Module Nine

A.P.I.E
Glossary of Terms
Questions and Answers
**A.P.I.E. Your Hypnotherapy Code of Practise.**

A.P.I.E is a recognised method of assessing your clients needs and then implementing a plan of action.

If you look at the Client Questionnaire you downloaded with this training course you will see the back page is the A.P.I.E.

By following A.P.I.E. you are proving that your intentions are always to help the client and this is recognised as an ethical code of practise.

I always complete this form with my client as we set out a plan of action.

**A- Assessment**
Initially when you first see your client you will spend an amount of time assessing your clients needs and ensuring you can offer the correct support and help.

Each client is individual and so calculating a time frame is difficult but perhaps around 15 - 30 minutes may be about right in most cases.

**P - Plan**
Secondly you must plan out the action required with your client, letting them know about the plan of attack, the amount of sessions required, the success rate or probable outcome and of course the cost.

**I - implement**
You will then start to implant the plan discussed, though the hypnotic procedure and make a note of all hypnosis techniques implemented on the appointment.

**E - Evaluate**
The evaluation would take place on the next appointment as you assess the results from your first hypnotic session. You will evaluate the situation based on the results found and continue with the plan if the first stage was successful or re-evaluate the plan if required.

A.P.I.E. a recognised method of working with and assessing your subjects as you progress through your hypnotic sessions.
So we reach the penultimate module of the hypnotherapy course. Over the next few pages you will find a glossary of terms that you may hear along your travels as a Hypnotherapist followed by a question and answer section that will hopefully answer any questions that you may have and prepare you for questions that you may be asked!
Glossary of terms in relation to Hypnosis

**Affirmations:** Positive statements about how you want to think, feel and behave.

**Analysis:** Turning out the illogicality of the subconscious.

**Anaesthesia:** Absence of pain, either psychologically or physically.

**Anxiety:** Fear of most things that give rise to feelings of uneasiness and distress about future uncertainty; apprehension; worry.

**Autonomic or Involuntary Nervous System:** The nervous system that maintains vital functions of the body without the need for conscious thought, keeping the body in harmony.

**Autogenic therapy:** A form of relaxation and light self-hypnosis based on the repetition of six suggestion commands e.g. 'My legs and arms are heavy.' followed by an appropriate positive affirmation to promote change.

**Autosuggestion / Coueism:** Concept similar to autogenic therapy where it is the person's own imagination stimulated by the hypnosis. A famous coueism or positive affirmation is the mantra, 'every day in every way I am getting better and better.'

**Behaviour:** All that is done by an individual throughout his/her life.

**Breathing:** Correct breathing is essential for good health; it also reduces levels of stress, as well as its signs and symptoms. Slow and deep breathing influences the unconscious processes of the body and accompanies relaxation into the hypnotic state.

**Compulsion:** Irrational behaviour a person is compelled to do, in order to convince himself that a certain thing is true or has been done to his satisfaction. Behaviour that prompts repetition of an act until satisfied it has been done.

**Deepener:** Suggestions which deepen the hypnotic state, often by counting down, slowing or dragging words.
**Endorphins:** The body's own pain-relieving chemicals, which are produced in the brain, inhibit the appreciation of pain and give a feeling of euphoria. Stimulated by hypnosis, as well as sweet fatty foods, exercise and sex. Makes you feel good!

**Erickson, Dr. Milton H:** Acknowledged to have been the world's leading practitioner of medical hypnotherapy. His 'strategic therapy' used hypnotic techniques with or without actually inducing trance.

**Freud:** Psychiatrist invariably associated with hypnosis but did not develop his interest, probably because his personality was too authoritarian.

**Hetero-suggestion:** Is what others tell you about yourself and which influences you.

**Hypnogenic:** Objects (watch, pendulum, spinning disc, etc.) used to assist in inducing a hypnotic state.

**Hypnagogic State:** The naturally occurring hypnotic condition when one is about to wake up.

**Hypnopomnic State:** The naturally occurring hypnotic condition when one is about to fall asleep. Excellent for inducing self-hypnotic suggestions that are 'slept on', and upon waking, are realised.

**Hypnosis:** A trance-like state induced by suggestion in which the mind readily accepts ideas, resulting in a focusing of attention and a reduction of the ability to make conscious decisions; a state of total mental concentration, yet complete physical relaxation. An alternative state of consciousness.

