

# Mastering the Art of Self Hypnosis

by Dr. Kenneth Grossman

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Certified Hypnotherapist



# **Mastering the Art of Self Hypnosis** **by Dr. Kenneth Grossman**

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## ***"Mastering the Art of Self Hypnosis"*** **By Dr. Kenneth Grossman**

Self-hypnosis is a powerful tool that you can learn and use to enhance the quality of your life. I welcome you to this course and invite you to ask questions with the purpose of making this as effective as possible for you.

Learning self-hypnosis will take some effort, study and practice on your part...and it's worth it. For some individuals, they will do better with personal instruction. If you wish to inquire about private instruction, either in person or by phone, please email us at [info@KenGrossman.com](mailto:info@KenGrossman.com).

Self-Hypnosis can be used to further any human endeavor. With self-hypnosis you can:

- Develop and express awareness and intuition
- Feel worthwhile, self-confident and zestful
- Gain a happier home life; become a better husband, wife, parent, or friend
- Acquire the ability to relax completely in any situation
- Make better decisions
- Improve concentration
- Overcome procrastination
- Increase the quality of your emotional expression
- Reduce conflict and stress
- Promote health and well-being
- Regain your natural ability to sleep easily
- Sell yourself, your ideas, and your services with confidence and enthusiasm
- Increase your income
- Attract and maintain worthwhile friendships
- Discover your negative mental patterns and how they affect you
- Free yourself from hostility, resentment and fear of rejection
- Select your goals in life; chart your course for their realization
- Program your mind with positive mental concepts and success attitudes
- Develop the ability to construct mental images easily

  
Certified Hypnotherapist

**Kenneth Grossman, Ph.D.**

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# Instructions on How to use this E-book

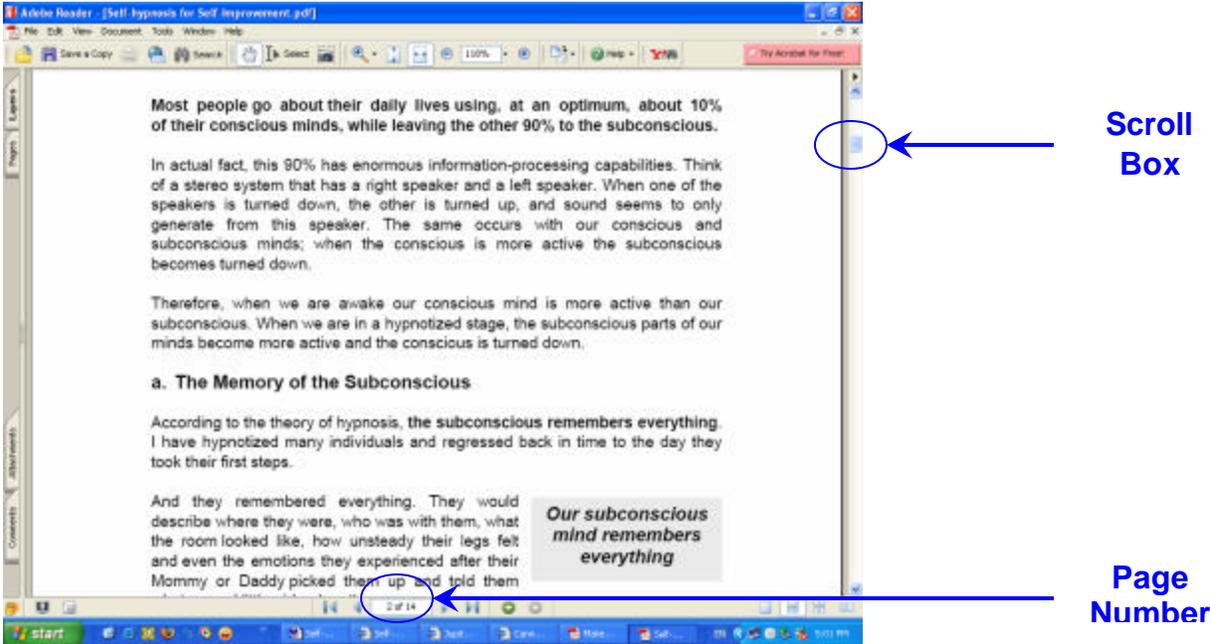
## Instructions on How to use this E-book

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## Navigating through Adobe Reader

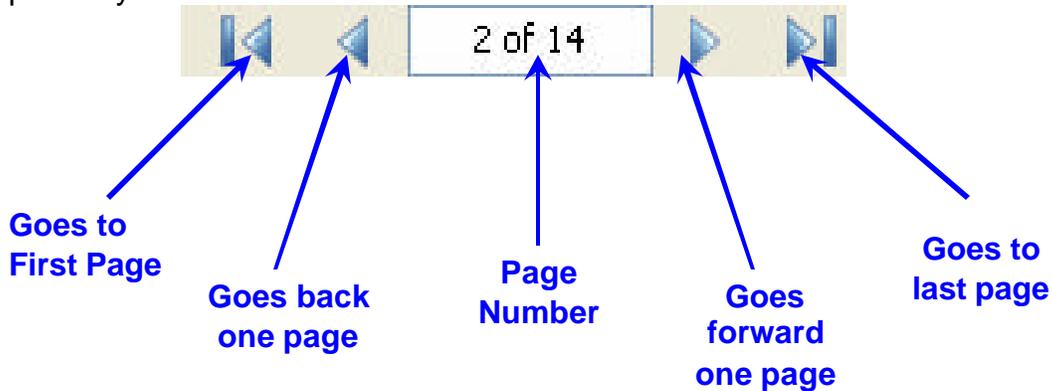
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Place your mouse pointer on top of the scroll bar, click once and don't let go. Start moving your mouse up or down within the scroll-bar and you will notice that the page number changes at the bottom of the page. Once you let go of the mouse, you will be brought to the page that is shown at the bottom of the screen.

