

## **George Estabrooks Induction with Convincers**

(Adapted from George Estabrooks 1947)

Convincers are a fun way for the client to test their depth of hypnosis.

- 1) **Close Eyes:** “Close your eyes....you are going fast asleep....fast asleep.....and will sleep until I tell you....until the point that I awaken you, at which point you will awaken quietly and easily.....but for now.....sleep.....you are going fast asleep and you will sleep until I tell you....sleep.....you will sleep until I tell you..... (continue for 5 minutes)
  
- 2) **Locked Eyes:** “Now it’s time to have some fun with our first test. Your eye lids are becoming locked.... they are glued shut. They are becoming locked tighter and tighter...Your eyes are shut and you cannot open them...they are shut tighter....locked welded shut...and they will not work. Now I want you to try....to open them and find with some amusement you cannot. Go ahead and TRY and find that you can’t.”
  
- 3) **Sleep:** “Good....now just STOP...it’s not worth it...just STOP....they’re too heavy....and Sleep....you’re going fast asleep....and will sleep until I tell you, at which point you will awaken quietly and easily...but for now....sleep....just sleep.....
  
- 4) **Stiff Arm:** “O.K. now it’s time for our next test. So just notice your arm....your right arm....is becoming stiff and rigid....rigid and stiff.....it’s so stiff and rigid...just like an iron bar...its solid and rigid and stiff....You cannot bend your right arm...it’s solid and rigid....It’s impossible to bend, solid and rigid...just like an iron bar so is your right arm, rigid and stiff, rigid and stiff...now go ahead and try to bend it and find with some amusement that you can’t.
  
- 5) **Sleep:** “Good.....now just relax.....relax....totally and completely relax....and Sleep....you’re going sound asleep...sound asleep and will sleep until I tell you at which point you will awaken quietly and easily....but for now just sleep....just sleep....
  
- 6) **Weak Legs:** “Very good.....now your legs are getting heavier and heavier....getting heavier and heavier....feel the weight of your legs...getting so very heavy. They’re like lead weight rooted to the ground....heavier and heavier....so heavy that they won’t work....in fact they are so relaxed that It’s impossible to move them feel the weight so heavy....and now try to lift your legs and find in vain that you cannot. Go ahead and TRY and find with some amusement that you can’t.”
  
- 7) **Sleep:** “Good...now just STOP they’re too heavy, just STOP....just let it go....it feels so good to just leave them there and go deeper and deeper asleep...you’re going sound asleep, sound asleep and you will sleep until I tell

- you, at which point you will awake quietly and easily but for now...just sleep...dreaming, drifting, dropping, falling.....sleep”
- 8) **Automatic Movement:** “Now listen carefully, another depth test....It’s time for us to discover just what your hands can do. Now let’s start your hands rotating. (Help client) Here they go round and round.....faster and faster. They are rotating faster and faster....and you might find with some delight that you can’t stop them....it’s so delightful to let them turn...in fact the harder you try to stop them the more they continue to go around and around.”
  - 9) **Sleep:** “Good now sleep just let your hands STOP and come back to your lap...sleep...you are going sound asleep and will sleep until I tell you at which point you will awaken quietly and easily...but for now sleep....going sound, sound asleep....sleep...”
  - 10) **Talking in Your Sleep:** “Now I want you to dream a wondrous dream....and in this dream...you’re talking in your sleep. We’ve all known people who’ve talked in your sleep....so just go ahead and dream....and talk in your sleep...I’m going to ask you some questions and you will find it easy to respond...while dreaming of talking in your sleep.... ‘What’s your name?’ ..... ‘Do you have any brothers or sisters?’ (avoid emotional questions)
  - 11) **Sleep:** “Good....now sleep....once again going sound, sound asleep....going deeper and deeper asleep and will sleep until I tell you, at which point you will awaken quietly and easily, but for now just sleep....going sound, sound asleep....”
  - 12) **Sleep Walking:** “In a moment, I’m going to ask you to stand. You’ve seen people in your sleep before....you’ll be in a dream as if your dreaming of walking in your sleep...it’s easy to do. You’ve seen sleepwalkers....so just sleep and stand it’s easy to do....to stand up....so go ahead and stand...and walk (make sure to guide them) walking you’re finding it easy to use your leg muscles...while you remain deeply asleep...while standing....(guide them to sit down)
  - 13) **Sleep:** “Good...now sleep...relax once again....going sound, sound asleep....relaxing every muscle, every nerve, every fiber in your body....relaxing totally and completely....feeling a warm waterfall of relaxation washing over your body...and you’ll sleep until I tell you, at which point you will awaken quietly and easily, but for now just sleep....sleep...”
  - 14) **Visual Hallucinations:** “Now listen carefully. In a moment you’re going to awaken from the neck only....your mind will remain asleep and your body can remain asleep while your head can awaken with no recognition of your body. Your mind can remain asleep and your body can remain asleep, yet

**you can awaken from the neck up....so now....when you're ready....just go ahead and open your eyes....Open them now...and remain deep asleep....open your eyes and remain sound asleep....and you're still dreaming, so I want you to dream of this tennis ball. Dream of the tennis ball being held in my hand...open your eyes and look at the tennis ball in my hand.... 'What color is it?'.... (response) 'What's the number on it?'..... (Throw it up and see if their eyes follow it). Good...now close your eyes.”  
(motion with hand)**

