

Hypnosis for Healers

Today I want to spend a few minutes talking about why you may want to add conversational hypnosis to your healing practice and there is only three major reasons. I think it's a really good idea adding this to your healing tool box.

First and foremost, as a practitioner of the healing arts you are already well aware of the mind body connection and the power that the mind plays in healing. There is no quicker pathway than conversational hypnosis to get deep into your patient or clients unconscious mind and unleash their full healing capabilities.

The second reason is that your client or patient experience. Through conversational hypnosis you have the ability to create a more comfortable experience, a more relaxing experience, a more healing experience and to help your client or patient achieve a higher level of compliance on their follow up work through post hypnotic suggestions thereby giving them a better overall experience

The third is the business case. Let's face it, the economy is pretty tough right now and of the forecasters and the prognosticators are telling us that there is not necessarily a rapid light at the end of the tunnel, and some have even gone so far as to saying, that light at the end of the tunnel actually maybe an on coming train.

Being able to differentiate ourselves, being able to offer additional services to your clients, and in the case of professional conversational hypnotherapy, being able to offer a service which often commands significantly more than what you may be charging today for your primary services is without a doubt a very smart move in these tough economic times.

But before we dive into that, let me address some very common misconceptions about hypnosis. Hypnosis and hypnotherapy. Hypnotherapy is often considered to be the therapy of last resort, because it is shrouded in such mystery and myth and misconception that people have to get to the point where they think to themselves, well I have tried everything else.

What have I got to lose? I might as well go out and try that as well. As a hypnotherapist I don't think that's the way they should do it, but it is often how they do do it. So let's look at some of the common misconceptions.

The **first** one is really around the idea of mind control, or I could be made to do things against my will. This is a very common misconception that many people have, who have not been hypnotised before. In fact in a formal hypnotic induction, one of the pre-work things that I will often do is take people through four steps, five steps, of different suggestions: sit in the chair, put your feet flat on the floor, put your hands on your thighs, close your eyes, take in a nice deep breath, blow it out and feel the stress take a walk away, take in another deep breath, blow it out again. Now on your next inhalation at the top of your lungs sing The Star Spangled Banner.

So I wasn't counting there so there is probably closer to 10 or 12 suggestions that I gave, faster than I would normally give them. But, normally what happens is that they will follow those first 10 and when I give the suggestion for the start of the Star Spangled Banner, they immediately open their eyes and look at me with a look that says 'are you serious?' and I said that is the exact same thing that would happen under hypnosis. What I did was to give you a dozen suggestions that

contextually, based on what we are doing, made complete sense, you were willing to go along with them, you followed the instructions and then I gave one that was contextually extremely inappropriate and it immediately brought you right back up again.

Your critical mind said uhoh, warning Will Robinson, what in the world is going on here?. There is a saying in the industry that all hypnosis is self hypnosis. Really what hypnosis is helping you to do is to get into better control, to maintain better focus, to accomplish more things on purpose by designed as apposed to just letting them happen haphazardly or accidentally from unconscious triggers that are firing off that we don't even understand

The **second** very common misconception is – I won't remember what is going on, or I won't be aware of what is going on, that I might be made to things that I don't want to do. That is not actually true as well. A stage hypnotist will sometimes give people a suggestion that they are going to forget the post hypnotic suggestion until the trigger goes off and that is all for the point of the show and a hypnotherapist will sometimes take a traumatic event and help the client push that out of their conscious memory banks and help them take the lesson that they needed to learn, but they don't need to hold on to the entire memory, especially not with the emotional triggers that they previously had. But generally speaking people remember the hypnotic experience with unbelievable clarity. They remember every sound, every voice that was going on.

They have almost a state of hyper awareness but it is combined with hyper focus and you are aware of everything that has been going on. I have had clients that were completely and totally relaxed sitting in a chair doubled over with their chest on their thighs and their arms hanging down to the ground and a pool of drool forming in between their feet and we are doing all of the work we are doing, and then had them come back up again and say 'I don't think I was hypnotised, because I could always hear every word that you were saying'.

Another common one is that people believe that they can't be hypnotised, and there are probably 3 or 4 groups of people that can't be hypnotised. The mentally handicapped people can not, because they just for the most part don't have the attention span or the focus. The severely impaired, sometimes a problem in stage shows, can not for the same reason.

They don't have the ability to focus and tap into their imagination deeply enough. And anybody who is adamant that they don't want to by hypnotised, actually those people could still be hypnotised, but it's really just not worth the work. Other than that, not only can everybody else by hypnotised, you are hypnotised everyday, it's a natural phenomenon that we go into accidently, if you have ever been reading a book and turned a couple of pages and think, 'what in the world did I just read?' and go back and you know that your eyes were going down it but you weren't taking anything in, or if you have ever got lost in a daydream, or if you have ever gone on a long drive and then suddenly arrive at your destination not know how you got there, those are all different types of trance. One of the most common ones of course is, elevator trance, which we all go into.

