

**Royalty Free**  
**Hypnotherapy Scripts II**

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## HOW TO USE THIS MANUAL

This manual includes 2 Hypnosis Inductions, 1 Depth Test, 1 Deepener, 1 Awakening and 15+ Scripts. If you were in need of a complete session for use with your clients it would consist of 5 parts like we have below with your own Inductions, Depth Test, Deepener and Awakening or use the ones we have included with your Scripts. For a recorded session or mp3 you would use only four or the parts below as you would not use the depth test. There is no way for them to respond to you:

INDUCTION

DEPTH TEST

DEEPENER

SCRIPT (Insert whichever one you like)

AWAKENING

Keep in mind that scripts are simply a track to run on. Although they are very effective the way they have been created; you can add to them by inserting whatever suggestions you feel are appropriate for your specific client. You may also delete any parts that you deem are not.

When adding suggestions or creating your own scripts here are several “key” points to keep in mind:

The subconscious mind does not understand negative so attempt to use positive terms as much as possible. On occasion it may be necessary to use a negative term such as sickness, anxiety or even non-smoker but use it as little as possible and instead replace them with positive words like “healthy” or having developed a new “positive habit”.

Keep in mind when creating suggestions that you are speaking to the subconscious, mind, which is similar to speaking with a 5-year-old child. It is innocent, naive and very eager to help. Therefore use “simple” terms and concepts. Do not use large words or ramble on too long. Scripts that are simple and to the point are so much more effective than the long, boring and wordy scripts. If you were reading a long

script with too many steps included to your own 5 year old, you would notice within a very short time that you had lost their attention as they developed a blank stare and began focusing elsewhere. It is the same concept with scripts. Don't beat around the bush and get to the point.

When reading your scripts to create CDs, be sure you take your time and pause often for your clients to listen to them and relax. When in doubt, "slower is better". When using music as a background, be sure to find something without words if possible and without any sudden changes or surprises to startle them. While music is not required, it is preferable as it fills in the voids, covers background sounds and even your occasional breathing noises that the microphone may have picked up. Be sure the music you use is not copy written to avoid legal ramifications in the future. There are plenty of places online where you can purchase or even create your own royalty free music.

Happy recording and best of success!

Rene

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It is advised that before using any of these or any other scripts, that you read through them in their entirety. You should become familiar with them before using them on your clients so you are aware of their content, can alter parts as necessary and do not have any unexpected surprises.

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## **EDITING NOTICE**

If you find typographical errors in this book, I'd like you to realize that they are here for a reason. Some people actually enjoy looking for them and we strive to please as many as possible. Thank you!

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## **Scanning Light Induction**

*By Stephen Yates, CHP*

Ok, go ahead and close your eyes for me and take a deep breath...good and exhale. Take another deep breath...and exhale, and one more deep breath and hold for just a few seconds...and...relax and let go. Just let go completely, and with each and every breath you take you are able to relax even deeper, and deeper...

Now in just a few moments I'm going to help you relax your entire body starting from the top of your head and going all the way down to the bottom of your feet...

Now... I'd like you to use your powerful imagination and imagine a soft...warm...gentle... and yellow light that begins at the very crown of your head. It's only about 2 inches thick in width and runs across your head horizontally. Kind of like a scanner on a copier machine... And as I mention each part of your body that is going to be relaxed just visualize or use your imagination to see this light scanning over that particular body part...

Let's begin... That soft, warm, gentle, yellow scanning light is now at the top of your head...and as you feel it there; you can feel your scalp and top of your head relaxing... And as the light now begins to slowly move down over your forehead...you feel all of the tension in your forehead just letting go and dissolving... You can see and feel the light now scanning your whole face relaxing all of your face muscles including your eyelids... your cheeks... your mouth and even your jaw... Everything is just completely relaxed as soon as the wonderful light hits it... And, now it drops lower covering your neck, and you can feel the warmth from this light healing and loosening up all of your neck muscles...and it continues to go down lower and lower to your shoulders...relaxing, and releasing, any tension that might be in your shoulder area...This feels soooo good...

It lowers even more to cover your upper arms and chest ...bringing a warm tingling feeling into those areas letting you know that you are relaxing even more with every breath you take... Still it goes down deeper, covering your lower arms, and stomach, and even over your wrists, hands and fingers! You can actually feel the warm energy in your hands as it scans there! As you feel this peaceful warm

energy that is filling your body...because you are relaxing more and more with every second, and every breath.

The light goes downward into your hips... allowing you to feel deeply relaxed and connected to your chair.... almost like you can't tell where you end and the chair begins! You're like one with the chair! This wonderful feeling of relaxation continues to deepen as the light sinks down lower to your thighs, and knees, and drains down over your calves ... and ankles...And you can even feel the tension draining out the bottom of your feet like warm water running off of your body.

Every muscle in your body is now completely relaxed...and you find that you can just keep going...as you hear my voice...you drift deeper, and deeper, and deeper.



**Cross Country Analytical Induction / Vehicle**

*By Stephen Yates, CHP*

What I'd like you to do is just focus your eyes on a spot on the wall across the room that's about 6 or 7 feet off of the floor. Just pick a spot and let your eyes stare at that spot for a few moments while I talk to you... Good. Now you may notice that the spot has a kind of halo around it...or...it may start to look blurry, and come in and out of focus...whatever happens is ok... Just continue to stare at that spot for a while... Now, I'm going to relax each part of your body starting with the top of your head and go all the way down to the bottom of your feet.

While still staring at that spot use your imagination and become aware of the top of your head... Your scalp is becoming very relaxed, and your forehead is becoming relaxed... and your eyelids by now are becoming very tired... so go ahead and just let them close... and feel how good it feels to let them rest and relax. And...as your eyes continue to relax you notice your face muscles just let go and all the tension just fades away...

Now I'd like you to use your imagination and imagine a chalkboard in front of you. And there is the white chalk in the chalkboard tray and an eraser next to it. ...I'd like you to begin to think about all of the states that come to mind... starting from the west coast and moving across the country and ending on the east coast. And...with each state that you think of, I'd like you to write the name of that state on the chalkboard and then erase it...and then write the name of another state and erase it, and continue doing this all the way across the map... While you're doing that, I will be talking to you, and you may or may not be hearing what I'm saying to you. It's ok either way, because your subconscious mind always hears, and always picks up everything.

So, go ahead and begin writing the names of the states on the west coast while I continue to help you relax...