**15) Sleep: “And Sleep....sleep...you are going sound asleep, sound asleep, and will sleep until I tell you at which point you will awaken quietly and easily, but for now...go sound, sound asleep....relaxing every nerve and every fiber in your body...sleep...and you'll sleep until I tell you sleep....”**

**16) Full Body Catalepsy: “Now...in a moment, you're going to stand up again. I will help you, you'll find it easy to do....You will remain deeply, deeply asleep as you stand....as if you're dreaming a wondrous dream....while you stand you'll remain deeply asleep...deeply asleep....so go ahead and stand, while remaining deeply asleep.....finding it easy to do.....stand yet remain sound asleep....good....NOW Become totally stiff, totally rigid, your body is stiff and rigid, like a steel bar. Stiff and rigid, stiff and rigid, your body is stiff and rigid like a steel bar...totally rigid...totally stiff....rigid and stiff, rigid and stiff” (test with fingers for rigidity)**

**17) Remove all suggestions: “Any and all suggestions for testing are now removed...all other suggestions for learning and life-enhancement can remain powerfully in place.”**

**18) Count them back up from 1-5.**

## Types of Things we can do Therapeutically in Trance

(Remember to use positive “toward” language in order to properly order and sequence the client’s internal representations!)

### **1) Metaphor**

Metaphors can be multiply embedded or single-level.

Examples of standard metaphors include:

Have the client imagine walking into a control room which represents the body – useful in weight loss, self-esteem issues (can reset the controls)

Have the client imagine walking into a castle or beautiful mansion which represents the body – useful in smoking cessation...(have them clean the castle)

### **2) Direct Suggestion**

To develop direct suggestions, simply ask yourself the question ‘What does my client need to know or do in order to achieve their outcome.’

Then tell them to do it at the deepest point of their trance experience.

Remember that **the number 3 is the magic number for suggestions.**

You want to offer your major suggestions 3 times in 3 different ways.

This will cause your suggestion to set deeper in at the unconscious level.

Make sure to say the suggestion differently so as to make it less obvious

to the conscious mind of your client. **For example**...If they are seeing you for cold-call reluctance...you could offer suggestions such as: ‘You

like to talk to others and they like to talk to you. You have a genuine feeling of joy when you think of connecting with those people you will help with your product or service. You confidently expect them to be

waiting for your calls....you enjoy connecting with your prospects on the

phone. Every day prior to making calls, you imagine people wanting to

talk to you on the other end of the line. You wake up in the morning

excited to make new contacts, because you are imagining them anxious

to speak with you. You know that there are many people out there

enthusiastically waiting for your calls and you are looking forward to

contacting them....”

### **3) Install Strategies with trigger points**

This can be done with associated state rehearsal or dissociated state

rehearsal. **Remember once again that the number 3 is the magic**

**number in terms of really sinking a new strategy in at the**

**unconscious level**...If you are working with performance enhancement in sports for example.....

“Imagine yourself walking on to the court (trigger) and the moment your feet hit the sand, you stop...take a deep breath and feel a strong sense of calmness and purpose surge through your body.....You feel this feeling of calmness and purpose in every cell of your being as soon as you step onto the sand. The moment you step onto the sand you will feel a call sense of calmness and purpose realizing now that you are focused only on the game.”

Or....

“Imagine yourself now...standing behind the line, ready to serve the ball. And you stop...bounce it once (trigger) and immediately going into an extremely focused state. You picture the ball hitting with speed and accuracy exactly where you want it to hit. You serve the ball and it speeds to the exact location you imagined.”

#### **4) End-Result Imagery**

End result imagery can be extremely effective as a motivator for change, to re-work the neurology and to set a direction.

One easy way to generate end-result imagery is to ask the client during the interview portion of the session:

“How will your life improve when you get your outcome?”

You want the client to paint you a very clear picture of what their life will look like once they've made the change. Write the client's exact words down, and fill in the details with meta-model questions. The more details you get, the more you will be able to weave wonderful end-result imagery....while the client is in hypnosis. Get specific behavioral things they will be doing...once they've attained their goals.

Then you can have them imagine this end-result imagery fully associated during the trance work. This is very compelling!

## **Rapid Induction**

(\*This is not to be used with anyone who has a neck injury!)

**Step One: “This induction will take you deeper than you’ve ever been before....can you sit comfortably like this (demonstrate).**

**Step Two: “Good, now what I’m going to ask you to do is to push down on my hand as hard as you can. Go ahead and do that so that I can feel the pressure (have them try it).**

**Step Three: “Excellent. Now I’m going to count from 1 to whatever, and as I count, I want you to push down on my hand and I want you to double the pressure you’re pushing with, with every count.**

**Step Four: “Now bring your eyes up here to look at my hand (raise hand above eye level) and as your ears look up here, I want you to push down on my hand.....**

**Step Five: “One, pushing harder and harder, Two double it....pushing harder and harder, Three keeping your eyes up here (keeping eyes anchored with your hand)....Four double the pressure, pushing harder and harder, Five....double it.....Six.....Seven....harder, Eight...**

**Step Six: (Pull hand out from their hand causing them to lurch forward....while simultaneously cradling the back of the client’s neck with your other hand and rocking it down to their chest. This looks abrupt, but is actually quite gentle)**

**Step Seven: “Sleep! Going deeper and deeper, deeper and deeper, feeling a warm waterfall of relaxation washing over your entire body...from the top of your head, all the way DOWN to the tips of your toes.”**