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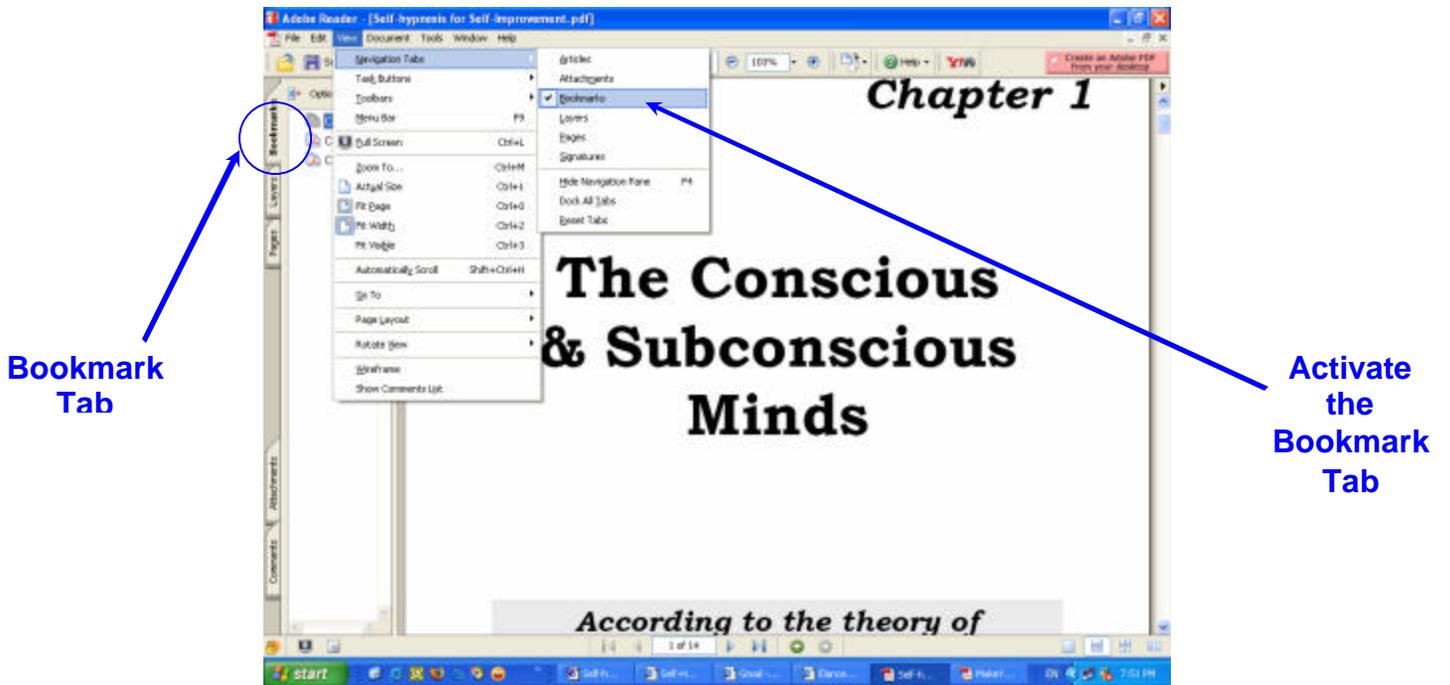
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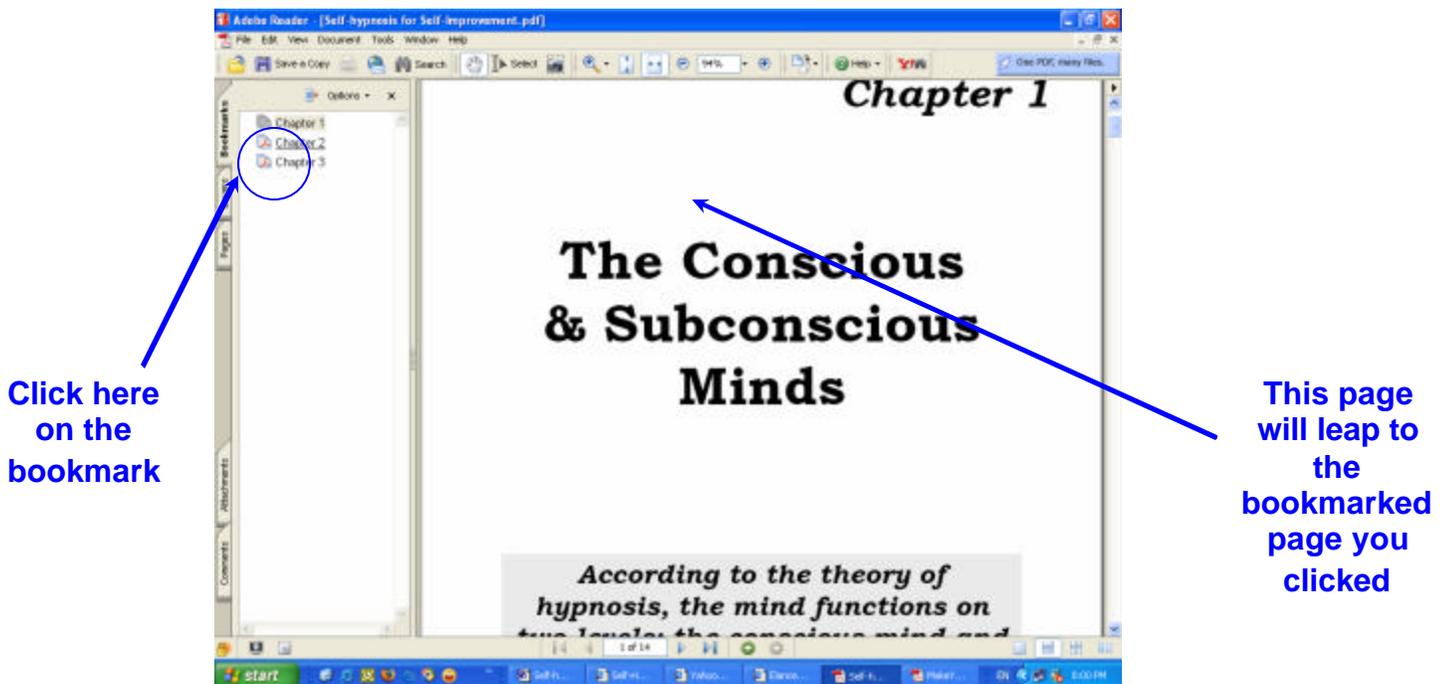
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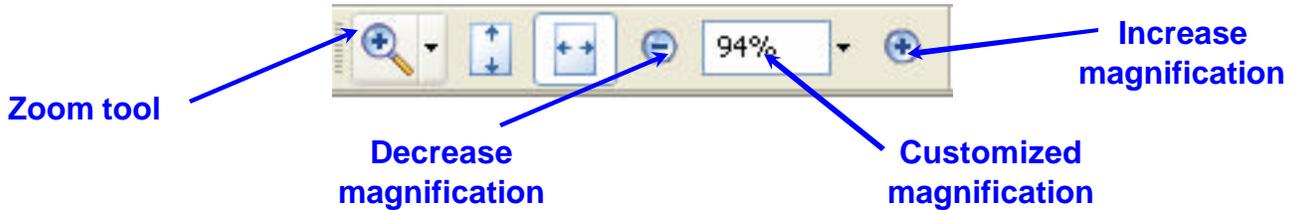
Notice the Chapter links on the left panel? Move your mouse over the links on the panel and notice that a small hand icon pops up. When that happens, click on the link and you'll notice that you will automatically be brought to the chapter that you just clicked on. You can refer to the illustration below for further clarification.