You can feel your neck muscles relaxing, and loosening, and your shoulders...and you can feel the big muscles in your back relaxing and letting go...and your lower back and even your arms are now relaxing and becoming heavy... And now your

chest and stomach are relaxing... and you notice how deep your breathing has now become as with each breath you go deeper and deeper into total relaxation... And, now your hips and thighs are becoming heavy and sinking down deep into the chair... and your knees and calves are completely relaxed, and even your ankles and feet are just letting go completely... This feels soooo good...

If you haven't named and written all of the states yet, you can go ahead and stop and just let yourself relax even more...as you listen to the sound of my voice.

Even any external sounds only trigger you to go even deeper. It's amazing how deep you are now able to go...So much deeper then you could have thought.

**Feather Deepener***By Rene Bastarache, CI*

I'd like you to use your imagination ... Imagine that you are somewhere outdoors in the country ... at a location that you absolutely love. Someplace safe, warm and quite ... and imagine that you are sitting back relaxing on the most comfortable outdoor chair or hammock you can think of ... Take a moment to get that image in your mind or create it if you need to ... while I continue to guide you into deep relaxation.

You are here in this beautiful place you have imagined because you want to relax... And let go. You know that by doing this you will be able to attain your goals... The more you relax, the better you feel ... so just let go and relax ...

Imagine that it is a beautiful sunny, warm day ... perfectly comfortable ... just the way you like it. You happen to be in a shaded area ... but you can see the streams of sunlight pouring through the leaves and branches of the nearby trees.

As you are gazing out at the beauty you see a large bird, flying high above you ... and before it makes its way out of sight you notice that one of its larger feathers came free and began to descend ... slowly ... catching the wind currents.

Take a moment now to focus your gaze at the feather ... floating slowly downward to the earth ... as I count from 10 down to one ... and with each number I say ... imagine yourself relaxing twice as much ... until it finally lands and you find yourself in a deep ... deep ... state of relaxation ...

10 ... Imagine the feather slowly floating back and forth as it descends...

9 ... Coming down ... lower and lower ... very slowly ... catching the wind currents...

8 ... 7... and you notice that there is no pattern in the floating of the feather ... it's simply going where the wind takes it...

6... Sometimes it jets downward ... then turns in a circular motion ... and sometimes it even flutters back upward a bit...

5 ... Floating down to the treetops now ... and you feel so relaxed ... gently floating downward ...

4 ... So very relaxed ... and feeling wonderful...

3 ... as it's just a few feet above the ground now ...

2 ... Lower and lower ... until ... finally...

1 ... The feather safely lands ... and you let go completely ... even as I continue to speak...

### **Muscle Relaxant Depth Test**

I'd like you to use your imagination and imagine you have just been given the most powerful muscle relaxant on the planet. It is completely safe, made of natural ingredients, is easy to swallow and even tastes great.

Go ahead and imagine you just took the relaxer... As you know... muscle relaxers work very quickly and effectively in relaxing all of the bodies' major muscles... and cause a very deep and relaxed state. Since this muscle relaxer is so powerful... it works instantly and once taken immediately causes you to become 50 times more relaxed then you were before.

On a scale of 1 to 25 with 1 being wide awake... and 25 being the most relaxed you could possibly be...tell me...what number are you relaxed at now?

Wait for a response. (anything over 12 is fine to continue)

Good. You have a very strong and powerful subconscious mind!

### **Awakening**

In just a moment I'm going to count from one to five and when I do you will come all the way back to the here and now feeling wonderful and successful in every way.

- 1... Starting to come back
- 2... Beginning to feel the energy come back into your arms and legs
- 3... Even a small smile starting to come across your face because it feels so good!
- 4... Eyes starting to open and
- 5... Eyes wide open feeling wonderful and successful in every way!

**Abundance**

*By Stephen Haight, CHP*

In a moment...we are going to plant a certain kind of seed...a seed of greatness...a seed that will change your whole world forever! But before we plant this seed, we must tend to the soil to make sure that the seed will grow tall and very strong.

This seed has tried to grow in the past, but too many old things from the past poisoned and hardened the soil to the point that the seed could not grow. Take some time to Forgive the ground for being hostile to new growth and just remove and discard the old stones and contaminations...Washing away all the impurities, leaving only the freshest fertile organic soil.

This is the precious seed that has been guarded by the wealthiest of men throughout the ages! Prepare yourself to receive it...The seed is this..."You must spend less money than you make."...That's right...simple and very powerful...less is more now just allow yourself to take in this precious seed to your most fertile soil, as you imagine tending to its every need. Using fresh pure water to encourage the seedling. You protect the seedling from all negativity, because as you protect the seedling, it protects you! Watch how quickly and powerfully it grows! Growing...growing...growing tall and strong, into a mighty, mighty tree.

Now it provides shade and protection and comfort. It provides all the fruit you need to thrive! You and all your family! Watch as the tree grows so much larger...as it shares its fruit and produces new trees from its fruit...yes even more abundance! Watch as those trees quickly grow...and they also cause even more trees to grow so tall and strong and abundant.

Faster and faster the process grows. A forest of mighty trees. More and more abundance now!

Imagine yourself enjoying all of the fruits of your labors. Now the trees take care of themselves.

You do so very, very well now!

**Avoidance of Refined Sugar***Anonyms ASH Author*

You want to adopt a healthier life style and you know that it's a well-accepted fact that, in general, most people breathe shallow breaths...and you know that deep breaths which inflate your lungs to about 75% capacity make a big difference in sustaining good health. You resolve to take deep breaths and to remind yourself to breathe deeply... more frequently, starting right now.

Focus on your breath...inhaling...and exhaling...slow and deep...and again...and once more. That's it, and again...with each outgoing breath, you send all of the stress which has made its home inside of you...you send it right out of your body with each breath...and with each inhale, you breathe in energy and light and all good things that you desire. That's it, keep breathing slowly and deeply...

And while you're relaxing more and more with each breath, you picture yourself standing on the top step of a wooden stepladder. You wonder why you're on the ladder, but because you are soooo relaxed and calm, it's just a vague curiosity that isn't very important.

The aroma coming from the kitchen catches your attention and you slowly descend the ladder, one step at a time...in no particular hurry...and without eagerness to reach the bottom step, and as you step down on each step, you are more relaxed than before.

And down another step...and another ...and another...more relaxed. And now you have reached the bottom step and you easily step down from the ladder onto the floor of the house that is your home.