People walk into the elevator, they turn, they look up at the numbers and all conversation stops, and everybody goes into trance. Soon as they come out, right back to chatting, right back to where they left off. So it is a completely natural and normal phenomenon that happens every single day of our lives. What we are doing as hypnotists and hypnotherapists is giving people access to that power, that focus, that imagination, by design, on purpose, rather that let it happen accidently or haphazardly.

The last one that we hear occasionally is – what if you were to die? Have a heart attach? While I am under. Could I get stuck in trance? And if you have ever experienced trance, you know that the correct answer to that is ‘if only’ because it is a completely wonderful experience, but the truth of the matter is that if the hypnotist was to have a heart attach the odds are very high that that would bring you out of trance and if it didn’t, if it were so deep, or if the hypnotist was to pass away so quietly, the worst thing that might happen the hypnotherapy client would probably end up having the best nap of their life and then wake up to a not very pleasant sight. But, there is no chance of getting stuck in trance.

I want to give you a brief overview of the different types of hypnosis as well. Hypnosis is really categorised by two separate descriptors and that would be, hypnosis can either be Direct Authoritarian or Conversational and Permissive and it can either be Overt or Covert. So if you want to think about that in one of those traditional X Y graphs that give you 4 panels we can have a discussion about those. Most peoples impression of hypnosis, when they call a hypnotist to mind, they thinking of the Direct Authoritarian, Overt hypnotist.

This is very often somebody who is performing on stage. This would obviously be somebody who you know is there to hypnotise people, and they are using very direct commands. This is a modality that is used in medicine and healing, for example, there are many people who are allergic to anaesthetics, and there have been dental procedures, and surgical procedures, performed using only hypnosis as a pain control methodology. Typically, in these circumstances, this is going to be something that is very Direct and very Overt, and will typically been requested by the patient because of their allergies and prescribed by the doctor.

At the opposite end of the scale is the Conversational Hypnosis also known as indirect, permissive. This is an ideal hypnosis for healers to learn. The beautiful thing about most modalities of healing is that you already have the perfect context for hypnosis, because you are already giving them commands. They are showing up and you are telling them what to do. The vast majority of the conversation that you are having is taking place with the conscious mind. Conversational hypnosis gives you the ability to have the conversation with the whole mind. The difference with Conversation Hypnosis is that there is not as much informal induction techniques, you are not snapping your fingers and telling them to sleep, to go deeper and deeper and relax that is more the Authoritarian approach.

In this you are just having a normal natural conversation that is trance inducing and has commands and directives and many other skills and strategies and techniques built into your normal and natural conversation which will induce trance. Why would we want to do that? You may ask. First of all, you know already about the mind, body connection and the power of the mind in healing and you have probably heard about the placebo effect.

I want to tell you a story about the placebo effect: It was my first introduction into the placebo effect, and it was the first baby step that I took on my hypnotic journey. I was studying psychology at the University in South Florida in 1977. The professors were telling us about quantitative studies and how we figure out or not if something is working, they introduced us to the concept of the placebo effect and in the particular study that they were citing, they were working with a particular drug and this particular drug was getting the desired result in 37% of the patients, they were getting whatever they thought they should have been getting.

The control group that was receiving the placebo this was a sugar pill, was getting the desired result in 35% of the cases. Statistically, if you are testing a pharmaceutical or whatever, this is not good news because it is telling you that the vast majority of the results are just coming from people anticipating getting the result. Therefore it invalidated the study and that is the placebo effect. So they are using that to invalidate certain medications.

I can remember sitting in a lecture hall, for about two or three hundred student, I thought why isn't somebody studying the placebo effect and figuring it out just what it is that people think that they are going to get this result they actually do end up getting this result. The answer to that is there are tons of people studying that and one of the primary branches of study of how the mind works and how to tune into that power is indeed hypnosis.

Imagine for a moment, if you could tap into the power of your client, or your patients unconscious mind to help them more fully integrate their healing, more rapidly receive the benefit from whatever treatment that you are giving them, help them to relax, help them to control their pain, help them to naturally allow their body to heal itself more quickly. How often have you had a patient or client that just could not relax, could not unwind, couldn't let go, or the thought of a specific procedure was causing them more anxiety rather than leaving it?