# Instructions on How to use this E-book

## Magnification

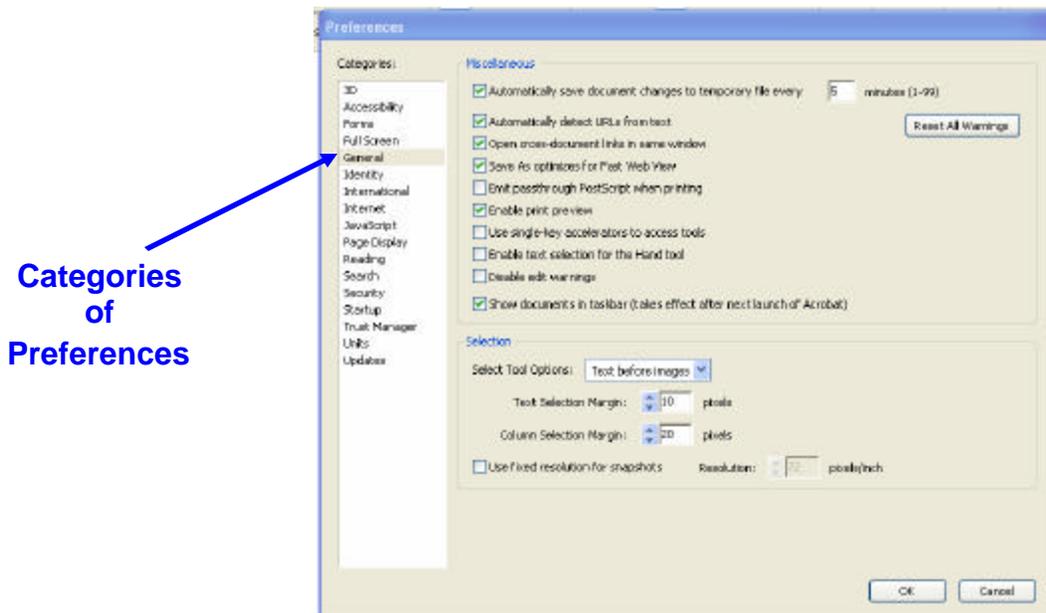
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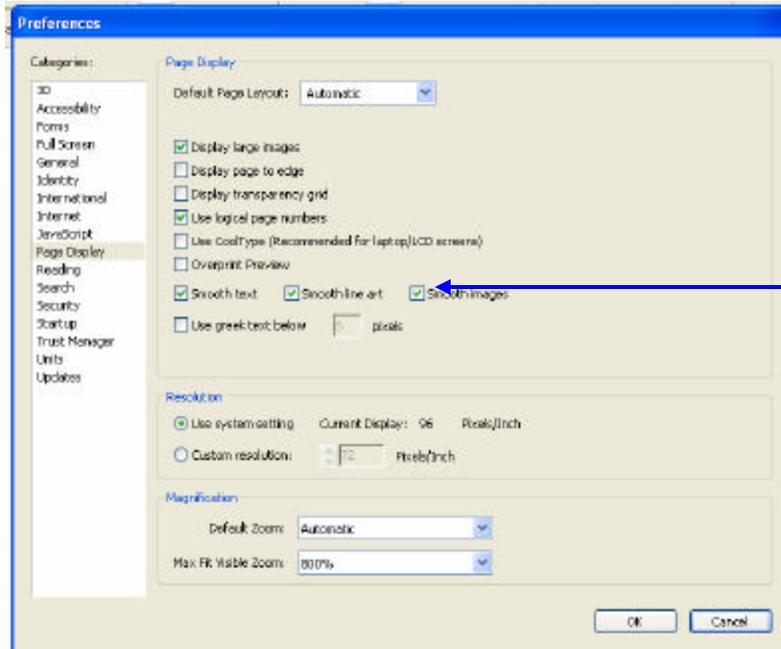
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## Instructions on How to use this E-book

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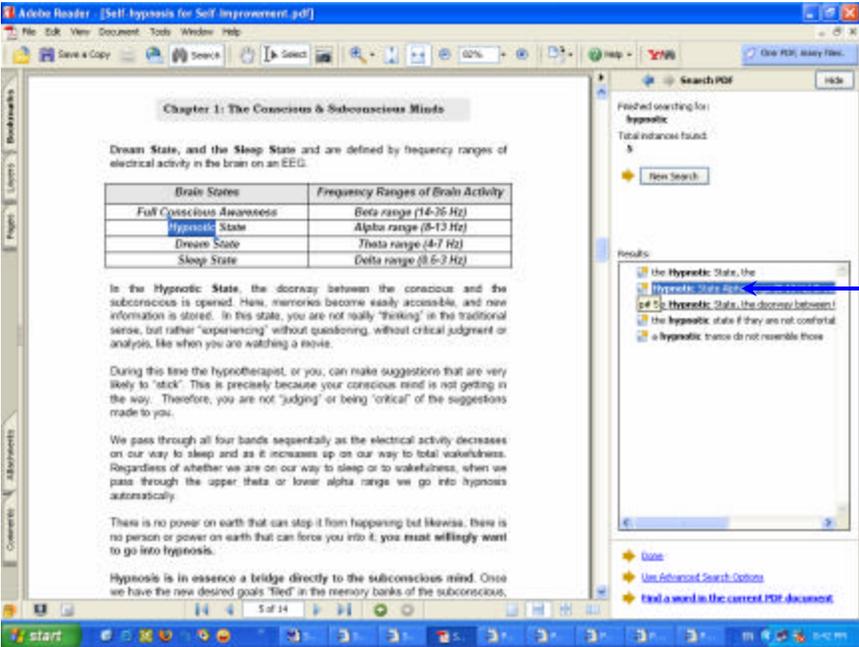
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Click here to search for text

# Instructions on How to use this E-book

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Search results pane

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# *Chapter 1*

# **The Conscious & Subconscious Minds**

*According to the theory of hypnosis, the mind functions on two levels: the conscious mind and the subconscious mind*

## Chapter 1: The Conscious & Subconscious Minds

**Most people go about their daily lives using, at an optimum, about 10% of their conscious minds, while leaving the other 90% to the subconscious.**

In actual fact, this 90% has enormous information-processing capabilities. Think of a stereo system that has a right speaker and a left speaker. When one of the speakers is turned down, the other is turned up, and sound seems to only generate from this one speaker. The same occurs with our conscious and subconscious minds; when the conscious is more active the subconscious becomes turned down.



Therefore, when we are awake our conscious mind is more active than our subconscious. When we are in a hypnotized stage, the subconscious parts of our minds become more active and the conscious mind is turned down.

### The Memory of the Subconscious

According to the theory of hypnosis, **the subconscious remembers everything.** I have hypnotized many individuals and worked with them to regress back in time to the day they took their first steps.

And they remembered everything. They would describe where they were, who was with them, what the room looked like, how unsteady their legs felt and even the emotions they experienced after their Mommy or Daddy picked them up and told them what a good little girl or boy they were.

**Our subconscious  
mind remembers  
everything**

Now to understand why hypnosis is so successful, we have to have a basic understanding of the functions of our brain.

### Understanding Brain Functions

**“Consciousness” means awareness.** The conscious part of the mind is the part which we use to reason between cause and effect. Your conscious mind takes information in by the senses—sight, smell, taste, touch and hearing—and uses that information to think and make judgments based on your past history and experiences.

**Full conscious awareness** is where we spend most of our waking hours. In this state, our mind is attentive and uses logic to reason, evaluate, assess, judge, and make decisions. Unfortunately, when making changes in your life, the conscious mind often gets in the way.

Consider your subconscious as a file cabinet where the past history is stored. Every time your conscious mind wants to make an opinion, action or decision, it refers to a past experience, and therefore goes back into the file cabinet for information.

Imagine you are referring to information from a file cabinet that has not been updated since 1987! Would you want to use this as a reference guide? The fact is that you do and you do it all the time!

**We utilize old information to make new decisions in new environments all the time** and that is a huge problem in the lives of many people. Why? This is because if the information we filed away is negative, we won't be able to make a positive action.

Let's say you hit your golf ball into the water off the tee on the 8th hole the first 3 or 4 times you played a particular course. Years later, you go back to the course and you begin to feel fear and apprehension as you go up to the 8th tee.

Perhaps since you last played that course, you would have had dozens of lessons and tons of experience playing golf. However, you still feel the dread. If you are like most golfers, that subconscious memory will cause you to have a tensed up physical reaction and therefore you will miss the shot.