You touch the floor with both feet, barefoot, and realize what wonderful sensory nerves are in your feet...isn't it wonderful to actually feel the floor with your feet rather than through rubber-soled shoes. What freedom! As you spread your toes and try to feel every single fiber of the floor covering, you wonder why human beings wear shoes anyway...because going barefooted is so pleasurable.



Now the aroma coming from the kitchen takes your attention away from your feet, but you are curious about what is that deliciousness that you smell from the kitchen. It smells like onions and garlic sautéing in butter, and is that mushrooms too? As you enter the kitchen you notice that lots of fresh ingredients are laid out on the counter top, just waiting for someone to add them to the sautéing garlic and onions and mushrooms to make a beautiful healthy vegetable soup. You haven't always been a big fan of vegetable soup, but today, right now, you are hungry for this very vegetable soup, so you set to finishing up the recipe that someone had left half done.

And yes, you see the chocolate cake on the other side of the counter but you have resolved to avoid refined sugar, so you are not even tempted to have a taste of that cake...

So as you glance at the cake, you see that the icing on the cake is full of cat hair...oh my gosh! Cat hair is stuck all over the cake in the icing and it almost makes you gag to think of eating any of that cake. Yuk!

Which is why, vegetables now are so attractive and look so luscious...you taste a bite of that beautiful naturally-sweet carrot, and then another bite...and another. And you sample a bite of the broccoli. Crisp and crunchy before you put the rest of the broccoli in the soup you are making. You love the taste of broccoli, fresh or cooked...delicious both ways.

You don't need refined sugar because natural sugar found in raw or cooked vegetables is plenty of sugar to satisfy you. And there is no limit on the quantity of vegetables that you can eat every day...you can have as much as you want, without feeling the guilt that you always feel after eating cheesecake or other desserts.

You listen to your body now and you know that eating refined sugar makes you tired for many hours after that first initial phony burst of energy. You train your taste buds to really taste the natural sugar contained in many fruits and vegetables. You get all the sugar you need from sweet potatoes and winter squash and pumpkin and sweet fruits such as berries, bananas, and apples.

When you're hungry, you go for a plate covered with fruits and vegetables, and perhaps a small piece of fish or chicken or Greek Yogurt from which your body gets the protein needed.

The soup you have been cooking is now ready to serve, and you take a big ladle out of the kitchen drawer and ladle soup into a lovely cup or mug that is in your kitchen cabinet...A cup or mug that holds happy memories...A cup or mug that you picked up while traveling somewhere, or that a special person gave to you as a gift, or one that you bought for yourself because you thought it was pretty, or you might choose an everyday bowl for the soup...it doesn't really matter much about the container...the important part is the nutrition that your body will receive from the nutrient dense soup with all of those lovely and luscious vegetables that you like so much.

And you know that you are through with refined sugary desserts forever... cat hair...ugh. What you crave is fresh vegetables and fruits which are found in endless varieties and you look forward to using your imagination to come up with many different creative ways of cooking and serving them.

So you take one more bite of your delectable vegetable soup, know that you are satisfied, and feel so good because you recognize your good fortune to have such a delicious meal.

**Become a Non-Smoker**  
*By Kristen Walewski, CHP*

As you continue to relax...imagine waking up on a clear and crisp morning...Breathe deeply as you take in a healing breath of the fresh morning air...

You are in a special place where you go for reflection and thinking about things that are important to you...look around and notice how safe and comfortable you feel in your special place...imagine that you have all the power...courage...and determination to make decisions on how you want to live your life...here in this place...maybe by the ocean...or in the woods...or high up in the mountains...where every your special and safe place happens to be...you are there now and you are thinking of changing some things in your life...you are thinking of stopping your smoking habit...Relax deeply as you sink deeper and deeper into relaxation

Pay close attention to the sound of my voice... Sink further and further down... deeper and deeper... deeper down...all the way down... As you listen to the sound of my voice, your mind concentrates on it...You are finding it easy for your mind to concentrate...You are finding it easy to focus your attention...You are able to concentrate at your work...you are able to concentrate at your play...It makes you feel good and feel relaxed...

For when your mind is concentrating on other things, there is no room for smoking to even get into it...When you become fatigued or tired, you can lie down for a couple of minutes, go into a state of self-hypnosis and relax completely...Because concentrating the mind does not make it tired...The mind becomes tired out of confusion, not concentration...You have been confused about your smoking...now with your mind concentrating, with your attention focused...you now have clarity in your thinking, you now have clarity about your smoking...you now have clarity about your goals...your goal is to choose to stop smoking...your goal is to choose life.

Smoking has been a constant companion... yet in your heart...you know it is time to move on to the next chapter in your life...the chapter... that does not include smoking...you know you are capable of moving on... you know that all you have to do is make a choice....you know that it is okay to ask for help...you know that this will be a journey...you know that every journey begins with a single step.

Smoking has become an unconscious activity for you...Smoking is now part of your daily consciousness, you are fully aware when you are smoking...you are fully aware of every drag...you are fully aware of what that smoke does to your body, you are fully aware of how your smoking affects the people around you...

You are loved...you are lovable...you are necessary... you are wanted...your life matters...life has chosen you...life wants you to choose to be here

You are ready to make the choice...you are ready to make the commitment...you are ready to ask for help...you are ready to choose life...each and every day your decision to change habits that are no longer serving you...you want to be healthy...your decision grows stronger and stronger...your decision to move forward with a new attitude toward smoking feels right...for many reasons...you are now committed to this new direction...you are dedicated to moving forward and taking action on your decision immediately

In a moment...I'm going to ask you to repeat after me...I choose life...Say to yourself...I have decided to quit smoking...I have finally made the decision that I feel is the best decision for me...now I'm going to take action immediately...I'm going to become a non-smoker beginning immediately

Once you've made the decision to become a non-smoker...each breath you take infuses you with a deep feeling of peace...you move through the world with a deep sense of tranquility...and confidence...You feel certain that you can share this sense of peace with every person you encounter...you feel certain you can accept all the peace with every person you encounter...you feel certain you can accept all the peace and guidance that those you encounter have to offer you...

Now that you have made the choice to become a non-smoker...you feel a great sense of relief...and pride that you will now be experiencing the world in this new healthier way...as you continue through your day...this feeling of confidence grows...you feel great serenity knowing you have released yourself from those old patterns...habits and behaviors that no longer serve you...you are embracing this new healthy lifestyle that has so much to offer you.