Through conversational hypnosis you can easily and effortlessly by-pass all those problems. Just imagine being able to tap into the power of the unconscious mind and use it on purpose, by design, to accelerate healing, to accelerate stress reduction, to accelerate pain control all through the power of your words. Our words are powerful, our words are healing.

I had a client many years ago who had a form of non Hodgkin's lymphoma, and his treatment for that was chemotherapy, he was petrified of the procedure, he was worried about his hair falling out, he was worried about his reaction, he was worried about vomiting and being sick all the time, and I created an audio for him that was based on the theme 'weed and feed' the medicine they are putting in your body is getting rid of all of the weeds, which is going to allow the other cells and organs that are healthy to grow more naturally and be more abundant.

Just as weeds can strangle a garden so can a cancer strangle the ability of our healthy cell to grow more abundantly exactly where they need to grow. In this audio was embedded a lot of commands that: his hair would not fall out, which it did, it fell out but it grew back thicker than it was before. Also embedded in that was that the chemotherapy would not make him sick, and it didn't and he would find his chemotherapy sessions wonderfully relaxing.

I had a lot of suggestions in there that he would notice the miracles of modern medicine, and the miracle of all of these healers who were coming together to solve his problem. And it would be solved. Although his hair did fall out, and I think actually if he was writing a list, that would be the most important thing, he had a really good head of hair, and he didn't want to lose it, and he did lose it and he didn't like that. That was the only adverse side effects that he had as a result of going through the rounds of chemotherapy.

So all of you who are listening to this CD, regardless or not if you happen to be a doctor or nurse or a chiropractor or a dentist or a dental assistant or doctor of osteopathic medicine or oriental medicine, acupuncturist, Reiki practitioner, massage therapist or whether you are already a

hypnotherapist, there is no question, that you can all benefit from learning these skills and integrating the total mind – body connection. I am a healer, I am trained as a Caruna, Reiki master and I love that modality. I have enjoyed the benefit of knowing some really good chiropractors, and some absolutely wonderful massage therapists and I can tell you that your practice can be enhanced and the experience of you patient or client can be enhanced as you add the effectiveness layer of conversational hypnosis into the work that you are doing now.

Before we move on, let me tell you a little bit more about conversational hypnosis and what it actually is and how you can use it everyday, in every area of your practice, to improve your life and the life of your clients. If you Google conversational hypnosis odds are that you will be led to two names: one is Milton Erickson and Milton Erickson was an American psychiatrist, he was a hypnotist and he is largely credited with the idea of conversational hypnosis.

The idea that we did not need formal trance, that merely through our words, through our conversations, we could find out what is going on in the client's life, induce trance in them, and help them achieve the results that they are looking for. He was a practicing hypnotist from his mid 20's until he died at the age of 80. Legend has it that he advertised hypnotising people 13 times a day, during that period. So clearly he has a massive amount of experience. He is also the person who is credited, in the mid 50's of getting American Medical Association to reconsider hypnosis as a viable healing modality.

This history of hypnosis is fascinating, we don't have time to go through it all on this audio, but many hundreds of years ago, to give you the short version, it was a primary modality but for several reasons fell out of favour and it wasn't until the mid 50's, with Dr Erickson, that it became extremely popular again. His results were so phenomenal that he was studied by virtually everyone in the medical community. If you just go to Amazon and type in Milton D Erickson, you will see there is a massive amount of books on. It is his work that our conversational hypnosis technique is originally based on and it has been enhanced and tweaked by Igor Ledochowski. Through out the world there are 24 people who have studied this in depth, that they have risen to the level of master trainer and I am proud to be one of those 24.

The third reason why you might want to consider why you should add hypnosis to your healing modalities and that is the Business Model: there are five reasons that you should consider adding hypnosis for business reasons.

1 – It is the perfect compliment to what you are doing already because it is bringing in that complete mind – body connection

2 – it makes you unique, and in a crowded market place during difficult economic times, when one of the things that gets cut out are what some people perceive to be luxury items. Being able to distinguish your self powerfully and positively from the competition is a real plus

3 – Increases the prices of your primary services because you are doing something that is different and better than what everybody else is doing and because it will deliver more powerful, more profound results, more quickly

4 – gives you the ability to build you referral network, because as you probably know already, at least on some level, when you exceed the clients expectations, particularly if you are able to exceed them dramatically then they feel compelled to talk about you and tell friends, family, work associates about the work that you do

5 – income potential. A seasoned hypnotherapist with a robust practice can easily charge \$100.00 an hour for their services and in many markets significantly more than that

So that is our brief journey. I hope that you have enjoyed it. We are very soon going to adding some additional resources on the web site. We have a list of our up coming training there so here is hoping that our paths cross again soon and often.