**The conscious mind takes all of your experiences and stores them into the unlimited space of your subconscious mind.** Your conscious mind then draws upon this stored information to make decisions – even for decisions as simple as putting on a sweater when you are cold!

### **Subconscious bodily movements**

Your conscious mind also controls your voluntary bodily movements. On the other hand, **your subconscious mind controls your involuntary bodily movements.**

**Your conscious mind controls your voluntary bodily movements while your subconscious mind controls your involuntary bodily movements**

Your subconscious mind consists of associated sense impressions and memories of all of your past. It is made up of your brain, your spinal cord and a network of nerves that branch out through your entire body. Therefore,

every single body activity is controlled. In fact, your subconscious mind controls the health and function of every cell of every organ, bone tissue, etc. that is contained in your body.

With this, **subconscious communication is active whether you are awake or sleeping.** This means that you don't have to consciously think about breathing. Your subconscious controls your breathing, and unless you take control of your breathing consciously, your subconscious will do it for you so you don't even have to think about it.

Imagine what difficult lives we would lead if we had to consciously think about breathing and remember to breathe!

Take a breath now. That one was under your conscious control. Notice your breathing 2 or 3 minutes from now and you will see that your subconscious, **in response to the needs of your body**, would have provided those breaths to you.

## Chapter 1: The Conscious & Subconscious Minds

This is an example of the fact that, all your memories located in your subconscious mind of every experience that you ever have had are also memories of emotions and the environments that were present during the occurrence of those experiences.

With this, **the subconscious is mechanical, automatic and impersonal; it will work to achieve what it is programmed to do.** When programmed for success, it will work to achieve that. When programmed for failure (with thoughts such as “I can’t do that”), it will be equally effective in obtaining negative results.

**Now, here is where it gets really interesting!**

Your subconscious functions like a “**SERVO-MECHANISM**” which is, by definition, a machine constructed to automatically steer its way to its goal, target or solution.

With this, the subconscious is very literal and responds by retrieving the information in its memory bank. It accepts **WITH NO OPINION OR JUDGEMENT** all suggestions and ideas given to it by the conscious mind. Therefore, **it cannot differentiate between what is real and what is imagined.**

### Four Brain Wave States

The brain operates in four general states determined by the frequency of the electricity generated by the exchange of chemicals in the neural pathways. These four states include **Full Conscious Awareness, the Hypnotic State, the Dream State and the Sleep State**, all of which are defined by frequency ranges of electrical activity in the brain on an EEG.

Brain States	Frequency Ranges of Brain Activity
Full Conscious Awareness	Beta range (14-35 Hz)
Hypnotic State	Alpha range (8-13 Hz)
Dream State	Theta range (4-7 Hz)
Sleep State	Delta range (0.5-3 Hz)

In the **Hypnotic State**, the doorway between the conscious and the subconscious is opened. Here, memories become easily accessible, and new

## Chapter 1: The Conscious & Subconscious Minds

information is stored. In this state, you are not really “thinking” in the traditional sense, but rather “experiencing” without questioning, without critical judgment or analysis, like when you are watching a movie.

During this time the hypnotherapist, or you, can make suggestions that are very likely to “stick”. This is precisely because your conscious mind is not getting in the way. Therefore, you are not “judging” or being “critical” of the suggestions made to you.

We pass through all four bands sequentially as the electrical activity decreases on our way to sleep and as it increases up on our way to total wakefulness. Regardless of whether we are on our way to sleep or to wakefulness, when we pass through the upper theta or lower alpha range we go into hypnosis automatically.

There is no power on earth that can stop it from happening but likewise, there is no person or power on earth that can force you into it; **you must willingly want to go into hypnosis.**

**Hypnosis is in essence a bridge directly to the subconscious mind.** Once we have the new desired goals “filed” in the memory banks of the subconscious, our conscious mind will access this new information, hence changing our behavior to the desired goal.

If you have ever read a “self help” book, the following will sound familiar.

**If you truly believe in achieving a desired goal, and could visualize it, then it will become a reality.**

However, if you think to yourself – “Sure, it’s easy for them to say” then you will list all the reasons why the desired goal CANNOT be accomplished. With this, you won’t be able to accomplish your goal.

## Chapter 1: The Conscious & Subconscious Minds

This proves the fact that **if we believe we are capable of the achieving our desired goals**, and if we can visualize the results and have the dedication to achieve the results, **we will then be successful in attaining our goals**.

On most occasions, this is easier said than done, unless you use hypnosis.

**Hypnosis goes straight to the source** – it advises your subconscious mind that your desired goal IS possible, is available for you and from the moment you hear the suggestion, your desired goal is no longer only desired, but is on its way to becoming a reality.

Once you are fully conscious, your conscious mind will refer to this new information and act accordingly. With this, hypnosis is in a sense a short cut to the subconscious, assisting your conscious mind to accomplish all of its goals.

## *Chapter 2*

# **Dispelling Myths Surrounding Hypnosis**

*Most of the myths and misconceptions surrounding hypnosis are fabrications of novelists and movie scriptwriters*

## Chapter 2: Dispelling Myths Surrounding Hypnosis

It is so important to be aware of all of the myths and misconceptions surrounding hypnosis in order for it to be very successful. The more you understand the facts about hypnosis and discredit the myths, the easier it will be for you to attain your goal.



When they hear the word hypnosis, many people think of a weird “stage hypnotist” where people are made to quack like ducks. In actual fact, **during hypnosis people cannot be forced to do things which they are not willing to do.** This shows that the people who are quacking on stage are choosing to do that for the amusement of the audience

Hypnosis bypasses the critical faculty of the conscious mind so that specific thoughts, ideas and suggestions can be lodged in the subconscious where they can propel the client toward a desired goal or change behavior in a positive, permanent way.

However, any such suggestions that are made must be acceptable to the client. Otherwise, they would just be ineffective. **When a person is hypnotized he or she is not controlled.** Understanding these untrue myths is an important first step before practicing self-hypnosis.

**We need to understand the myths surrounding hypnosis before we can proceed to practice self-hypnosis**

### ***Fear of losing control***

A common concern is people saying or thinking “I do not want anyone to control my mind”. However, in truth **a hypnotized person will NOT do anything which they do not want to do.**

In reality, you cannot hypnotize a person (or yourself for this matter) if you do not really want to be hypnotized or if you think that it is not possible. Most of the time people cannot be hypnotized because of the very fears which we are discussing about now.

## Chapter 2: Dispelling Myths Surrounding Hypnosis

**The hypnotized person is always in full control and would be able to depart from the hypnotic state if they are not comfortable with what is occurring.** If you are presented with an idea or suggestion that you find objectionable in full consciousness, you will most certainly find it equally objectionable in hypnosis. Therefore, you will outright reject it this idea if you can't agree with it. This means that the will located in the conscious is always present and always working.

If for some reason you will yourself not to allow the suggestions to be accepted, they won't be. A good example would be smokers, who come in to quit smoking but are not really committed to their goals, cannot be forced to do so.

**An idea which is not accepted in the conscious state will not be accepted in hypnosis state**

### ***I can't be hypnotized myth***

It may be true that a person may not be able to go into a deep state of hypnosis at first try. However, **even a light trance will get the message though to the subconscious.** This is because there are different levels of hypnotism.