Now that you are a non-smoker...it is as if all your senses are heightened...As you breathe in you can smell the lush green of the trees...and taste the sweetness they bring to the air...Trees are steadfast and patient...they have taken many years to grow to the size they are now...It's as though you have breathed in that sense of peace and serenity...and as you slowly exhale you are sharing your strength and patience with the world...

You have made this wise and healthy decision to become a non-smoker...you feel energized and free...With every new and healing breath out...You are now ready to make the commitment...the commitment to begin the journey...the journey to stop smoking...the journey to choose to be a non-smoker...the journey to choose freedom ...choosing health and choosing life...

You look around at your special place....where you come to for thinking and contemplating important things in your life... You realize that once again you have come to this place and made an important decision...one that will affect you in many positive ways... You feel the decision to quit smoking is the right decision for you

Now I'm going to give you a short period of silence during which each one of those suggestions will take complete and thorough effect upon you, sealing themselves into the deepest part of your subconscious mind and reinforcing themselves over and over again... Remember...you are choosing life and living your life in a new way...once the decision is made and you are committed...you begin to take action.

**Fear of Interviews for Women**

*By Kathleen Capozzoli, CHP*

I want you to use your imagination. I want you to imagine the perfect outfit for an interview... I want you to imagine it right now... It is the perfect color for you, the perfect style for you ... Nod your head when you see it... Ok, now, I want you to choose the perfect accessories, the perfect shoes and just the right jewelry to complete your perfect outfit. It fits as though tailored just for you... Nod if you have finished... Now picture yourself in that outfit... You are looking in a mirror.

See yourself ... You are confident, self-assured and completely relaxed... Now I want you to use your imagination... See yourself dressed in that perfect outfit and now you are entering the waiting area... You smile warmly at the receptionist as you give her your name and she smiles warmly back... You have arrived at the perfect time ...and you have the immediate feeling that you are exactly where you are supposed to be... You have a warm confident feeling that this is the perfect job for you... It is as though the job was created just for you... and you are the best person for the job... You are confident in your abilities.

Now I want you to imagine your name being called... You stand up with grace; you have the poise of a royal princess as you walk into the office... You smile a very warm, engaging smile as you firmly grasp his hand and shake it... There is an immediate connection... You feel it and you know that he feels it too... You are at ease, confident that your knowledge and abilities are perfect.... Use your imagination right now... See yourself sitting there effortlessly answering all of the questions... With each answer, you are more poised and confident... You know that this is the perfect job for you and you are the best person for the job...

Time flies by quickly and the interview is over.... Imagine yourself rising from the chair. Imagine the warm and welcoming smile on his face as he shakes your hand and thanks you for coming... You leave the office confident that the job is yours.

## **Forgiveness & Compassion**

*By Elva Roy, CHP*

Imagine that you're standing on the top ledge of some concrete steps that lead down into a lovely garden, filled with your favorite flowers. You descend the steps slowly, as the beautiful fragrance of the flowers rises to meet you and you know that the fragrance of those flowers is the most beautiful thing you have ever smelled in your life. So on each step, you pause, take a deep breath in of that fragrance, look around, and then take one more step down toward the lowest level where the flower beds full of your favorite flowers are planted. You smell the fragrance of the flowers and also the fragrance of the moist, rich, black earth which nourishes the flowers. As you get closer and closer to the flowers, you can see the velvety softness of their petals, and you see tiny little droplets of water on some of the green leaves and flower petals. And you take a moment to appreciate the wonder of nature and you recognize how fortunate you are to be able to experience this magical place where you find utter peace...and know that all is right with the world.

You tuck one leg behind you as you gently lower yourself onto the sweet smelling pure grassy area nearest to the flowers so you can just take in the beauty around you. As you sit there peacefully, your mind goes to a secret place inside you which is accessible only by invitation from you. This is your private place where you have allowed only a few people to enter because this is the spot inside you that is the pure essence of you. People who enter here, including yourself, are able to see the real, authentic you...the you without pretense....the you without your mask.....you...beautiful....tender....loving...and vulnerable.

When you enter this special place within your heart, you are able to see everything so clearly. You know what you need to change, and you lovingly prepare to change it. There is no room here for criticism or self-doubt. In this space, you forgive anyone who is making life difficult for you. You see their face, and your heart fills with compassion and love for them, and you let go of anger and resentment that you harbor towards them because in this space....where you can see life so clearly, you know that their intention is not to make your life difficult, but they have

problems of their own and they are hoping to be understood, without harsh judgment...just the same as you want for yourself.

This is a gift that you can give to them, to see the best in them, to give them the benefit of the doubt when they say something that comes across in a way that the former you would take offense to....this gift to them, is actually the best gift you can bestow upon yourself. When you look at them through loving eyes, your heart seems lighter, your world seems brighter, and you love everyone, including yourself, with an intense compassion that you have never felt before. You cut them some slack, knowing that everyone, at times, says something, or behaves in a way that is different from the way we would do. But now, you acknowledge that differences are what makes this world such an interesting place to live, and you just refuse from now on, to get upset over the little things, which in the end, don't matter one whit. You give things the "five-year-test" before you allow your stress level to rise...if it won't be important five years from now, it's not important enough now to stress over.

Take a few moments now to dwell in this space, your body filled with love and joy and compassion, as you breathe in more love, joy, and compassion for yourself and for those whom you used to call "difficult." As of this moment, you know that you are changed forever....



**Nail Biting**

*By Janis Hanwell, CHP*

Nail biting is a nervous tendency that was your body's response to stress and anxiety in the past. Now, you will free yourself from the nail biting habit.

Imagine your nails the way that you want them to be. You are able to grow your nails. You want to grow your nails. With this ability and desire you can achieve anything that is important to you. Growing your nails is important to you.

Nail biting is a thing of the past that you no longer want. You have a positive way to deal with anxiety and tension. You have an alternative to nail biting. Your new way of dealing with stress is to take a deep breath in through your nose, and as you exhale, relax ... let go ... calm yourself.

Remember, you are in control. You feel positive and secure. You are happy that your nails are growing and looking healthier. Your fingertips even feel better. Your hands look great. Your nails are becoming well again and you are even showing them off by filing (and painting) them.

Imagine your hands for a moment as the way you want them to look. Imagine seeing them in perfect condition as you smile to yourself with satisfaction, feeling proud that you have overcome and have succeeded in keeping your nails and hands healthy and attractive.

