one step closer to your goal and that you are truly a success."

"Once you're sitting in the dentist's chair and he says the word aardvark you will immediately return to this deep relaxed and pain-free state. The word aardvark will help you to relax and everything will work out perfectly."

By the way, I use the word aardvark often as it has been found to be the most commonly used hypnotic keyword.

## Prayer

Although this is not intended to be a religious book, for those who indulge in or practice prayer, it can be a very effective form of self-hypnosis. Before explaining this process it is important to understand that there are various forms of prayer that each have their own purpose and end result.

First there's what can be called the group type prayers. Some of them are repetitive prayers that are usually led by an official of some sort that sound similar to chants or mantras. These have the effect of group hypnosis or group frenzy as mentioned earlier in this chapter. They can be very effective in getting a group to have a singular thought or feelings.

Next are the repetitive prayers that are memorized and recited over and over by some religionists. These mantra type prayers also help condition people to remember certain events or teachings from a certain time. The similar effect can be seen by countries having their citizens reciting pledges of allegiances or singing national songs.

The next type and probably the most effective form of prayer is where the subject prays in private to their maker. There is usually a format to this type of prayer starting out with introduction or addressing of the deity, giving thanks for what's going on in the subject's life followed up by discussing the problem or asking whatever it is the subject had in mind to ask before the prayer began. This process can be a very effective hypnotic or conditioning tool for change if done in a

heartfelt method however in many cases it is more conducted as a habit or ritual rather than a heartfelt for sincere attempt.

This brings us to the fourth and most effective form of prayer where it comes to creating change and conditioning. It's known as "mighty prayer". Before attempting this realize that it is not for the faint of heart and it can be very effective for those who give it a sincere shot. The process for mighty prayer begins with the same process as mentioned in the previous paragraph of addressing the deity being spoken to, thanking them for what you have and what's going on in your life but this time do it with meaning and truly thank them and then comes the time of opening up and burdening your soul. This part will be conducted differently than in the previous paragraph.

Before I continue with this section it's important to understand that the purpose of prayer is to be speaking to your Creator or what many would call their father or parent type figure. With that in mind, how would a person normally speak to their father in a real conversation? How would you speak with your Creator? Would you chant at him or recite mantras? Would you repeat the same conversation over and over or would you actually have a heartfelt conversation with him? That is exactly what should be done in this final part of the prayer.

You may be wondering why this is called "mighty prayer" which I will explain to you now. The word mighty usually means large or bigger. In this case it means longer. Keep in mind that your prayer should last

at least one hour and if you want huge success you may try for two hours. After reading this you may be a bit shocked and you should be. This is what sets the habitual/rote prayers apart from the serious ones.

Here's what usually happens in this process. Within the first few minutes you would be finished saying everything that you're thankful for. Within the next few minutes you will have gone over everything that you'd like to have which sometimes can seem like a child giving out his Christmas lists. Within the next 5 to 10 minutes you'll realize what kind of praying you have been doing in the past and that you haven't been very sincere. At this point you'll start to actually speak about what's on your mind as you probably would with a mortal parent. Next comes a long period of quiet and reflection because you actually ran out of things to say but it's important not to quit. After about 30 to 45 minutes you'll find that the things you are saying are the true concerns in your life. They are the heartfelt issues, goals and challenges that are confronting you. This is where the power of mighty prayer finally shows itself.

If you've gotten to this part and said everything you think is important you should still continue to wait until that amount of time is over because there may still be more hidden under the surface that you had not expected. It's a good idea to set an alarm clock or timer for an hour so you don't continue to check your watch or wall clock to see what time it is.

As I mentioned earlier this process is not for the faint of heart but you can see where it can be very hypnotic and truly have the ability to help someone especially if

they are of a religious background to attain their goals. So rather than having them continue each day between sessions with self-hypnosis on their own you can teach them this process of mighty prayer having them focus on their desired goals.



## Propaganda

*(Learn more about propaganda in the previous chapter)*

*Propaganda as defined in Wikipedia: is a form of communication that is aimed at influencing the attitude of a community toward some cause or position so as to benefit oneself or one's group.*

*As opposed to impartially providing information, propaganda, in its most basic sense, presents information primarily to influence an audience. Propaganda is often biased, with facts selectively presented (thus possibly lying by omission) to encourage a particular synthesis, or uses loaded messages to produce an emotional rather than rational response to the information presented.*

*The desired result is a change of the attitude toward the subject in the target audience to further a political, or other type of agenda. Propaganda can be used as a form of political warfare.*

Propaganda is a strong form of suggestion that is used continually in the areas of religion, employment, sales, government, education, sports and even sexual preference. Often times these suggestions cause rivalry, fierce competition and even wars.