The more a person gets into the "habit" of relaxing when they sit down to listen to the music, or practice self-hypnosis, the deeper the state he or she will be in. In reality, about 20% of people can be hypnotized into a deep state right away, about 65%, the large middle group, can be hypnotized to lighter states and with practice and experience will eventually reach a deep state. Finally, out of the remaining 15% most can achieve only light trance, and a few cannot reach any state at all.

There are usually certain circumstances which cause a person not to be able reach a light trance. Some of these circumstances could be if the person is on certain medications, is experiencing psychosis or has extreme fear.

## Chapter 2: Dispelling Myths Surrounding Hypnosis

**Have you ever driven your car to your house and then could not remember how you got there? Have you ever gotten completely absorbed in a movie until you do not hear the happenings around you? Have you ever been in a conversation only to get completely lost in thought?**

If your answer is yes to any of these questions, then you have already experienced what it feels like to be in a light trance.

### ***Hypnosis is truth serum myth:***

Although hypnosis allows you to access memories in great detail, you can always censor what you say. This of course would only be relevant if someone else were to hypnotize you.

### ***Hypnosis is a form of sleep myth:***

Unlike sleep, hypnosis is a state of focused concentration.

Although there is decreased physical activity, you are always aware and responsive and can remember what went on during and after the experience. The EEG's (electroencephalograms) of people in a hypnotic trance do not resemble those of people who are asleep.

## ***Chapter 3***

# **A Brief History of Hypnosis**

***This lesson gives you a background  
on the practice of hypnosis***

## Chapter 3: A Brief History of Hypnosis

**The history of inducing trance states extends back probably as far as primitive man.**

In ancient times, hypnosis was mainly used in religious or healing practices. For example, ancient Egyptian priests induced trances in the names of gods and goddesses in order to provide healing suggestions to the sick and troubled. These ceremonies were known as temple sleep.



Many of the shamans, medicine men and women, and healers in other cultures were also proficient in these techniques. I spent 2 months in the San Blas Islands off Panama living with the Kuna Indians. Here, I was able to meet with many shamans and watched them perform their rituals. I observed that the techniques they use are designed to induce hypnosis in their patients.

I have also witnessed the healing rituals used by the Mayan shamans in Guatemala and noticed the same techniques used for inducing hypnosis.

### ***Modern hypnotism***

Modern hypnotism can be traced back to **Franz Mesmer** (1734-1815), an Austrian physician who worked in France. Mesmer believed that a “cosmic fluid” could be stored in inanimate objects such as magnets, and then transferred to patients for curative purposes.

He believed that by contacting and holding certain magnetic rods, the force and direction of the energy flow were restored and this would also heal patients. This process was called “**mesmerism**”.

Mesmer soon disregarded the magnets and used himself as the conduit for which he called “**animal magnetism**”. He eventually realized that touch was not important and **he could influence a person’s behavior by solely talking to them.**

### Chapter 3: A Brief History of Hypnosis

The Academy of Science and the Faculty of Medicine in Paris discredited Mesmer, but one of his pupils, Armand de Puysegur, continued his work. He discovered that verbal commands alone could produce the most positive results.

In 1840, Dr. James Braid, an English medical writer and ophthalmologist, conducted scientific investigations on mesmerism. Although he discounted the idea of cosmic fluid, he observed that **by concentrating on a single focus of attention, patients became profoundly susceptible to verbal suggestion.**

We will expound more on this subject later in lessons 4 & 5. In order to differentiate his theory of single fixation from Mesmer's theory of animal magnetism, **Braid coined the term hypnosis, from the Greek hypnos meaning sleep.** Later, when he realized that hypnotized subjects were actually very alert, he changed the term to monoideism, but it never caught on.

Interest in contemporary medical hypnosis can be attributed to the extensive work of psychiatrist and psychologist, **Dr. Milton Erickson** (1901 – 1980). Considered the **father of modern hypnosis**, Erickson's methods bypassed the conscious mind through indirect suggestion, metaphor, anecdotal, confusion etc.

In 1955 the British Medical Association passed a resolution approving hypnosis in the field of medicine. In 1958 the Council on Mental Health of the American Medical Association accepted hypnosis as a valuable tool and recommended that instruction in hypnosis be included in both the medical school curricula and postgraduate training centers.

### *The Definition of Hypnosis*

**William J. Bryan Jr., founder of the American Institute of Hypnosis, has defined hypnosis or the induction of a State of Trance as:**

**“A normal, physiological, altered state of consciousness, similar to, but not the same as being awake; similar to, but not the same as being asleep; and is produced by the presence of two conditions: 1) a central focus of attention and 2) surrounding areas of inhibition.**

**The state of hypnosis produces three things: 1) an increased concentration of the mind, 2) an increased relaxation of the body, and, 3) an increased susceptibility to suggestion.”**

**A less technical definition of hypnosis is: A naturally occurring altered state of consciousness in which the critical faculty is bypassed (mind in the conscious mode) and acceptable selective thinking established.**

This simply means that the reasoning, evaluating, judging parts of your mind (conscious) are bypassed. While we wonder how this could possibly happen, we are subject to it all the time. The advertising industry is dedicated to bypassing our critical judgment all the time in order to influence our buying behavior.

We suspend our critical judgment other times when an authority figure makes certain comments; doctors, clergy, professors, and many others fall into this category.

Children suspend their critical judgment frequently in games of “let’s pretend”. Actors do it in playing a part; they have to suspend their critical faculty, and they ask the audience to suspend theirs, and to accept them as being someone else.

**This focus on a specific goal or behavior is done with laser-like precision and intensity in hypnosis.** It’s a little like looking through a telescope from the wrong end. You see just one tiny spec of the environment in focus, though you may be aware of everything around you.

## ***Chapter 4***

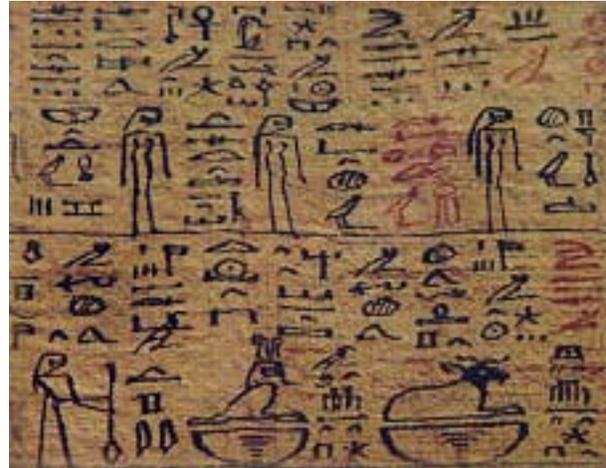
# **Preparation for Writing the “Hypnotic Script”**

***Are you a Visual, Auditory or  
Kinesthetic? This lesson gives you  
the instructions needed to  
successfully customize your self-  
hypnosis to your learning patterns***

## Chapter 4: Preparation for writing the “Hypnotic Script”

Your assignment in this class will be to write a “Hypnotic Script” so that you can tape a self-hypnosis session.

However, before you begin writing your script, you need to figure out the easiest way for your mind to respond to suggestion. This is as people receive information via the sensory organs and we tend to favor one sensory system over others.



### ***How different people receive information***

**You can classify yourself as Visual, Auditory or Kinesthetic.**

**Visual** refers to the sense of sight. Certain words are easier to understand for visual people as compared to other types of people. When a visual person thinks or speaks, his eyes will move up or stay softly defocused, looking straight ahead.