From now on, your new way of relieving stress or calming your nerves is to take a deep breath and as you exhale ... relax. You know that everything is fine. You will relax and feel as content as you do right now. You are in control, your hands look and feel so much better and are healthier than ever before.

Feel the confidence that you have won. You are pleased that you have met your goal of having healthier nails and more attractive hands.

You realize and accept that there is no reason for you to ever bite or chew on your nails.

**Needing Approval from Others**

*By Liliana Kish, CHP*

You have now become so deeply relaxed...soooo relaxed...that's good... and your mind has become so sensitive and receptive to everything you are hearing ... everything that I say ... will sink so deeply into the unconscious part of your mind...and it will have a very deep...immensely positive...and lasting impression...as you chose it to be... and will become a part of your inner realities... part of your being...

From this day on, you're choosing to have confidence within yourself...your own judgment of your abilities is getting more and more important to you...you value your own thinking and decision making...you are considerate of other people opinions...but you are aware that they are just that...their opinions...and as they have theirs...you have yours...and that is all that matters. Negative remarks...and negative people have no influence or place in your life...their opinions are reflection of their own experiences...and you are not responsible for that...as they are not for yours...You choose to have positive people and positive experiences in your life...

You are starting to value and appreciate your own sense of self-worth...rather than hoping and relying on the approval and recognitions from your boss, your colleagues, your friends, and even your spouse... You are in control...and it is your choice to decide for yourself the things you want to do and how to do them...as well as the things you do not want to do. Your sense of self-worth... your self-respect grows day by day... day by day becoming stronger and more powerful... day by day allowing you to be the person you want to be...

You are becoming more and more proud of the clarity of your mind...your thinking....and consequently of your decisions. You are steadily and consistently proving to yourself and others that your work is of good quality and that you are happy with your performance on the projects that you are in charge of...and if things are not going that great...as they sometimes wouldn't ...you are choosing to see them as challenges and opportunities...You know that you are putting a 100%

effort...but you also know that the outcome or final product is not always equal to the invested time and effort...and that is just the nature of the business.

You are aware that you are a valuable member of the team...and your effort and input is appreciated and sought after...your contribution is significant...and increasing the productivity of the whole team... and the company...

Your new found confidence in yourself is making it easier and easier for you to voice your opinion... as you are beginning to recognize the great truth that taking control of your thinking allows you to be in control of your life... and being in control of your life makes it possible...and easy for you to achieve whatever you want to achieve...professionally and privately.

**Overcoming Depression***By Stephen Yates, CHP*

In this deeply relaxed and peaceful state, you are calm. You are so calm... that you could almost call it... Bliss! It's like a deeply satisfying dream state... except you're in total control of it. It feels wonderful. The more relaxed you are, the happier you are! It's like you are discovering your true self...and it's amazing!

You are actually happy, even beyond happy! You see yourself and feel yourself as a part of everything! You can feel your life energy... even within your own body, and it feels like a warm, tingling, happy, joy! You never knew this was you! But it is! You feel yourself as connected to trees, and rocks, and rivers, and animals.

There is a happy, bubbling, energy within you... that is difficult to describe or contain. You are aware as never before.. and instantly you see yourself in your true light... You know yourself as joyful, infinite, peace and happiness beyond what you thought was even possible for a human being to know. But you now know it. You feel it. It is real, and it is YOU!

You now see that the only reason anyone is depressed is because they haven't yet tasted their real self, the one that you are now experiencing! Never again will you be the same... You have found yourself and it is BEAUTIFUL! From now on, all you have to do to experience this again is to close your eyes, and think of the word "light" and all of this will come rushing back into your awareness bringing you the peace, joy, happiness and energy that is your real true self... Take a few more moments to bask in the beauty and joy and bliss that is truly you... Good.

**Performance Fear**

*By Kathleen Copozzoli, CHP*

You are calm, relaxed and prepared. You were chosen for the part because you are the best person to play the part... YOU have rehearsed your lines over and over again and now you know every word perfectly... The words will flow effortlessly... They come automatically... it will be as though you created the words and you are the person you are playing.

I want you to use your imagination right now... Imagine how you look... imagine your costume... the perfect costume tailored just for you. Imagine yourself right now standing on the stage right before the curtains open... you feel so confident, you look perfect... your costume is perfect your hair is done just right and now imagine your makeup how it looks ... so real that you see yourself as the person you are playing ... you are that person. I want you to use your imagination... look around you... see the stage how the props have transformed it into the perfect setting for the new you... look at your fellow actors... they have been transformed into the exact people you need to make everything complete. Everything is perfect. Feel the confidence you have...

Now I want you to use your imagination... Imagine the curtains opening... The music is starting and you can feel the warmth... the love... and the support from the audience... I want you to imagine that every person sitting in the audience is a close friend or relative... use your imagination right now and picture the people in the front row... all smiling warmly... You can feel their warmth and love expanding like a huge golden glow of light... a warm loving golden light that is growing larger and larger until it fills the entire room.

I want you to imagine now that you are singing your first song. You know it perfectly. The notes sound exquisite like the sound of angels singing. Each note sounds even more beautiful ... hear it... it fills the room like a legion of angels singing with their most beautiful voices. Each sound gives you more confidence and you start to blend into the person you are playing... Imagine the feeling of becoming one... you are that person... the words and songs flow effortlessly and before you know it the show is over.

I want you to imagine the thundering applause...everyone is cheering and clapping loudly...they may even be standing to show their love and appreciation of your performance...You were a perfect success...feel the warmth...feel the love...feel the happiness you have brought to all of these people. You are amazing...I want you to take a moment now to receive all of the warmth, love, and happiness... Imagine how good you feel...you know that you were a total success.

**Positive Body Image***By Marina Portillo, CHP*

You are here today in my office. You are already taking a first steps to a positive changes in your life...your eating habits, your image of yourself...

Close your eyes, let your mind completely relax and think of something happy...something that makes you smile ...From this very moment you have a positive image of your body. And it doesn't matter if your body is exactly where you would like it to be or not YET, you will think of it in a positive manner.

Looking at your body in a positive way will help you to feel good about yourself and continue to progress and move towards the body image that you really want. You own your body and you want the best for it. So, from now on, from this very moment you think only positive thoughts and have positive feelings toward your body. You are happy, confident, and progressing towards your best that you can be...