“Your company develops the best Widgets available on the market.”

“Your football team is superior to any other team.”

“Everyone in your country is wonderful, everyone in the neighboring country are terrorist.”

“This company will save me hundreds of dollars over that company. After all, I heard it on television!”

If everyone has his or her own different slant or agenda in teaching specific subject how can you know whether the understanding you have of it is the true understanding? Is there even a true understanding of any topic? Is it possible to have all the facts and understanding of any one topic if everything was taught according to the reality or understanding of the person teaching it? If several people were to watch the same documentary on television, each would describe what they viewed in a different manner according to what was most interesting or important to them.

Understanding that everything that has been taught to you has been taught using this propaganda type of slant, it is easy to understand how in virtually any topic there is no 100% truth. It would be similar to looking at a glass filled to the half way mark with water and having one person say it was half full of water and the other saying it was half empty. Each would be so caught up in their opinion of half-full or half-empty that an argument may even ensue. This is a common occurrence with people in every walk of life all the way up to the political leaders of different countries as they observe the same facts on a topic but understand it quite differently.

Throughout your life as you have been taught these different topics or propaganda versions of topics, through repetition these understandings eventually became your belief. Your belief eventually turned into your habits and your morals.

So many of the morals, beliefs and understandings you have today that you think are 100% truth, may have flaws in them. Through propaganda and repetition these

items eventually become hardwired into your subconscious as habits. It's a form of conditioning that is constantly occurring in society.

How can this help you with hypnosis? Keep in mind that anything the client tells you is not absolute truth. What they are telling you is the result of the programming and teaching that they have understood or siphoned from the ulterior motive of the people who taught it to them. So when you are trying to get a point across to your client that they don't necessarily agree with, rather than giving up on the point tried to explain it from a different point of view that they may understand.

Remember two people can be looking at the exact same object but seeing it from different viewpoints can make them disagree that it's the same. Look at it from their viewpoint first and then attempt to make them understand what you see or understand.

*"Understanding is a three edged sword: there is your opinion, my opinion and the truth."*

## Pygmalion Effect

This is more commonly known as the teacher-expectancy effect and it refers to situations in which some students perform better than others simply because they were expected to. If a group of students were treated as if they were smarter than another group for whatever reason, they would react more favorably than those treated in the opposite manner. It's a sort of self-fulfilling prophecy.

Tests of this phenomenon have been conducted by separating students into groups according to the color of their eyes. On one day the blue-eyed students were told they were smarter and superior to their brown-eyed counterparts. Upon being tested they scored considerably higher. A few days later the brown-eyed group were told they were the smarter ones and they scored higher than the blue-eyed group. The effect of teachers, parents, or whoever is in a position of authority has a huge effect on their followers.

This effect is also used by parents that favor one child over another. If the parents refer to one child as intelligent and the other as below average in most cases the children will grow into those categories. If a child is continually told that he or she is uncontrollable, unhealthy or unreliable the child will usually fulfill the parents' expectation.

It's amazing when you ask people in prison what their parents thought of them and listening to the responses. It really helps you understand how they got there.

Raluca and I were writing the subway through Philadelphia one day as we overheard a conversation between two women who sat across from us. One woman asked the other how her son was these days as she hadn't

seen him for so long to which the other woman responded, "I've been telling the bum for years that if he didn't straighten out he'd be in jail just like his father; he's been in jail now for six months."

This is one of the most evident effects of all. As a practitioner you can use the Pygmalion effect in your scripts as well as in your dealing with your clients and virtually anyone you come in contact with. It is important to be promoting others as often as possible. Not only might it have a future effect on their lives but people just like being around other people who say nice things to them.

## Reading

Reading stories with suggestive messages such as in the Ericksonian method of hypnosis is also very suggestive to the reader. In fact, reading anything from magazines, newspapers, web pages or articles that have been written for the purpose of soliciting some form of suggestion or desired response is hypnotic.

Reading is so effective in fact that years ago I was friends with a hypnotherapist who used to conduct all her sessions while typing to the client online. The client would simply read the hypnotic suggestions as they were being typed. This therapist had a very high success rate as well.