**The visual conversation is usually dominated by visual words such as, “I see what you mean”, “I can see that” or “looks good”.** They will give vivid descriptions of things in the way like how thoughts would paint a picture. They have a tendency to show you or point things out to you while they are talking.

The eyes of the **auditory** person, on the other hand, stay level moving right and left, or move down and left. Auditory people use “sound” words. Their voices usually have an even, rhythmic tempo and a melodious, easy to listen to sound.

**Auditory** people will say things such as “Listen to what I have to say”, “that sounds good”, “I hear what you are saying”, “Did you hear that?”. They will laugh at a punch line of a joke and then repeat it.

## Chapter 4: Preparation for writing the “Hypnotic Script”

A **Kinesthetic’s** eyes move down and right when they are processing information. They readily express feelings about anything. It’s either they like it, or they hate.

You will hear “spaces” in a Kinesthetic’s conversation while they take time to check out their feelings. Kinesthetic people talk in terms of **“I feel like a salad today”** or **“I can grasp that”**. They have a tendency to touch people a lot when they communicate and have a need to be touched back in return.

**Just to make sure that you see the difference:**

**A visually-oriented person will say, “Am I painting a clear picture?”**

**An auditory dominant person will say, “Does this sound right to you?”**

**A kinesthetic-dominant person will say “Can you get a handle on this?”**

### ***Which type are you?***

Let’s take a small test to see. Give yourself one point for each of the following **descriptive phrases that fit you** – and if you are on the edge, consider if it fits you majority of the time.

### ***A checklist to determine your dominant information processing system:***

#### ***Auditory***

- Prefers to have someone read out instructions while putting something together
- Reviews for a test by reading notes aloud or by discussing with others
- Talks aloud when working on a math problem
- Prefers listening to a cassette rather than reading material
- Uses rhyming words to remember names
- Plans the upcoming week by talking it through with someone
- Prefers oral instructions from an employer
- Keeps up with the latest news by listening to the radio
- Able to concentrate deeply on what another person is saying

### ***Visual***

- Likes to keep written records
- Typically reads billboards while driving or walking
- Puts models together without instruction required
- Follows written recipes easily during cooking
- Reviews for a test by writing a summary
- Writes on napkins in a restaurant
- Commits things to memory by writing them down
- Prefers written directions
- Plans the upcoming week by making a list

### ***Kinesthetic – touch/movement***

- Likes to build things
- Utilizes sense of touch to put a model together
- Moves to the rhythm of music
- Learns touch system rapidly when learning to type
- Spends a large amount of time on crafts and handiwork
- Likes to feel textures- furniture, clothes
- Finds it fairly easy to keep physically fit
- One of the fastest in a group to learn a physical skill
- Doodles and draws on any type of paper within grasp

With this, you now know which section you received the most points for, and thus would be your most dominant section. Usually, there will be another section that you scored which comes close to your dominant section, and another section which does not relate to you at all.

You will know where you fit in by the examples above. **If you are torn between two, it is perfectly fine to utilize both.** When you are ready to begin with your script you will always keep this dominance in mind and compose your script according to your area of dominance.

## Chapter 4: Preparation for writing the “Hypnotic Script”

Examples of scripts according to dominance are:

**Visual** - “**You are walking on a white sandy beach. The water is a crystal blue and the sky is lined with a pinkish hue**”.

**Auditory** - “**You are walking on a white sandy beach. As you walk, you can hear the waves gently fall at your feet, and the seagulls humming**”.

**Kinesthetic** - “**You are walking on a white sandy beach. As you walk along the white powdered beach, you can feel the refreshing wind gently move across your face and through your hair**”.

### ***The Sound of Your Voice***

This course is designed in such a way that upon completion you will have all the information required to **make your own self-hypnosis tape**.

The first lesson in doing this is **the sound of your voice**. Practice speaking in a **low toned**, and in a very **calm manner**. In technical terms, this is called “**hypnotic patter**”. Hypnotic patter can be described as a monotonous, calm and continuous voice.

**Using inflections** on key words repetitively is also part of the “patter”. When thinking of patter, think of the sound of raindrops or the hum of a motor. For example, “Feel your muscles becoming soooo relaxed, looose and limp as you go deeeper and even deeeper”.

## ***Chapter 5***

# **Writing the Hypnotic Script: The Induction and Deepening**

***This lesson teaches you how to  
write the induction of the hypnotic  
script.***

## Chapter 5: The Induction and Deepening

The induction is the part of hypnosis where you become completely relaxed.

The point of induction is not only to relax yourself or to ease any tense areas, but is rather **designed to bore your left-brain completely.**

There will be many **repetitions** when you are writing an induction for yourself. We must also keep the conscious mind at work in order for us to access the subconscious.

**When your conscious mind is “bored” or occupied with mental instruction, it tends to drift off, and this is the best time to access the subconscious.**



### ***The Critical Restrictor***

Think of your conscious mind also as a “**critical restrictor**”. The conscious mind is famous for the words “I can’t” or “I could never”. Sometimes when we desire to do something new and positive, our conscious mind begins to tell us all the reasons why it will not work.

I call this “the little me” – the ego part of us that is averse to change and seeks and finds reasons why goals cannot be attained. **The induction serves as the distracter for “little me” (conscious),** keeping it either too busy or too relaxed to interfere with the messages given to the subconscious.

We know the subconscious is purely goal oriented and takes on new instructions easily. When the conscious is back to its normal state, the subconscious will be automatically giving us instructions to attain our new desired goal. Thus, the conscious no longer can obtain negative information from the subconscious, because the subconscious has in a sense been **reprogrammed.**

**When your mind returns to its normal state after hypnosis, your subconscious has in a sense been reprogrammed not to obtain negative information from your conscious mind.**

### ***Sample of an induction***

This is only one example to start you off. In reality, **there are infinite ways to write this** – you will soon discover what makes you most comfortable and what you respond to best.

You will notice that phrases for the visual, kinesthetic and auditory person are used. As this is a course, it will be your role to change the wording according to the information process that best fits you.

You will know which style of induction fits you just by the way it makes you feel when you are reading it. Additionally, you may be more comfortable hearing “I am becoming very relaxed.” rather than “You are becoming very relaxed.” It does not matter which one you say, but more importantly you should pick the style that makes you feel most comfortable.

The most important thing here is that you stay consistent with your decision.