**Hypnoanalysis:** A psychoanalytic technique in which hypnosis is used to elicit unconscious material from a client.

**Hypnoid:** Resembling hypnosis or sleep.

**Hypnotherapy:** Treatment for mental or physical illness based on or using hypnosis.

**Imagery:** Production of mental images or pictures. See visualisation.
**Induction:** There are three main methods used to relax a person into hypnosis: instant (impressive in demonstrations, cannot be used for self-hypnosis), rapid (effective, overloads the mind, useful for inducing hypnosis quickly in a person who has already experienced hypnosis before) and progressive (slow and soothing, most reliable and is the one normally used for hypnotherapy and self-hypnosis.)

**Meditation:** Ancient Eastern technique, similar to self-hypnosis, in that it relaxes the mind and the body.

**Memory:** The recall of events, conversations and general topics that have been experienced.

**Neuro Linguistic Programming (NLP):** Devised by Americans Grinder and Bandler who modelled the work of Erickson. Under hypnosis it shows the client a new perspective or image of themselves.

**Parasympathetic System:** Deals mainly with the digestion, fights off infection, controls the immune response and tries to conserve energy in order to ensure survival.

**Posthypnotic Suggestion:** Makes use of the 'time sense' in which the suggestion given to the subject is instructed to commence after the hypnotic session has terminated.

**Rapid Eye Movement (REM):** A subject under hypnosis displays these; also associated with deep natural sleep.

**Sleep:** A word often used in connection with hypnosis, but natural sleep is not the same as a hypnotic 'sleep'.

**Stress and Relaxation:** Opposite sides of the same coin. The physical response to stress is known as the 'flight or fight' response. The main benefit of relaxation is a negative one i.e. when you are relaxed, you are not stressed.

**Stress Manager:** A therapist who will teach you to manage your stress better, usually through the use of relaxation and hypnosis techniques. See the Association of Stress Management.

**Sympathetic Nervous System:** Controls the stress response by triggering off hormones which act as messengers to the body to prepare for 'fight or flight.'
Trance: Induced by the Therapist. Similar to the one that occurs spontaneously in sleepwalking or daydreaming. Someone in this condition can perform tasks efficiently, avoid hazards, obey instructions and speak lucidly.

Unconscious (aka Subconscious): Contains all your memories, and your reactions to memories from birth. Seat of your emotions and directs almost all your behaviour. Controls our automatic processes and thinking. Receives two million messages of sensory awareness every second.

Visualisation Therapy: Technique in which the body's own healing forces are stimulated by conjuring up in the mind visual images of positive and pleasant thoughts, objects or scenes, as in day-dreaming.

Yoga: Not only helps you to relax and calm, but also has a beneficial effect on the internal organs of the body. Includes certain bodily posture and breathing routines which are capable of inducing self-hypnotic trance states.
Q. Do I need to learn the entire program to pass my test with the British Academy of Hypnosis?
A. Yes after completing your last chapter, The Academy will send you a written test by e-mail for you to return to the academy or we can if needed arrange an oral test for those with writing difficulties. Please do not get alarmed at the thought of the test, it is only there to prove you have a basic understanding of hypnotherapy and by following this course you will pass with flying colours. It’s an open book test that you take in your own time with this manual in front of you to give you the answers you are seeking. Once you have completed the test simply email it back to us.

Q. Once I have completed the test will I be able to treat clients?
A. Yes. Once you have passed your test you will be awarded with a certificate of competence and you may be invited to become a member of The Hypnosis Circle.

Q. What is the Hypnosis Circle?
A. The Hypnosis Circle is a business support system to help you once you have completed the exam. It offers you an annual membership which gives you access to the Hypnosis Circle web site where you can download first class hypnosis scripts and business tools to help fast track your success.

Q. Is it all right to treat clients in their own home?
A. Yes. Clients tend to relax well in their own home and appreciate you coming to see them.

Q. How safe is hypnosis?
A. Hypnosis is 100% safe. It is not possible for anyone to come to any harm due to the hypnotic process.

Q. What if I fall asleep whilst practising my self hypnosis induction techniques?
A. If you are very tired you may find it possible to drift off to sleep during the exercises. If you need to remain awake tell your body clock to wake you in half an hour or set an alarm clock. Better still, do the techniques in bed and then just allow yourself to drift from deep trance into sleep and you will awake re-energised and refreshed.

