

## QUALIFICATION OF CLIENTS

Every normal person is hypnotizable (problem is word *normal*).

### Exceptions:

1. Infants and children under four — they may lack concentration.
2. Psychotics — not too much is known — generally not good, withdrawn — no rapport, can't concentrate.
3. Developmentally challenged — (with low IQ).
4. Paranoid — distrustful, suspicious.

## OCCUPATIONAL SUSCEPTIBILITY

The listed "Occupational Susceptibility" comes from the 1950s, and in this era we generally feel they might not always be applicable.

1. Monotonous environment favorable — (same monotonous tasks can keep level of concentration in one channel, i.e., factory workers).
2. Soldiers (or other military) — (they are used to following orders).
3. Very religious people — orthodox — cultists.
4. Taking people out of their own environment — doctor's office — develop awe, expectancy — very favorable.
5. Refractory — analytical/scientific thinkers (mathematicians, scientists, accountants) — may require special induction methods — to be discussed at later.

## AGE

1. 7-8 most suggestible - usually develop light stages.
2. 8-15 is period of steady growth of ability to be hypnotized.
3. 15-21 most satisfactory ability to be hypnotized, then there may be gradual decline.

## SUSCEPTIBILITY OF HIGHLY IMPRESSIONABLE AND EMOTIONAL PEOPLE

Which is better between these two clients?

1. Sensitive, neurotic, tense, can't concentrate, trouble sleeping, learning disability, artistic, temperamental, can't relax.
2. Calm, relaxed, controlled, sleeps well, normal, set in his/her ways, no learning problems.

A person set in his/her ways may find it more difficult to follow suggestions.

**Relaxation is not a prerequisite for hypnosis.**