#### **Important rules when writing a hypnotic script:**

- **Repetition of key words – relaxed, calm, at ease, peaceful, etc.**
- **Always speak in the present tense.**
- **Never say negative words – or use double negatives.**  
**Incorrect: “You won’t feel tense anymore”;**  
**Correct:” All tension is leaving my body”**
- **Be consistent in your style**

### *Example of a Progressive Relaxation Script*

**Sit back, relax and close your eyes. Take a deep breath in - now let it all out. As I get into a very comfortable position, I am concentrating on my breath, breathing deeply and slowly.**

**In a very few moments I will be more relaxed than I've ever known myself to be. I'm going to mention certain parts of my body, and as I do, I feel that part begin to relax - I just feel that part begin to relax.**

**I visualize myself on a very beautiful little white sailboat. I feel the sun warming every muscle, nerve and bone in my body. The sky is the most beautiful blue I have ever seen - just a few white puffy clouds hanging in the sky, as I hear the sounds of the sea, I begin to feel more and more relaxed, more and more at peace.**

**As I mention certain parts of my body, I feel that portion just begin to relax, so that in a few moments, I will be more relaxed than I have ever been.**

**Starting with the forehead, I feel all my little frown lines, all the little worry lines in the forehead just seem to disappear. My forehead smoothes out, feels so relaxed and I feel this relaxation coming around my eyes.**

**My eyelids seem to be very, very heavy, so heavy they do not seem to want to open. They may want to flutter a bit and that's ok, but they are so relaxed and so very heavy.**

**And as the relaxation comes down around the facial muscles now, all the muscles in the facial area just begin to relax. Relaxation comes further down around the mouth now, and all the hundreds of little muscles around the mouth just start to relax, so much so that the lower jaw becomes heavy and the teeth part.**

**My jaw is so relaxed now. My mouth may even open up a little bit with relaxation as I continue to be deeper and deeper relaxed. I feel this relaxation now around my lower jaw, behind my ears so that all the little nerve endings behind the ears just seem to relax as I continue to go deeper and deeper, and even deeper as the sounds of the sea seem to say deeper and deeper, deeper.**

## Chapter 5: The Induction and Deepening

The relaxation goes to the back of my neck now (pause one second), down around the shoulders, so much tension seems to go out of my shoulders, and I feel the shoulders begin to relax. I can feel them drop a bit. Now they are relaxed, my shoulders are releasing any tension.

**I am perfectly relaxed, perfectly at peace**

The relaxation goes to my backbone now, and as it goes down the spinal column, it seems to go out the sides, so that every muscle, nerve, and fiber in my back just seems to relax. The relaxation seems to come now to the small of my back, around the curve of the back.

This sense of relaxation comes to the back of my thighs now (pause one second), and into the hollow of the knees, around the calf of the leg, around the heels, to the bottom of my feet.

And each and every toe just relaxes even more as I go deeper, deeper and even deeper, hearing the sounds of the seas, feeling the fresh sea air gently, soothing my entire body. I am perfectly relaxed, perfectly at peace.

**I am calm, very peaceful, relaxed, the whole head and back area are so relaxed.**

Now, I feel my throat muscles just start to relax, the relaxation comes down to the front of the shoulders (pause one second), down the upper arms (pause one second), over the elbows, (pause one second), down the forearms to the hands as each and every finger relaxes more and more, as I go deeper, deeper and deeper, perfectly relaxed, perfectly at peace.

I can feel the warm relaxation come back to my throat muscles, (pause one second), down into my chest, and all the muscles and organs within my chest area just begin to relax, continuing far into my stomach area, (pause one second), as all muscles and organs within the stomach area relax, the relaxation is going down now into the thighs, (pause one second), over the knees, more and more relaxed as I continue to go deeper and deeper and deeper....

## Chapter 5: The Induction and Deepening

**I am perfectly at peace, perfectly relaxed.**

**I am on the little white sailboat and I feel the warm sun on my face covering my shoulders. I inhale the fresh air as I go deeper and deeper.**

**As I go deeper, I will leave that little sailboat and I will be standing at the top of a beautiful staircase, (pause) the most beautiful staircase I have ever seen.**

**As I count backwards from ten to zero, each number will take me deeper and deeper...**

**Ten. I take that first step down, deeper now;**

**Nine, As I continue down the stairs, I feel myself becoming more and more relaxed, perfectly relaxed, perfectly at peace, perfectly at ease, deeper and deeper;**

**Eight, As I continue down the stairs, I feel myself becoming more and more relaxed, perfectly relaxed, perfectly at peace, perfectly at ease, deeper and deeper;**

**Seven, As I continue down the stairs, I feel myself becoming more and more relaxed, perfectly relaxed, perfectly at peace, perfectly at ease, deeper and deeper;**

**Six, perfectly relaxed, perfectly at peace, deeper and deeper;**

**Five, perfectly relaxed, perfectly at peace, deeper and deeper;**

**Four, As I continue to breathe deeply, I feel myself becoming more and more relaxed, perfectly at peace, perfectly at ease;**

**Three, As I continue to breathe deeply, I feel myself becoming more and more relaxed, perfectly at peace, perfectly at ease;**

**Two, As I continue to breathe deeply, I feel myself becoming more and more relaxed, perfectly at peace, perfectly at ease;**

**One, As I continue to breathe deeply, I feel myself becoming more and more relaxed, perfectly at peace, perfectly at ease, perfectly safe and full of happiness.**

## Chapter 5: The Induction and Deepening

Next, you will continue to the modification (suggestion) parts of the hypnosis.

### *Hints*

**The script is simply a base for you to work from; there are many variations.**

For example, if you get seasick or do not like the sea, you can either take that portion out all together or replace it with a place you do enjoy, such as the beach, a mountaintop, in your backyard or in your bed.

However, do ensure that you describe these areas in a consistent, simple manner. If you do not like the thought of stairs, perhaps a walk on a path or deep into a beautiful forest would be more suitable for you.

You can change the wording when relaxing the body to one that makes you feel most comfortable. For instance, if you want to add, “a beautiful, healing white light that flows throughout my body”, you would add it this way:

**The warm, beautiful white healing light goes to the small of the back, around the curve of the back. This beautiful white, healing, light travels to the back of the thigh now, and into the hollow of the knee, around the calf of the leg, around the heel, to the bottom of the foot.**

### *Counting Script*

There are also several variations that can be used to count from ten to zero. This count is called “deepening” as it takes you to the next level. Notice that we are learning the counting method for deepening, if you do not feel comfortable with counting down, please let me know and I will show you other methods which may be more suitable for you.

## Chapter 5: The Induction and Deepening

**Counting Script: (Repeat corresponding sentence to each number)**

**Ten, Nine and Eight: Feeling perfectly safe, perfectly secure, perfectly at ease, as I continue to breathe deeply, I feel myself opening to the deep and perfect relaxation that is filling my body. And I feel so relaxed, perfectly safe, perfectly secure, moving down...going deeper and deeper**

**Seven, Six, Five, Four: As I continue to move down the stairs, I feel myself becoming more and more relaxed, perfectly at peace, perfectly at ease...moving down, going deeper and deeper**

**Three, Two: As I move further down the stairs, I feel more and more relaxed, going deeper and deeper...**

**AND One: As I continue to breathe deeply, I feel myself becoming more and more relaxed, perfectly at peace, perfectly at ease full of happiness.**

If you are more susceptible to hypnotism, you will be “under” before you even start counting. It is always necessary to relax the body first, but you can alter the countdown towards your preference. **If you think you will be hypnotized quite easily, you can use a faster countdown script.**

You should watch out for consistency here. This refers to the same phrases for two to four numbers at a time. If you are relaxed by the time the deepening begins, you may create a more concise countdown, for example:

**10...9...8... Going deeper and deeper with each number...**

**7...6...5...deeper and deeper and deeper....**

**4...3.... very, very deep...so peaceful, so calm, so relaxed....**

**2...Nearly there...**

**1...Now I am in a deeply relaxed state, very much at peace**

## ***Chapter 6***

# **Writing the Hypnotic Script: Creating Suggestions to Achieve Your Goals**

***The Hypnotic Script: Creating  
Suggestions For Self-Improvement,  
Behavior Modification, Health,  
Healing or Whatever Your Goal  
Happens To Be.***

## Chapter 6: Creating Suggestions to Achieve Your Goals

**Please do not take this lesson until the assignment for Lesson 5 has been completed.**

**Now is the time to think about your goals and the actions that need to be taken in order to achieve your goals.** You have now walked down the steps. Next, choose where you would like to be once you are at the bottom of the steps.