Q. Do I need to buy anything else to be up and running in business?
A. You may wish to play relaxation music whilst hypnotising your clients. Any soft music that relaxes will be fine; some background music is included with this course.
Q. What is 'direct suggestion' therapy?
A. The therapist simply tells the client, in the state of hypnosis, that whatever it is they want to do they will now be able to. Or whatever it is that they want to stop doing, they now can. It can be effective with simple problems like smoking, nail-biting, confidence for an exam/test, etc. But generally, it is best to tackle the underlying cause for the difficulty first.

Q. Is it successful with real phobias?
A. Usually immensely so, if the right sort of therapy is employed.

Q. Does it always work?
A. No, no more than any other form of medicine, complimentary OR orthodox does. A responsible Therapist will soon detect when it is not going to and discharge that client so that they may seek the help they need elsewhere. Another Hypnotherapist might produce the desired result where the first one could not, because of the different subject/therapist rapport.

Q. How long does it take to produce a result?
A. It depends on far too many factors to make a bald statement about this. It can be as few as one for a simple problem, to as many as... well, that depends on the ethics and skills of the Therapist involved. A responsible, properly trained, Therapist will not keep a client in therapy longer than necessary. The important thing is to let the subject know that they are there and available for them if they need you.

Q. Do you really go into a trance? If so, how deep? Are you in any way unconscious?
A. The word 'trance', is easily misunderstood; it is in common use however, and a hypnotised individual is, technically, in a trance. But they are not aware of this trance state, any more than they are aware of it when they intently watch something on TV or immerse themselves in a book or newspaper to the point where they don't hear someone calling them.

These are both trance states in which you are aware of the object of interest only, and it is almost identical to the hypnotic 'trance'. It is NOT the trance you see on films and TV sometimes where somebody is staring glassy-eyed with no idea of where they are or what they are doing.

The depth of trance varies from one individual to another and it is often considered to be relatively unimportant from a therapy point of view. You are not unconscious in any way, unless you go to sleep, which is not unknown. Then, you would simply awake when asked to by the Therapist.
Q. Can somebody's mind be too strong?
A. No. The stronger the mind the better the ability to focus and concentrate, which makes the hypnotised state easier to achieve. The statement 'My mind is too strong to be hypnotised' is usually based on fear and the individuals who say this are often the best subjects of all. It is not difficult to resist being hypnotised and needs no specific strength of mind at all. It is getting into hypnosis that takes the mental work!

Q. Can anybody learn to be a Hypnotist, or is it a 'gift'?
A. Forget those stories or articles where it is stated that somebody has the 'gift' of hypnosis! It takes hardly any time at all for anybody to learn how to hypnotise another, though some people are better at it than others, just as in any other skill. It is learning what to do with someone once they are hypnotised that takes the time and training; learning how to handle the complications that can arise, learning how to deal with different personality types, learning how to discover what really ails an individual (sometimes different entirely to what they say or believe is their problem), learning how to decide on the right sort of therapy, and learning the right techniques to use.

Q. Can you learn it from books?
A. Yes - but you need and must have professional instruction if you intend to become a professional Hypnotherapist. Anybody starting to work on members of the public without proper training is in my book, stupid, arrogant and uncaring.

Q. I've heard about bio-feedback meters. What are they are and what do they do?
A. A bio-feedback meter is a way of keeping an eye on the internal states of a subject as they are hypnotised. The modern bio-feedback meters have an electronic display and operate via lightweight electrodes connected to two adjacent finger tips or to the palm of the subjects palm. Bio-feedback could be as simple as measuring temperature through to measuring Galvanic Skin Response or Electrical Skin Resistance. Simple bio-feedback meters my cost from as little as a hundred pounds up to thousands of pounds for more complex machines.

You can use biofeedback meters on yourself, to measure your own ability to relax, or on a client to monitor their levels of relaxation during the hypnotic induction, as well as their stress levels during regression work. These meters work on the same principle as a lie detector, by measuring the activity of the central nervous system.
Q. What is an 'induction', and what is a 'deepener'?
A. An induction is just a passage of text spoken to the client. Most of the time, a slow soothing tone will be used, but there are other occasions when a more dynamic style may be more suitable.

