

LESSON THREE

Favorable and Unfavorable Influences

Important for Beginners

1. Use proper tests to insure success ... a hypnotist never fails ... client may fail. Even beginners will achieve a high rate of success.
2. Hypnotist must exude self-confidence ... create a positive environment to create success ... little wins are very important. Don't take "short cuts" ... develop technique, language, rhythm.

Proper Office Environment is Very Important

1. Subdued lighting – no bright lights - sunlight is distracting.
2. Soft room colors – blues, greens best (red could be very irritating).
3. Temperature range 70-75 best – avoid extremes of hot or cold. Avoid drafts, blowing fans, etc.
4. Personal appearance – be professional, avoid strong food smells, avoid smoking (tobacco breath).
5. Music – this is a matter of personal preference – some require complete silence.
6. Posture of clients – sitting best, especially in evening when clients may be sleepy— you don't want them to fall asleep.
 - a. Chair should support the back.
 - b. Loose clothing is best (suggest for next appointment).
 - c. Arms should be relaxed at their sides or lap, legs should not be crossed.
7. Hypnotist's voice is most important (the brain and voice are his/her only tools). Consider voice training, if necessary. Develop a slower pace and soothing voice. During tests or inductions—slow down!
8. Use caution to avoid unnecessary touching of client.