How many times have you read a book and even weeks after putting it down you were still thinking about it? In fact in many cases when there is a book that has had a motion picture movie created after it the majority of people who experienced both of them will relate that they enjoyed the book more than the movie.

As in watching a movie it's amazing to see the various emotions that can be drawn out of a person by reading a certain kind of book. If you know someone who reads lots of books begin to take notice the difference in their emotions after they read a funny book versus horror.

Keeping in mind that the subconscious does not understand the difference between a real or imagined memory, the emotions solicited by reading books can be very real. To see a more visual example of this phenomenon all you would have to do would be observed people as they exit the theater rooms at the movies. People leaving a comedy will be laughing while people leaving an emotional love story may exit the theater crying. Those leaving a horror movie will seem very agitated and nervous and you'll even notice the entire

group exiting much quicker than any of the other theaters.

If you have clients that enjoy reading who are in your office for topics such as stress reduction or emotional problems find out what kind of books they read. Are they action and adventure, emotional or even horror type books? You may suggest that they began reading something relaxing and more rewarding which will result in a completely different attitude.

Another thing to keep in mind in addition to what people are reading and how you can use reading to help condition them is to determine what people are watching on television, at the movies, the type of music they listen to and even the video games they may be playing. All of these can have just as huge an impact on their emotional and mental well-being as reading.

## Relaxation

This is probably the most well-known vehicle of suggestibility today. It is used quite extensively in the mental health and medical fields to increase suggestibility. It is the basis of meditation and guided imagery. Even parents use these techniques with their children by telling them to take a deep breath to get them to calm down. Once they're relaxed, positive suggestions can easily be given and accepted.

Many companies have also associated their products so as to group them mentally with suggestions of relaxation to sell them, such as coffee, cigarettes, luxury automobiles, furniture, chocolate and vacations. The added suggestion or conditioning of relaxation makes the item more appealing even if it's not so.

As a hypnotherapist it's important to insert relaxing suggestions within as many of your scripts as possible so as to assist the client in accepting the suggestions being given. It's also important to be on the lookout for negative input that can also be associated with relaxation.

If you have a client coming to see you for smoking cessation and you hear them speaking about their relaxing smoke break or even that the reason they smoke is to relax during a stressful day it's important to correct that misconception with them as soon as possible.

It's not the act of smoking that relaxes people it's the act of taking the break and deep breathing. In fact due to the smoke being inhaled just the opposite is taking place in the client. Their body is being robbed of oxygen as they smoke for several hours and inhaling cigarette smoke actually agitates them causing the fight or flight hormone to kick in rather than giving them the relaxation benefit that they thought they were attaining.



I'm not condoning using fear tactics with your smokers but once someone thinks something negative is helping them to relax them I think that mentality needs to be corrected. It's extremely hard to get someone to change a behavior if they think that negative behavior is good for them.

## **Repetition, Repetition, Repetition**

How does it affect you?

Anything that is repeated continually for a minimum of approximately 3 to 4 weeks becomes a habit. Once it becomes a habit it seems to work on automatic pilot. This happens without even having to think about the process anymore. Here are some examples:

*Reciting the alphabet*

*Typing on the keyboard*

*Answering the phone*

*Driving to work each day*

*Brushing your teeth*

Each morning when you get up you have a brand new day in front of you. You have the same opportunity as anyone else to be original, do something spectacular or spontaneous. Even with this new day in front of them, most people will do the very same thing that they did yesterday. They have created a routine, especially during the workdays. Even something like changing the time of their coffee break or taking a different route to work seems like the biggest inconvenience.

This same repetition method is used in creating faith or belief through the propaganda of various organizations such as schools, governments or religions. The process of repetition creates faith, then habit and then belief. It is an actual scientific process occurring within the neural connections of the brain, which we will explain thoroughly in a future chapter.

This is the main reason why you see so many suggestions being repeated within a session. Repetition brings you back to the main concept or idea thereby helping you to focus on a once again. Realizing this you

can understand why the old way of doing hypnosis with only one session is so ineffective. The majority of subjects will return to their old ways or previous behavior within less than a week.

To truly be successful with hypnosis the repetition process has to be done giving clients suggestions each and every day until their new desired behavior becomes an automated subconscious habit. We will discuss more about how this process can be accomplished under the heading of Theater of the Mind method.