A deepener is more like a story designed to focus the hypnotised individual's attention to get him/her into a deeper state of trance. Hence the name.

Q. Can you hypnotise someone without them knowing it?
A. You can, if you have the skills to do so. The use of 'hypnotic language patterns' and pacing and leading body language will do it. But you still could not get that person to do anything with hypnosis that they would not do without it. Hypnosis merely overcomes inhibition and the 'conscious critical faculty' - the part of our thought processes which tends to limit our behaviour or belief system.

Q. What ethical, legal and moral issues are involved in the use of hypnosis?
A. From a professional point of view, hypnosis should be used ONLY for the benefit of patients and clients and not for any other reason at all. That pretty much sums up the basis of most Codes of Ethics. From a personal viewpoint, though, it is only your own moral code that you would have to follow.

Q. Is it worthwhile using 'props' to aid the hypnotic process?
A. I certainly think playing background music helps. It gives a subject something to focus on, it can blank out any slight noise distractions, it helps with timing and also it gives you a little thinking time. I also find a bio-feedback meter useful but went many years before I bought one.

Q. What exactly is 'Past Life Regression'?
A. Theoretically, a look back to a lifetime experienced earlier in history. This can be thousands of years earlier, or maybe only a short while back, just before the current life span began. It is claimed that there is a therapeutic value in such experiences, in that they may account for certain psychological difficulties in current life. Numerous attempts have been made to prove the validity of various PLRs, but this has never been achieved. There has always been the possibility of the experience being nothing more than the recall of a long-forgotten memory from childhood in this life. Many experimenters are at pains to point out that they do not claim that a PLR is evidence of a previous existence for the individual concerned, only an awareness of a set of circumstances that occurred before that individual was born.
Q. Can hypnosis be used to create/trigger dreams?
A. There has been much experiment with the use of hypnosis to create 'lucid dream states' (in which the dreamer KNOWS s/he is dreaming) but there has been no conclusive evidence that it works.

Q. Can I now go out and hypnotize people for hypnotherapy?
A. Yes you can but we recommend that you wait until you have received notification from the British Academy of Hypnosis that you have passed your exam paper.

Q. Do I need to understand how the brain works to be successful in hypnotherapy?
A. No. The working of the brain is only here for advanced information which you may wish to learn more about in the future.

Q. Can anybody be hypnotized?
A. Pretty much. The people you would not attempt to hypnotise are those who are educationally subnormal or suffering from any mental instability, very young children, hard drug addicts, anybody under the influence of large amounts of alcohol. Maybe around 5% of the population.

Q. What is self-hypnosis? How do I do it? Is it safe?
A. Self-hypnosis is induced either by remembering an induction script or, preferably, by recording it and listening to it as you relax. Read slowly, no faster than 130 words per minute, and use frequent pauses. You will not feel hypnotised because there really is no such thing as a hypnotised feeling. The induction needs to last about 15-20 minutes at least. The 'quality' of self-hypnosis is sometimes not as good as that induced by an 'operator' (a better word for 'Hypnotist'), but hypnosis comes from within you, it has as much to do with you as it does the operator, though a good operator will know many different methods of helping you focus and will be able to choose one that is exactly right for your thought processes.

Once into the hypnotized state, a good way of working is to simply see yourself looking exactly the way you want to feel, or easily doing whatever it is you want to do. If you want to quit a habit, for instance, see yourself with evidence that you've quite the habit, e.g. if you want to stop biting your nails, create a VIVID image of you with elegantly manicured nails and allow yourself to feel truly elated. This is probably a better way of working, for the beginner, than using direct suggestion - which means repeating to yourself over and again what it is that you want to happen. Suggestions must be phrased POSITIVELY - no 'not' or 'won't' or 'cannot' statements, etc.
Self hypnosis is absolutely safe and you can exit the state whenever you want to, it is totally impossible to get stuck in hypnosis. You can even set your own 'inner timer' first, so that you simply decide that you want to finish the session after, say, 30 minutes. Try it!