Just imagine...imagine yourself standing in front of you facing yourself...visualize your body looking and feeling exactly as you would like to...as you already attained all of your goals already... Imagine yourself wearing those favorite pants of yours and favorite sweater that you absolutely love...you can see yourself looking so good and beautiful...you already achieved that exact size you wanted, you feel so good about yourself...Just think about it, just think, that this person in front of you...So beautiful, so pleasant...is YOU. You are this person...this person is YOU...Feel good about yourself...see yourself in front of you as the “goal “you, as a person that you will become and already on the way to become that Person...person you always wanted to be, Person that you desire to be and will. Think positive about your appearance...your body image, yourself... You are happy being in control and feel confident being in control if your body...your mind...your habits...

You are relaxed...you are happy...you love your body...you are in control. You are confident ...you can change yourself...and you will.

### **School Performance**

*By Andria M. Pacinelli, CHP*

You are calm, relaxed and in control. You are confident and you are in control of all that you do. From this moment on, you are able to concentrate so much better than ever before. You believe in yourself and you know that you have the skills that you need to succeed. You are equally as smart as all of your peers around you. You feel confident in yourself and your ability to do well in school. You know that anything you attempt to do, you will give it 100% and you are sure that you will succeed. You feel confident at school and your schoolmates look up to you.

They see you as someone who is intelligent, kind and determined to succeed. Your peers admire you for asking questions in class because that shows your courage and determination to learn. You concentrate easily and you can effortlessly access all of the information you learn in school at any given time. You are able to concentrate and focus in school because you are giving it your full attention. By doing so, you find it more enjoyable. You find your studies and projects interesting and you are able to focus so much more easily than ever before. Your new ability to concentrate and your confidence about being successful in school allows you to learn so easily and you can remember what it is you are studying or learning effortlessly. With this amazing and wonderful ability to remember information about what you've learned so effortlessly, so easily, that you find test taking to be a fun experience in which you excel. You take tests with ease. You are confident, calm, focused, and prepared. Because you concentrate so easily and have the amazing ability to access the memory of what you've learned, you experience the joy and satisfaction of getting good grades. Seeing your assignments come back to you with good grades makes you feel happy. You are so proud of the wonderful job you've done and those around you are proud of you too.

Your mind is the most perfect computer in existence. Your computer is now able to concentrate and remember more easily and effortlessly than ever before...and this new gift will remain with you throughout your life because you are interested...because you see its value...it's wonderful to be able to take in information...to learn new things and to be able to remember that information so



easily when you need it. You can feel confident about school and know that you will do well. Just because you may not know something, doesn't sway you. You are open-minded and you know that that when you focus your attention, you can learn easily and succeed. You have a strong and amazing mind.

**Self-Confidence***By Marina Portillo, CHP*

Close your eyes and relax...imagine yourself by the beach...you can hear the ocean waves...you can feel the breeze, so fresh, so calming...

You are relaxed now...you begin to feel free from all your worries, tension and anxiety... nothing can disturb that peace that you have now.

You start to realize that you are more confident and sure of yourself because you are taking the first step in helping yourself.

You can feel that you have the power to overcome any obstacle that may stand in the way of your happiness, social life, your work... You can feel how you gain more self-control...you are able to face any situation in a calm and relaxed state of mind. Your thinking is very clear and sharp at all times.

That's right...you begin to feel that self-respect and confidence that you always wanted. You now realized that in the past you felt helpless and overwhelmed and you are replacing that with confidence, strength and self-control... You know, people are able to do that, and you will too.

You can see yourself becoming a happy person with a positive attitude...positive attitude towards people, life... You have all the abilities necessary for success. You can see yourself on top of the mountains...you can feel your confidence...you can feel your success.

**Self-Love (Body Image)**  
*By Kristin Walewski, CHP*

As you lay back and relax...I want you to picture yourself in your own peaceful...safe place...perhaps it's a garden... your own secret garden...or the woods...a beach...or a cozy room...any place you feel safe...any place where you can relax deeply....and be filled with a sense of deep tranquility...This is your very own private place...where you can surround yourself with any objects that evoke beauty...kindness and love for you...This is a place where you can sleep deep...and feel embraced by the nurturing surroundings.

You feel so relaxed in this special place...you feel completely comfortable being in your body...You know that in this wonderful place...your body can always feel comfortable and free...In this deep relaxed state...you realize that you are an amazing being...made up of a body...mind...and a vast expansive spirit... Your body is the home of your mind...and amazing spirit...it is the natural state of your spirit to be filled with love...Now that you are in this safe...and comfortable place...resting deeply...you can feel how this love fills your mind...permeates every cell of your body...There may have been a time in your life when you could not feel the way this love and beauty saturates your entire being...here in this deeply special...quiet place...where you cannot be disturbed by outside distractions...you are completely aware of this great love and beauty within you... how it fills every part of your mind...body...and spirit...You cannot separate this love from any part of your existence...because you are this love...your body is the physical manifestation of this love...

I want you to imagine something...someone or some time that fills you with happiness...It will be wonderful to be filled again with this feeling of overflowing love and happiness...You may not have realized it before...no matter where you are...no matter what you do...this beautiful feeling of all-encompassing self-love and happiness is always within you...

As you look around this safe place...where you are resting deeply and comfortably you appreciate what a beautiful and safe space you have created for yourself...A place where you can feel safe and confident...beautiful...deeply loved. You begin

to realize this place is within you at all times... You may have been too distracted before to realize it...but this place is with you at every moment...it always has been...Now that you are aware of this place...you can access it any time you need to. You can go to this place any time you need to be reminded of the love...beauty...wisdom...and joy that makes up your being.

When you remind yourself of all these wonderful qualities you carry within...it is plain for you and all the world to see... You shine with the beauty of your inner spirit and outer body...The fears and the doubts you may have learned to have about your body ...and all of the attached and uncomfortable feelings and emotions...have now been released... They have been replaced by this new knowledge that at all moments you are whole...loving...and immensely loved... You now have a new perspective...you see your body with fresh and accepting eye...you walk confidently through the world comfortable in your own skin.

**Sports Performance- GOLF***Anonyms ASH Author*

I want you to keep your eyes closed as you are in the perfect state of deep relaxation to visualize what I am going to say.

When you are at the golf course you become very relaxed. The first thing you smell is the freshly cut grass. You look over to the greens and fairways and they look perfect. In your mind you feel at peace no chores to accomplish no yard work this is just your time to play what you enjoy.