## Writing

Virtually any self-help course or program will encourage you to “write down” your goals on paper. Writing something down will give you a fairly complete concept of what you want. Then the act of forming the letters as you write engrains the suggestion even more.

For years in schools, students were made to write things on the blackboard repetitively in order to get them to remember or learn a lesson. Writing has a way of imprinting suggestions in your mind more than reading, typing or recording. If you write it, you can imagine it.

Having been an author for many years and written dozens of books I can attest to the fact that if I want to learn something very quickly the best way to do it is to write an article, pamphlet or book about it. Between the process of researching, formulating my thoughts to make sense of it and then writing it on paper I’m able to remember it for much longer periods of time.

How can you use this with your clients? Creative writing is a very right brain type of activity so if you have a non-analytical subject that wants to attain a specific goal but is vague in exactly what they want you might ask them to write a short article of 250 words or more describing what their goal is in a way that someone who knows nothing about them can read it and understand. In order for the client to do this they’ll need to spend some time focused on their goal, formulating it in their mind and then materializing it in print. Once they accomplish this they’ll know exactly what it is they would like to accomplish.

This is also is an excellent exercise to do with children or teenagers to help them understand their goals.

**Additional Methods are covered in detail in the Following Video Webinars**

<b>Anchoring</b>	In video 6
<b>Covert Hypnosis</b>	In video 5
<b>Disassociation</b>	In video 6
<b>Forensic Hypnosis</b>	In video 3
<b>Instant Inductions</b>	In bonus video
<b>Mirroring</b>	In video 6
<b>Modeling</b>	In video 6
<b>Pacing and Leading</b>	In video 6
<b>Reframing</b>	In video 6
<b>Self –Hypnosis</b>	In video 9
<b>Sports Hypnosis</b>	In bonus video
<b>Subliminals</b>	In video 5
<b>Swish Technique</b>	In video 6
<b>Theater of the Mind</b>	In video 8

# CHAPTER 6

## VIDEO WEBINAR SECTION

This section references the Video Webinar Training. A basic outline of each is included. As you view each video training take notes on the key features of each and what you feel you can use with your clients or in your personal life. This is a Workbook and it is intended to be written in.

1. Smoking cessation
2. Children & Hypnosis
3. Forensic Regression Hypnosis
4. Healing – Many Minds Many Methods
5. Covert Hypnosis Techniques
6. NLP Hypnosis Techniques
7. Analytical subjects No More Fear
8. Total Habit Replacement Program
9. Self-Hypnosis Techniques
10. Weight Loss Hypnosis

**Smoking Cessation Course Video Outline**  
(Video Webinar #1)

Statistics

Private-Individual Sessions

Marketing for Individual Sessions

Group Session Process

Corporate Group Sessions

Marketing for Groups

Self-Sponsored Groups

Group Fund raisers

Q & A



## **Children & Hypnosis** (Video Webinar #2)

Some basic points to understand with children:

Understanding child brainwave states for easy suggestion delivery.

Ages: Conception - Birth

Extreme Physical and mental reaction to stress

External stimuli - Eternal environment

Acclimation to environment

Can be taught and is affected in womb

Ages 0 – 2 Delta Brainwave state:

Ages 2 – 6 Theta:

6-12 Alpha:

Ages 12 + Beta -

Traditional methods

Analytical children / ADHD

Ericksonian hypnosis / Confusional hypnosis

Q & A

## **Forensic Regression Hypnosis** (Video Webinar #3)

Purpose

Used for

Is it dependable?

Case studies

How to do it

Remote control method – Detective technique

Wording in regression

Can be done in addition to a session

Can be done as a separate session

Q & A

**Healing, Pain & Stress - *Many Minds Many Methods***  
(Video Webinar #4)

Understanding Pain

Pain Management Techniques

Stress Reduction

Healthy Anxiety and Depression Alternatives.

Many Minds Many Methods

You are NOT a Healer

Thought – the Ultimate Healing Tool

Belief - Faith Examples of the power of the mind

Hindrances

Healing Basics

The Levels Hierarchy (Picture)

Healing Methods

Filling the void

Why people fail

How long will it take?

Q & A

## **Covert Hypnosis Techniques** (Video Webinar #5)

What is covert hypnosis?

Does it really work?

Hypnotizing or de-hypnotizing?

The subconscious does not understand negative!