Q. How do you hypnotize somebody?
A. Usually by a voice induction, though there are various other methods such as strobe lights, spirals and so on. Usually the voice is used as well, though. There is no special way of speaking, no 'incantations' or magical words, and the accent is quite often on producing a very relaxed state of mind. Mostly, a slow and soothing approach is taken but there are many Therapists who use their normal speed of speech and may even step it up a bit or use a fairly 'crisp' delivery if they prefer the 'command' method of induction. Mostly, the clients will close their eyes fairly soon in the induction, but an individual can quite easily be hypnotised with their eyes open. After hypnosis is induced (usually in a matter of a very few minutes) a deepener routine might be used to deepen the state. Many Therapists work from scripts, especially when they are new to the profession, but most soon build up a store of suitable scripts and stories 'in their heads.'

Q. I've heard about instant inductions, what are they and do they work?
A. Instant inductions usually rely on shock or surprise and more often than not involve a jolt or jerk to the physical body, usually to the arm or hand. It is not dangerous, but its intrusive nature probably creates a situation where the operator is dominant for a few fractions of a second. Since there is then no further reason for resistance, if the hypnotised individual wishes to be hypnotised (and s/he would not be if /she did not want to be), the state tends to persist. Many Therapists are uncomfortable with rapid or instantaneous inductions, while others scarcely use anything else. Stage Hypnotists often depend heavily on this type of induction, but it is not something I normally do in Therapy situations.

Q. Can people be made to forget things, like suggestions or the session itself?
A. You cannot actually 'make' anybody do anything in hypnosis. Hypnosis gives nobody any power over the person who is hypnotised. Theoretically, you could suggest to a hypnotised person that they would forget the content of the session. But it is not reliable, by any means, and it is most unlikely that you could create a lasting and total amnesia, and certainly not of the session itself. Attempting amnesia is done by the forcing of the suggestion of remembering nothing.
Q. Is there anybody who should not be hypnotized?
A. To a large extent, it depends on the sort of therapy being employed. Some say that anybody suffering from epilepsy should never be hypnotized, but I have never heard of an epileptic fit being triggered by hypnosis. Where psychotic individuals are concerned, hypnosis should do no harm, but regression/analytical therapy should not be employed. This type of therapy is also best avoided with pregnant women. I also will not use regression or analysis with heart attack/stroke victims.

Q. How does it work?
A. Nobody is 100% sure! All that is truly known about the phenomena is that it allows the conscious critical faculty to be bypassed, allowing a 'gateway' to the subconscious mind.

Q. What is hypnosis anyway?
A. The answer is very similar to the above question! Some people believe it is nothing more than 'social compliance' (doing what you believe you should be doing) while others insist that it is a state of altered consciousness. There is no scientifically measurable change in brain wave patterns during hypnosis, as compared with normal consciousness. An individual in the hypnotised state usually feels very relaxed, but this is not necessarily the case. They will often feel as they are half asleep and at the moment they open their eyes at the end of a session there is sometimes an awareness, for a split second, that 'something' had been different.

Q. What does it feel like to be hypnotized?
A. Actually, it doesn't. For the vast majority of people there is actually no such thing as a 'hypnotised feeling' - the vast majority of people would insist afterwards that they had not 'gone under'. After a few sessions, though, most people start to become aware of how the state feels to them. It may be that they feel excessively heavy or light. Their arms and legs may feel rigid, as if they have been moved into a different position, or even absent. They can sometimes feel other strange phenomena too, sensations of floating, whirling and/or spinning are not usual, or of some part of the body being distorted in some way or as if they have become very small/big. Most people suffer some form of time distortion, usually in the ratio of around 2.5:1, so that after the session there is a feeling that is much shorter than it actually was. Typically, a 50-minute session would feel like 20 minutes.
Q. How can you tell that somebody is hypnotized?
A. There are several external signs, though few people show all of them. Some of the most noticeable are: A facial flush, total immobility and relaxation, rapid eye movement, eyelid flicker, enhanced salivation (causing frequent swallowing), slowed respiration or drooping lower jaw.

Q. Can you make anybody do things they don't want to?
A. In my opinion, no. But there is considerable conjecture about this. It is often said that hypnosis cannot breach the moral code, though there are Therapists and Stage Hypnotists who claim otherwise. I consider it very difficult to be certain, because we cannot truly know another person's moral code/values. People will frequently do things they would not normally do, though this does not mean it is something they do not want to do; hypnosis lowers inhibition, so it could be just something that that individual was too inhibited to do in the normal way, even though he/she was not averse to it.