**Where is your favorite place? Where is the place that you feel most relaxed and most comfortable in the world?**

For me it is on the white sand beach of a tiny little deserted island off the coast of Venezuela. When I do self-hypnosis I mentally go there and experience the sights, the sounds, the colors, the texture of the sand, the feeling of the warm water, the gentle breeze, and rays of the sun.

I smell the salt air and the sweet fragrance of the tropical flowers. I hear the gentle waves, the palms gently rustling, and the seagulls off in the distance. I mentally put a few drops of salt water on my tongue and experience the island even more.

**You can choose a place that you have been to before or make one up.**

### ***Writing down your goals***

Give yourself suggestions for one goal at a time. Write your suggestions down as though you have attained them already. The following is a very useful technique that can be used:

**First write down a statement about what you don't want. Then re-write the statement in positive terms as though you already have what you want.** The following is an example of how this can be done.

## Chapter 6: Creating Suggestions to Achieve Your Goals

A client once wanted me to create a custom hypnosis program for him so he could “get through” a presentation that his company required. The topic in question is on the fear of public speaking. This is a portion of the letter that I received from him:

**“When I speak at the meeting I don’t want to be nervous. I don’t want to have a dry mouth. I don’t want to tremble and shake. I don’t want to bounce around on one foot then the other. I don’t want to forget what I am going to say. I don’t want to seem unprofessional. I don’t want to slouch. I don’t want to hyperventilate. I don’t want to look at my notes too much. I don’t want people to know how afraid I am. I don’t want to feel bad after it’s over because I completely screwed up like the last time.”**

Here is the same script re-written to reflect positive terms:

**“From now on I really enjoy public speaking and look forward to making presentations. When I speak I am relaxed and confident. My legs are strong beneath me. I stand tall and proud. My mouth is moist. My lips are flexible. My breathing is deep and from the diaphragm. I look at the audience members when I speak and project confidence and professionalism. I speak with a full release of my knowledge and skills. When the meeting is over I feel happy and gratified.”**

**Notice that every word in the re-written script is in the first person, present tense and positive.**

If you require help with this send me your version of the behavior modification script, I will continue to guide you until we decide that the script is perfect for your personal goal.

Once the script is completed, you can decide if you are ready to make you own tape or CD or if you would prefer me to make it for you. I can use the script you created and make a professional CD for you, at an additional cost.

## ***Chapter 7***

# **Writing the Hypnotic Script: Awakening**

***The Hypnotic Script: Awakening  
from the Hypnotized State***

## Chapter 7: Awakening

There has never been a documented case of a person who did not awaken from hypnosis. The worst that can happen is that you fall asleep and then awaken after you have had some needed sleep.

**It is a good idea to tell yourself how you want to feel after you have awakened.** This is known as a **post-hypnotic suggestion**. With this you can then have a specific technique for awakening which you use every time you go into self-hypnosis.

How do you want to feel when you awaken? How do you want to feel physically? How do you want to feel emotionally? How do you want your body to feel?

Create an actual script for awakening. Here is an example of a typical script:

**“When I awaken I am going to feel relaxed, happy, cheerful and positive. I will feel fully refreshed. My body will feel energized and healthy. My eyes will be clear and sparkling, as though I have just bathed them in pure clean spring water.**

**I will follow every suggestion I gave myself during self-hypnosis. AND NEXT TIME IT WILL BE EVEN EASIER FOR ME TO GO INTO HYPNOSIS AND I WILL GO DEEPER.”**

Then awaken yourself by counting from one to five.

**One. I am awakening now and I'll be fully awake on the number five.**

**Two. I am coming up higher and higher.**

**Three. I feel relaxed, happy and cheerful.**

**Four. On the next number my eyes will open and I will be fully awake.**

**Five. Eyes open. Wide awake!**

## ***Final Word***

You now have the full **Self-Hypnosis for Self-Improvement Course** including a script that you can work with to create a blueprint for the life which you want to create for yourself. Thank you for allowing me to be a part of your journey. Self-hypnosis takes practice, but with consistent effort you'll find that you can achieve a very deep state of self-hypnosis within a few minutes.

The key is twofold. First you create physical and mental relaxation with suggestions, words, phrases and banter that takes you into hypnosis. Then, once you are into hypnosis, you give yourself suggestions about the improvements you desire to make in your life.

If you have questions or suggestions about the course please send me an email at [Ken@KenGrossman.com](mailto:Ken@KenGrossman.com) and I will be happy to respond. Also, let me know about typos and other errors and omissions. This is a work in progress and a labor of love.

If you would like to have me create a **custom hypnosis program** for you, [click here](#) for more information. If you feel that **private sessions** would help you with your issue [click here](#).

Finally, you can learn more about our pre-recorded CD programs please visit <http://www.KenGrossman.com>.

Thank you and all the best to you.

  
Certified Hypnotherapist

**Kenneth Grossman, Ph.D.**

## ***About Kenneth Grossman, Ph.D.***

Many of you knew Ken when he was the Director of the Hypnotism Training Institute of Chicago or from his years as an adjunct professor at Moraine Valley Community College outside of Chicago. Perhaps you attended one of the more than one thousand lectures he conducted on hypnotism throughout North and South America and for some of the largest corporations in the world.



Ken has been a Doctor of Clinical Hypnotherapy for more than 23 years and he has safely hypnotized tens of thousands of people. He studied at the University of Chicago and the University of Nebraska. He received his doctorate in Clinical Hypnotherapy from the American Institute of Hypnotherapy.

Ken has been honored with a listing in both "Who's Who in The Midwest" and "Who's Who in The World". He enjoys creating world-class hypnotherapy programs, coaching, consulting, speaking and writing. Nothing thrills him more than guiding people into hypnosis and seeing them accomplish things they never believed possible.

Ken believes in living life to the fullest and his wanderlust has taken him all over the globe. During a recent exploration he had the opportunity to spend several months living amongst the Kuna Indians who inhabit the San Blas Islands of Panama. While there he attended a Kuna puberty ritual ceremony as the guest of a Kuna chief. He was privileged to be able to visit with many of the Kuna shaman throughout the San Blas Islands who allowed him to study their primitive healing techniques first hand. What an amazing experience!

Besides his passion for golf, Ken has a love affair with the sea, and he has sailed many thousands of miles during his lifetime. He holds a 100-Ton United States Coast Guard Master Captain's License. He is also a General Class Amateur Radio License (call sign KG4ISX) and a NAUI Certified SCUBA diver with hundreds of dives.

Just in case you were wondering, Ken is a non-smoker...and has been for over 30 years. Also, Ken does not eat red meat...nor does he consume any product containing refined sugar. He will not drink any carbonated beverages such as soda or diet soda or beer. He enjoys fresh vegetables and fruit and plenty of fish and turkey. Besides water he drinks only tea. He rides his bicycle every day and lifts weights three times a week. His resting heart rate is only 52 beats per minute...not bad for a great-grandfather.

Thank you for visiting. We are here to help you to improve your life and reach your dreams with hypnosis. Feel free to call us or email us to discuss your needs.

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