When you walk over to the range you are calm and peaceful you hear the birds chirping people you know are talking about a great shot they had the other day and you remember back not so long ago when you too had hit the ball so very well. As you arrive at your spot on the range you begin warming up with the High irons working your way up to the Woods. You swing the club with ease such perfect tempo. You can visualize each shot and you then hit the ball to the exact spot on the range.

It's now time for you to play today. The guys you are playing with you have never met before. You begin to second guess yourself as to how you will play will you shank the ball or miss it completely you become a little nervous.

But the moment you take out the golf ball any nervousness or anxiety goes away. Why because the shape of the golf ball reminds you immediately that you are a well-rounded player and that you have nothing to worry about.

You know that you're warmed up and you then realize why you are at the course. You're there to have fun and enjoy yourself. You have a warm happy feeling inside you knowing that for the next 3.5 hours you are going to do what you love and meet different people enjoying the game with you.

It's your turn to tee the ball up. In your mind its calm relaxed and focused on what you're about to do, you don't over think the shot you set your mind at ease and you can instantly visualize your swing and where the ball is going to go. You take the swing nice and easy and the ball is a perfect shot it lands in the fairway. The

second shot is exactly the same nice and easy keeping your head on the ball and this one land on the green Perfect! You now are putting. Something amazing happens you can actually see the pathway you're going to hit the ball. Like a pendulum slow and easy you stroke the ball and it goes into the hole. You just started off the day with a BIRDY everyone cheers and yells for you great job nice shot. And as you continue each hole you are reminded every time you look at the golf ball that you can and will play consistent with your ability.

You will have nothing to worry about and your concentration will be focused on your game.

Throughout your game people will congratulate you and you them on great shots, and when you're done you look forward to the next time you can go play and you will feel so very relaxed no pressure or stress just a great fun time. Each and every round you will have more confidence in yourself and your abilities because remember you are well rounded in your skills just like the shape of a golf ball.

**Stage Fright - for musicians***By Eva Lillqvist, CHP*

You are now here to pay attention and do more of what makes your musical performances will be successful. You may have taken care to prepare yourself and put a lot of time to practice on your instrument, but when during performance something happens that you do not want in your life and now you are here to reprogram your mind.

Your increased self-esteem makes it easier for you to accept something that in your opinion, is wrong. You know that your audience is simply enjoying your performance no matter what you think. You prepare even on falling, falling softly by courageously accept setbacks, missteps and mistakes. You can now stop this striving for perfection and you look at it in your eyes is a failure that you see now with humor. The fear of making mistakes that previously existed are now gone and your acceptance to make mistakes gives you ease, you are more likely to be spontaneous and you make yourself better every day. Your self-esteem gets stronger and stronger every day, and your expectations are more positive about each new assignment.

You now know that it is not really the actual results that lead to low self-esteem, but your negative interpretation of the results. So from now on you will be objective and allow you to completely and fully to just enjoy your performances and this will also increase your internal security. You will accept yourself and your performances with a positive attitude; you will meet new tasks and challenges.

You give yourself permission to make mistakes and you know that you cannot fail but simply make mistakes you learn from. And all this will strengthen your confidence and your self-esteem and you become a more spontaneous musician and always good enough from you.

Imagine in your mind, a concert and visualize a clear mental picture of this concert. Imagine you will sit comfortably and counting down from 15 with each slow exhalation. Imagine concert situation, the stage, the audience and the music.

Think about your behavior in a positive way, where everything is perfect and the sound is crystal clear:

What do you see? What do you hear? What body movements do you do? Other? Taste, odor, temperature.

Imagine how you make relaxation and meditation exercises in preparation for this concert. A meditation that puts you in a deeply relaxed state that dissolves stress and prevent physical and mental illness.

Imagine also how to give your body the rest it so desperately need to recover after the concert.

As the brain most strongly remember the negative, you need to help it revive the positive events and moments. The situations in which you achieve something and your strengths and good qualities going forward, you should save and store in your memory for future use.

Repeat silently within yourself the following phrases:

- I'm a good musician
- I arrest you on new tasks with positive expectations.
- I have high goals and set up several milestones that I can easily reach and aims for the highest goal.
- I ignore the inner voice, which would affect me with all its demands and talking about what I should do, how I should let...
- I've blurred the words should - must- shall.
- I am free and I dare!



**Successful Business Script!***By Stephen Yates, CHP*

You are calm, open, and completely relaxed, and yet you feel so good. This good feeling is infectious and is causing you at this very moment to become filled with positive optimism. Your confidence is off the chart!!! You know you can be successful. People love to come and see you, because when they do, they feel better about themselves. As a result...Your business booms! Your reputation for success grows daily, and you are able to help more and more people.

All of the resources you need are there for you. New sources of advertising and new referrals just keep coming your way. This is helping you become prosperous and they become successful! Feel the feelings of this great success. What are your clients now saying to you now that you've helped them so, so, much? Feel what this feels like! Hear them congratulating you...See them referring more and more clients to you...and with each one...your personal, individual, financial, and spiritual success...just continues to expand. Your business is now just the way you like it. In fact it's better than you imagined. It feels wonderful! See yourself interacting with your significant others now that you've become the success you've always wanted to be. What types of things are you now planning with your new freedoms? Trips...vacations...new toys...get it clear in your mind. This is now you! Your powerful subconscious mind now accepts all of it and is already working to make it happen.

Once this session is over, you will begin to notice these suggestions beginning to materialize. It may be little things that start to occur that let you know that your subconscious is beginning to produce all of this. It may be that more people will start to inquire about your business, You may have some new ideas begin to pop into your mind from out of nowhere, but they are things that help you... and bring you closer to your success. Each day you will play the mental picture of your success in your mind for at least 5 to 10 minutes which will generate all of these positive emotions which will create your goal. Take a few more moments now.... And let all of this just sink in a little deeper...Good. You've done it!

**Success Script***By Eva Lillqvist, CHP*

Success requires a change in your behavior, you are required to think and act differently than what you've done so far. Here begins the first steps on a new lifestyle, which inevitably will lead to positive changes in your life.

Having the right people around you, is important to your ability to design your life. Let relationships with people who can act as a source of inspiration to become more and more of your life. People who want you to succeed and be successful are the ones you must have in your vicinity. Examine your surroundings and see who is always supportive and be sure to have them around you more and more.