Q. Can you get 'stuck' in hypnosis?
A. No, you definitely cannot! If you were hypnotised and the Hypnotist just walked away and left you, you would simply bring yourself out of the state whenever you wanted to.

Q. Is it dangerous in any way?
A. Not in the hands of a properly trained individual. There are some circumstances such as abreaction that would be undesirable with a non-trained or poorly-trained operator, but nothing serious, in any case.

Q. How does hypnotherapy differ from stage hypnosis?
A. The hypnosis is the same, though many believe it is not. But it is the 'therapy' part that is different - the Stage Hypnotist is out to entertain others. The Hypnotherapist is out to make somebody's life more enjoyable to live.

Q. What's the difference between hypnotherapy and psychotherapy?
A. Usually, psychotherapy makes changes to the subconscious by using the understanding and imagery of the conscious mind. Hypnotherapy attempts to bypass the conscious mind to a large extent, working directly with the subconscious. For this reason, hypnotherapy is often quicker than psychotherapy. But it's 'horses for courses' - there are some clients who will respond better to psychotherapy and for them, this would probably be a better form of treatment. Usually, these individuals are very analytical and guarded.
Q. How long does a cure produced by hypnosis actually last?
A. It depends on how much subconscious change was brought about in the first place. If a change has been made to a flawed fundamental belief system, then the cure will be permanent and last for a life-time. If only superficial changes have been made, then it might be only a few days or weeks. This is why direct suggestion therapy sometimes fails miserably. The best therapy is where the/an-underlying cause has been resolved perhaps with regression, before any suggestion work is carried out at all.

Q. Is it best to use background music during the whole routine?
A. Background music is best played during the induction. It can be used for the whole script but it is not necessary.

Q. Should a client be lying down or sitting during the induction?
A. The client can be in either position as long as they are totally comfortable and legs, arms, neck and head supported.

Q. How soon can I practice my techniques?
A. You are ready once you have completed your test form which will be on its way to you by email shortly. We suggest that you try your techniques gradually and try simple things such as stopping smoking or relaxation and stress relief.

Q. Are there any things that I should not attempt?
A. YES. You have so far achieved a basic knowledge of hypnosis and we recommend that you do not work with clients who are currently suffering with depression or drug related problems. We suggest also that you do not use hypnosis for past life regression and we also suggest that you do not use any form of hypnotic techniques for pain relief unless you have completed further training in past lives or pain relief. If you wish to practice these techniques then an advanced day course and study program is available.

Q. Can children be hypnotized?
A. Yes the techniques described in the manual can be used for children. Although some specialised knowledge may be required and again this is covered in the advanced program and at this stage I recommend that you leave this area of work to the experts.
**Q.** What if a client fails to wake from trance?

**A.** Very rarely you may find a client has fallen into sleep and so they may not wake straight away. If this happens do not panic, the first step is simply to do another count up just being a little louder and more commanding with your voice. You can also just tap their head lightly with your fingers as you count up and they will awake as normal.

**Q.** Now I have the music and induction and wakening script can I practise on friends and family.

**A.** Yes, you can induce the state of trance, give suggestions of feeling good and then use the wakening script.

**Q.** What do I do if I have a hypnotised subject and the session is interrupted?

**A.** The first step is to make sure you can avoid any interruptions on the appointment. Arrange an appointment time when the subject knows that interruptions are unlikely. Make sure telephones are switched off. If an unexpected interruption happens such as a noise outside or dog barking simply bring that noise into your script. “As the dog barks, its sound just relaxes you more and more and the sound just seems to fade away.”
What You Should Know

1. By now you should be able to understand the basic history of hypnosis.
2. Be in a position to define hypnosis to a client and have an understanding of what hypnosis can be used for.
3. You should be able to understand the truths about hypnosis and the common misconceptions.
4. You should have a basic understanding of the different depths of hypnosis and the phenomena that can be produced.
5. You should understand the 2 states of Alpha and Theta hypnosis.
6. You should practice to achieve the state of Alpha and to be able to experience the silence of being within.
7. Practice deepening the state of Alpha and then going deeper into trance.
8. The rules of the mind and how they work.
9. Why hypnosis works with the subconscious mind.
10. What the subconscious mind does.
11. The rules of suggestion and its dangers.
12. Who is suitable for hypnotherapy and how you can test them.
13. What is catalepsy?
14. 2 suggestibility tests you can use on a client if you wish.
15. How to induce trance and its levels.
16. Mirroring and breathing techniques.
17. A Rapid and slow method of inducing trance.
18. Deepening techniques.
19. The awakening technique.
20. More about hypnosis and why we use it.
22. Direct suggestion.
23. How to establish rapport and build confidence into a client.
24. Establish a clients goals and complete an action plan.
25. Complete a suggestibility test and a stress profile with your client and complete your own records for future reference.
26. How to work with children and ensure your business runs at the highest ethics possible.
27. Talking in a clear language.
28. Abreaction and how to deal with it. Guiding not leading.
30. Who can be hypnotised and why.
Further Career and Self Development Courses