Ericksonian Hypnosis,

Confusional Hypnosis

Critical Mass

Role reversal

Encouraging Resistance

Group Frenzy

Subliminal

Live demonstration

Becoming Success Conscious

Q & A

## **NLP Hypnosis Techniques**

(Video Webinar #6)

NLP Hypnosis Techniques (Video Webinar #6)

What is NLP?

NLP Presuppositions

Some Techniques to help you in the office!

NLP Modeling is at the heart of NLP

Shadowing

Mirroring

NLP Mirroring and Matching Techniques

Pacing and Leading

Exercise:

Anchoring

*'Anchoring' and Learning*

Exercise: (memory)

Exercise: NLP Anchoring & recoding

Theater of the imagination

Disassociation

Most people do the exact opposite.

The swish pattern

Exercise: Swish

Q & A

**Analytical Subjects - No More Fear**  
(Video Webinar #7)

Learn why they're the easiest to hypnotize and why they're feared...

They are FEARED due to being misunderstood!

Because of the type of person they are.

They make non-analytical people nervous because

What are analytical clients?

People can change from analytical to non-analytical

It's not a disease!

You are not analytical in all aspects of your life

Instead of relaxing you simply keep their minds busy!

What they are NOT:

Triangle of success – All must be present

Change the way “you” look at analytical clients

Live session on all Analytical participants!

*By RALUCA*

Q & A

## **Total Habit Replacement Program**

(Video Webinar #8) *What is it?*

How it all started

What sessions were like before this

One stop shop

Four sessions

The research started

The Science of it

Putting it all together...

**EVERYTHING IS PROGRAMMING**

The old way of doing it

Included in course: Royalty free

Theater of the Imagination

*By Rene A. Bastarache, CI*

Q & A

## **Self-Hypnosis Techniques**

(Video Webinar #9)

All hypnosis is self-hypnosis

Repetition is Key

Understanding is important – Just closing your eyes is Alpha / Successful

Emotion is supercharging

No difference between real & Imagined is the same

Self-hypnosis techniques

1. Writing
2. Reading – Ericksonian hypnosis. Someone else read them to you – Ralu and me
3. Theater of the Imagination
4. Daydreaming – focused
5. Imagination Training
6. Meditation - guided / Guided Imagery
7. Prayer – Mighty prayer
8. Affirmations / Auto suggestion
9. Pre-recorded session Create a recording of session
10. Mantra with 6 points,
11. Subliminals
12. Sleep conditioning & sleep programming

Q & A



## **Weight Loss Hypnosis**

(Video Webinar #10)

It's all about self-Image

See if you can fine their motivation

Include self-acceptance and image

Must be positive focus and not negative.

Hypnosis worksheet

Weekly challenges

Reporting: The reporting is critical

Weigh in each week.

Case studies

The best session I've used

Individual sessions

Group sessions

Q & A

# CHAPTER 7

## VIDEO BONUS SECTION

This section refers to additional training videos that will be added through the course featuring video interviews and training for the following topics. They will be posted on or before the completion date of the course as they are created and edited.

1. Cancer & Hypnosis
2. Instant inductions
3. Memory
4. Sports Hypnosis

## **Cancer & Hypnosis**

Fred's story

Work within your real of practice

The enemy is stress

Remove ownership

See your client as whole

Placing your order

The client ultimately heals

Belief in you and the process

The process

Methods

Red poker chip

## **Sports Hypnosis**

What is it?

Who uses it?

Examples of sports hypnosis for excellence:

Why use it?

What can be used for?

How it's used

Drumming

Basketball tests

Raluca with the Olympic rower

Philadelphia golfer

Skeet shooting

Sports Hypnosis Techniques

Technique 1 - Be the gold

Technique 2 - Accessing The Flow State

Technique 3 - Modeling Excellence

Technique 4 – Rehearsal for success

## Memory

Not absolute

Perception of Reality

Memories Change as you Change

Where are they stored? Alpha

Alpha – short term

Theta - long term and traumatic

Regression

Confabulation

Planted memories

Brainwashing

Suggested memories

Romantic memories

Filling in the blanks

Not acceptable in court

Chronic Liars

## **Instant Inductions**

What are they?

Instant vs rapid induction

How they work.

Success rate

Must be prewired

SLEEP

Comedy Hypnosis:

Hypnosis Sessions:

HEAL

Healing & medical emergencies:

Faith Healing

Video #1 demonstration

Instructions and practice in classroom

Video #2

Can be done with anybody part

Group #1 done well

Group #3 additional instructions

Instant induction from a hand clasp