Your financial status is an important part for you, and for most people can have a decisive impact on how well we are experiencing success, our economic status. You will achieve financial freedom. A freedom means that every month you have what you need and want without having to worry. If you want to achieve financial success, just do the same as those who have achieved this. The simple solution reads passive income. By starting to invest part of your income, and then re-invest, you will build passive income sources that will give you greater and greater economic freedom. The key is to get started, and do this NOW!

Success is a state of physical, emotional and spiritual level. What you need to do is to change your view of what you have in order to be successful. You just need to think all I have right now, in this moment, the only thing I need to be happy. This is about to change both the internal and external dialogue.

In order to develop a mental state success you simply need to quit judging yourself. That is it. By stop judging yourself, you act in a positive and thus a constructive attitude, something that makes you feel better and make smarter decisions.

Seeing yourself as the one who has control over your own state of mind, will determine whether you are successful or not. You know you have responsibility in your life and events in life.

By helping others, you help yourself too. As we sow, we will reap - and somehow this is the answer to all problems. You live your life after this fully. Everything you do and say always creates a profit, and by then the right seeds, you can just get the right results.

When you help other people to grow, add the ground up to be a successful farmer. Share what you have now, the time for this is NOW.

Do more and more of what you are passionate about. When you do what you love and love what you do, there are always those who are willing to pay for what you offer. When you do that you have passion for, do you also free from your need to be someone special. It is only when you really get it.

Designing your goals, to become a hungry person and advancement based on your passion. What you do leads to something that you genuinely look forward to your goals and then acts as a catalyst; they release energy, creativity, and creativity. Ask yourself always the question "Why" after each goal.

Conduct this dialogue with yourself, so that the real reasons for acting emerge as the desire and energy to try to achieve practical goals. See yourself as a successful person - Feel it. Be successful-NOW.

**Weight Loss I***By Johnna White, CHP*

You are here for the purpose of losing weight. You have made the commitment to yourself to live a healthy lifestyle. When you accept and follow the suggestions that I will make, you will find them easy to follow and you will lose weight easily and you will live a healthy lifestyle.

As you drift deeper, imagine your favorite article of clothing that you wish to fit into. See yourself putting it on and it fits perfectly! You look great! Imagine yourself standing in front of a mirror and notice how the fabric lays exactly the way it should. Bulges and tightness are gone! You are slim, healthy and happy with your body. This is your goal and you will attain it.

From now on, you always drink a full glass of water before each meal. You drink water throughout the day because you know that many times people think that they are hungry when they are really thirsty. Cool refreshing water tastes wonderful to you and you drink more and more of it every day.

Starting right now you are careful about the foods you eat. You eat only healthy choices. You prefer the colors and flavors of fruits and vegetables. Fruits and vegetables explode with flavor in your mouth! Imagine the colors on your plate of green leafy vegetables, along with ripe red tomatoes, orange carrots and other brightly colored, delicious vegetables as well as colorful fruits such as blueberries, succulent blackberries and sweet melon. Imagine a carton of juicy red strawberries, smell their scent and imagine biting into one. It is delicious! You enjoy it immensely and these are the types of foods that satisfy you and fulfill your body's cravings.

You are able to enjoy other foods as well in proper portion sizes. You know that a proper portion size of meat is the size of a deck of cards. You recognize that a half cup of rice, potatoes or pasta is the size of a tennis ball and know that it is all your body needs. You only desire these perfect portions. Once you have eaten this amount, you leave the rest on your plate.

You find that you enjoy being just a little bit hungry. Hunger is your friend. You know that when you are a little bit hungry, you are burning fat and getting closer to your goal. Then, after enjoying slight hunger, it is okay for you to eat when you become truly hungry. You snack on healthy snacks like carrots or a handful of almonds between meals. During regular meals, you eat good foods that you enjoy in proper portion sizes. You always leave some food on your plate. You walk away from meals feeling satisfied and happy knowing that you are nourishing your body properly and are attaining health.

At mealtime, you eat slowly, chewing each bite thoroughly and enjoying the flavor and texture of your food. You set your fork down between bites and give yourself time to enjoy and be aware of each bite.

Your energy increases each day. You begin to exercise and move your body. It feels good ! You enjoy your energy and ability to move. You know that this is another step to your new healthy lifestyle.

The weight will come off in a steady and constant manner. You recognize that it will take time to reach your goal and you are patient. Every day brings you a little bit closer to your goal. You see yourself clearly in that favorite article of clothing and you know how good you are going to look and feel. Great!

**Weight Loss II***By Mary Stoner, CHP*

Being in this relaxed state that you now in you may be hearing every word that I say...or you may only be hearing bits and pieces. As your mind strays back and forth...here...and there...it doesn't matter whether you're listening to me as I speak or not...all you need to do is relax...

From now on, you will eat only healthy meals, not becoming hungry in between meals...You'll not want to overeat or stuff yourself because you'll feel so much healthier, so much happier, and much more vigorous, without an uncomfortable over filled stomach. You will eat until you are satisfied, and not until you are stuffed...You will best accomplish this by eating slowly.

When you snack, you will only eat healthy items. Candy, sweets, crunchy snacks, and foods filled with preservatives become more unappealing to you as you realize eating healthy is not only better for you...eating healthy foods also taste better. You will no longer let your emotions take over and affect the physical thoughts about yourself. You are an amazing beautiful person. You love yourself, every curve, every bump, and every wave. People come in all different shapes and sizes, and that's ok you know. When you look into the mirror, you see an amazing, confident, attractive and a genuine joyous person.

When you wake up in the morning you feel refreshed, and energetic. Throughout the day, you feel as if nothing can stop you because the energy just keeps flowing! You are able to keep up with your daily tasks feeling at ease. Work and play, it doesn't matter because you are strong, confident and capable of achieving all that you set your mind to.

Working out is something that you look forward to doing every day. You are confident in walking, running, swimming, and hiking, whatever active activity you like because you feel extremely accomplished after every workout session. You will find that you are drinking water more than you ever have before...water will be there to help you lose weight and to remain healthy. With each meal, and through every workout, you will drink a full glass of water because you know that

it will continue to hydrate your body and help speed up your metabolism leading to more weight loss.

You'll not lose weight so quickly that it will harm your health, but you will lose weight in a steady constant manner...and with your new lighter figure, you'll find that no matter where you are physically, you are a beautiful, strong, confident, and capable person.