1. **Self Hypnosis – 21 Days or Less**
Learn to explore the powers of your mind and create the future of your dreams through hypnotic persuasion! This course has to be the most powerful introduction to hypnosis, covert hypnosis and subliminal suggestions ever released! Prepare to stunned and amazed!

2. **Hypnotherapy Training**
As a trained Hypnotherapist you can enjoy a wonderful and rewarding career helping others to achieve their goals. With on going training and support from David Knight and The British Academy of Hypnosis. (This is the course you are just completing.)

3. **Advanced Power Hypnosis**
This training program is for professionally trained Hypnotherapists who wish to advance in their career with more knowledge. Knowledge is power. More knowledge is more power. Learn the secrets of the most successful Hypnotherapists and their rapid and instant inductions!

4. **Quantum Pain Relief**
Can you imagine a world without injury, poor health and pain? Take your business to the next level and specialise in quantum hypnotherapy. Open new doors to your business and change the future with the power to change your world.

5. **Master Hypnotist**
You don’t find hypnosis, hypnosis finds you and when you are ready to become a Master Hypnotist with the power of persuasion and the power of rapid inductions, the course is ready for you. Take your skills to the next level with the ultimate in hypnosis training.

6. **Learn Stage Hypnosis**
Stage hypnosis is a wonderful way of promoting the powers of the subconscious mind. This course is the only course in the UK that gives away all the secrets held by the practitioners of this amazing art form. The course is limited in numbers and restrictions apply.

If you would like more information on any other training course please contact the office and an information brochure can be on its way to you today.

You can find out more about all our training courses online at:

www.BritishHypnosis.com
Hypnotherapy 2 Day Training Course

The Golden Lion Hotel – Northallerton – North Yorkshire.

The hypnotherapy training two-day seminar can help progress your hypnotherapy business to the next level. To book onto this course please see the next available course dates in the member’s area of the web site at: www.Hypnotist.Training

The 2 day course is not compulsory but this is what others, had to say:

The 2 day course was presented in a clear easy to understand way. Lots of fun and even more laughter. Absolutely brilliant! I feel confident to take this into my work plans for my change of career! Thanks David. Judith Bird. CQSW, DipSW.

Excellent weekend course! How can this be so easy! I understand the theory and practice thoroughly! YIPEEE - Raring to go! Jackey Beach - Teesside

I wish I had done the course sooner! I have learnt so much it will keep me going for months. I don't think the course could have been any better and was worth every penny! Peter Michaels - North Humberside.

This course has given me everything I need to start my own hypnotherapy practice. I cannot fault the training and I know you are always have the time for me and willing to help. I look forwards to doing other training course with The British Academy of Hypnosis. Stephen Normington – Sunderland

A totally eye opening course! I though I knew all I needed to know until I took this course. Amazing! the course brought it all into FOCUS. Ian Fairney – Preston
The Hypnotherapy 2 Day Training Course
More information on the training location can be found at: www.Hypnotist.Training

Here you will also find details of the training hotel location and how to get there. To book onto the course please contact us and book your course as much in advance as possible or simply book the training online at: www.Hypnotist.Training

You will need to arrange your own accommodation. Other hotels are available in the area and again this information can be found on the web site.

The 2 days training will cover:

- The basics of hypnotherapy
- The rules of the mind
- Problems to avoid
- Hypnotic inductions
- Hands on practice
- Using your scripts
- Bio-feedback
- The Hypnosis Circle support web site
- Future courses and training
- The Hypnotic Mind Band
- Unanswered questions
- Marketing your new business

Please remember, you must complete your exam before attending the optional 2 day course and book onto the course 1 month before the course date.

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