



The Single Most Important Factor In Succeeding With Hypnotic Inductions

The Story

It took a while to dawn on me...

My girlfriend (who is also a hypnotherapist) would tell me about the clients she'd seen that day. "The first one was really easy, he went practically went cataleptic before I started the induction. My second client was a natural somnambulist. The third was one of those types that questions everything. I thought it was going to be tough, but when it came down to it, she went into trance very deeply."

Now, in case you don't know what "cataleptic" or "somnambulist" means, it means they were showing signs of deep trance. "Wow," I would say. "Sounds like you had good clients today."

You see, I've been studying hypnosis since 1972. I had my first formal hypnosis training in 1993. I've hypnotized hundreds of clients and taught NLP and hypnosis trainings for many years. I've hypnotized a lot of people that other hypnotists said were "unhypnotizable." I've even been on national television as an NLP expert. By most accounts, I'm pretty good at hypnosis and NLP.

The Natural

And my much less experienced girlfriend was getting better results than I was. Client after client was "a good hypnotic subject," or "just went into trance so easily," or "was practically already in trance before I even started the induction." At first, I just thought she was getting lucky.

Like I said, it took a while to dawn on me. She was doing something differently than I was – something better. This report will tell you what that something different was.

Was It A Special Induction?

Everybody always thinks the magic is on the inductions – and part of it is. But in this case, I knew it wasn't the inductions she was doing. Why? Because she would sometimes do inductions I had taught her!

So I started studying her inductions style, unpacking her strategy – the way she thought, what she did, how she approached inductions and her sessions. I got nothing. She was doing all the right things, but nothing I didn't know.

And then one day it hit me. She talked about still being "tranced-out" after doing 4 sessions that day. I thought back on all the times she'd talked about sessions and many times, she talked about how she

went into trance with her clients!

But I figured out it wasn't just *that* she went into trance – it was *when* she went into trance.

Funny Thing

As an hypnosis instructor, I've gotten questions about going into trance with someone you're hypnotizing. Usually, it goes like this... “How do I keep from going into trance when my client/subject goes into trance?” I would always say, “Why would you try to stop it? Go ahead and go into trance with the people you're hypnotizing. If you have good training, you'll know what to do.”

I knew the question came from a misunderstanding of hypnosis. People equate being hypnotized with being unconscious or asleep. How could you give suggestions if you were unconscious? But there are lots of different kinds of hypnosis. When I speak in public, I often do so in an hypnotic trance. You can talk, smile, move around and think in hypnosis.

So, I taught my students to be OK with going into trance when they hypnotized people.

Erickson's Hypnotic Technique

Milton Erickson was one of the great hypnotists. I remember reading an ericksonian technique where you had your eye meet the eye of the person you were hypnotizing. Once you had your eyes locked, you defocused your eye to where you looked behind their eye 6-8 inches. It was as if you were staring through them.

And if you've looked around for information about how to hypnotize people, you've probably run across some “hypnotic-eye” nonsense that's out there. It's all an attempt to hypnotize a person. Part of what helps hypnotizes them is that you changing your focus may put you into trance.

But this strategy is missing a critical piece.

The Whole Enchilada

That strategy is missing rapport. When you have rapport (a sense of trust and connection with someone) they're many times more likely to follow what you do.

What my girlfriend does is just a few simple steps.

- 1) Get rapport
- 2) Give a pre-induction talk
- 3) Go into trance**
- 4) Do an induction (any decent induction)

She goes into trance herself when she's with clients. And she often does it *before* or *as* the formal

induction starts. That's her secret. And it's the single biggest factor in your success in hypnotizing people.

Why do I say that? Because you can have a mediocre induction, do an average job with it – and if you have rapport and go into trance yourself, you can still easily succeed!

Going Into Trance

To tell you the truth, I've had lots of professional hypnotists admit to me that they never really felt like they'd been in trance. Because they haven't, they have a harder time feeling confident they can help their clients into trance. In short, if you want to hypnotize people, you should learn how to hypnotize yourself.

If you hypnotize people and don't experience trance yourself, you're not only going to be less effective but you're missing out.

If you feel like you can get to deep levels of trance on your own, make sure you practice going into trance so you can do it on command. Experiment with going into trance during our pre-induction talk and as you start an induction. See what works best for you and the people you're hypnotizing!

If you feel like you haven't experienced a good, deep level of trance, lots of folks have had good results with my self-hypnosis program, *Secrets of Self-Hypnosis Revealed*.

[Grab it here for ½ price](#) (time limited offer).

