

Portland, OR 97210 800/ 937-7771

Typical induction suggestions: Relax, Feel Comfortable, Close y/Eyes.

Embedded Commands: Do something different while you are saying the words  
of the embedded command. Lower the pitch of your voice,  
Changing the volume of y/voice; Tilting y/head;  
looking a person in the eye;  
increasing the pressure of a touch  
pointing at a person  
smiling  
pausing just before the embedded command  
touch the person while you are saying the emb/com  
Tonal Marking with your voice.

22 You may or may not \_\_\_\_\_  
You may or may not notice the *comfortable* sensations in your hands.

24 I'm wondering if you'll \_\_\_\_\_, ... or not.  
This or not ending is the greatest way to change resistance.

26 People can, you know, \_\_\_\_\_  
I'm just talking about what other people can do. I'm *not* talking about *you!*  
You know, that you know clause, it seems to imply in an ambiguous fashion  
that you know this already.  
Maybe not, you know, find ways to make these changes easily and comfortably

48 Maybe you haven't... yet.  
Maybe you haven't, maybe you have, who knows, I'm just making an observation, but  
when that YET comes along, there's a strong implication that sooner or later you're going  
to  
Maybe you haven't decided to buy copies of ZEDU for all of your friends.. YET Who knows..  
There's still time. It's just an observation

52 One might, you know, \_\_\_\_\_  
One might, and then again one might not, who knows?.. you know!  
One might, you know, just relax and let the learnings take place on a deep level  
One might, you know, understand how to use this as just the right tone.

62 You might want to \_\_\_\_\_, ... now.  
This NOW is the trickiest part. If you start it together with the rest of the  
sentence it just adds an imperative quality to the embedded command. If you  
pause and then say it, it becomes a powerful command all on its own.  
You might want to close your eyes now.  
You might want to let that feeling of comfort move up y/arm,.. now

72 You could \_\_\_\_\_  
You could, of course, you have free will.

You could *sleep on it tonight*, and call me in the morning.  
You could *let this process of transformation take place* without even knowing  
how it was happening.  
Huh? you could just *let go and relax*. OK? OK.

### 8♣ You might \_\_\_\_ .

You might, and whatever you might do might even be more likely after  
having it suggested like this.  
You might want to *make this change more than anything*.  
You might discover that *your eyes don't want to open*.

### 9♣ A person could, (name), \_\_\_\_ .

A person could, *Bob*, go to work tomorrow with a new outlook.  
A person could, *Susie*, develop a sense of perspective on this situation.

### 10♣ You may \_\_\_\_ .

You may *find this experience very valuable*.  
You may *get confused about what used to bother you*.  
You may *want to relax*.  
You may *like what you see here*.

### J♣ One may, (name), \_\_\_\_ .

One may, *Sarah*, feel comfortable imagining standing on that balcony.  
One may, *Jerry*, forgive someone even if you don't think y/want to.  
One may, *Jane*, be excused from the room AFTER you raise y/hand.

### Q♣ A person may \_\_\_\_ , because ...

A person may get permission to do what I'm suggesting, because I'm giving  
to them. Who said my because has to make any logical sense? And besides  
the because clause is an opportunity for another suggestion.  
A person may *just stop drinking*, because you can remember *all of your*  
*reasons for not drinking each time you feel an urge to drink*.

### A♥ Will you ..., or ..., or ...

this is the form of infinite choice, and I'll cover all the possibilities so you  
can't help but do what I say. And if you get into the habit to doing what I  
say, sometime I may begin to actually lead you.  
*Will your hand begin to lift up automatically, or will it just relax where it is*  
*or will you notice certain sensations in your hand that you can enjoy*.

### 2♥ I wouldn't tell you to \_\_\_\_ , because ...

I wouldn't tell you (here I am telling you anyway), and you can't disagree with  
me, because I said up front I wouldn't tell you

And I use the magic word because to make another comment, because it lends authority to what I just said, and it carries attention away from the embedded command before you consciously recognize it.

### 3♥ How would it feel if you...?

In order to answer this question, you have to imagine what I propose, which is the whole purpose for asking the question.

How would it feel if you *felt comfortable around dogs, and you could just go up and pet one.*

How would it feel if you *had already made this change?*

### 4♥ I could tell you that... but...

I could tell you that ..., but I won't, so you have no reason to resist or take offense at whatever I just didn't tell you.

I could tell you that *this experience will give you more confidence and self-assurance*, but I would rather let you *discover that for yourself.*

I could tell you *this is a great way to avoid resistance*, but you probably *understand that already.*

### 5♥ Sooner or later ...

Sooner or later you'll *resolve this present difficulty*, and begin to *enjoy the simple things in life again.*

Sooner or later, you'll want to *close your eyes.*

Sooner or later, you're going to be able to *look back on this and laugh about it.*

Jeezers, just about everything happens sooner or later.

### 6♥ Sometime ...

Sometime, somewhere, there will be a person in a situation very much like yours who will take a deep breath and just let it go.

Sometime, you're going to feel better about this.

Sometime you are going to understand this from a viewpoint where it all makes sense.

Sometime you might *indirectly get a person to imagine a time where they have all the resources you want them to feel.*

### 7♥ Eventually ...

Eventually everything comes to pass.

Eventually what I want to direct your attention to will probably come to pass as well.

Eventually you will develop a deep understanding of those difficult events in your life, and you will find some hidden value in them.

Eventually, *indirect language patterns will become second nature to you.* Imagine that.

## 8♥ Try to resist ...

Try to resist implies that you will try, but you won't be able to do it. You can use your voice inflection to strengthen this implication.

Try to resist the sensation that your hands are becoming so relaxed that they just won't move.

Try to resist, a deepening sensation of relaxation as you breathe.

## 9♥ You might not have noticed ...

You might not have noticed how often you direct other people's awareness while you are talking to them. Directing awareness to various parts of the body generally creates relaxation and confusion, both of which induce hypnosis. You might not have noticed the comfortable sensations of your socks on your feet.

You might not have noticed the way the chair supports you... beneath your legs... beneath your arms... behind your shoulders...

## 10♥ Some people ...

Who are those some people? The first thing a person does is to check inside to see if they are one of those people, so give them something you want them to check for.

Some people get feelings of comfort in this office AND want to enter a trance right away.

Some people have hidden strengths that they discover can help them in situations very much like yours.

## J♥ Can you really enjoy ... ?

Can you really enjoy having your eyes get heavy and start to shut?

Can you really enjoy going deeper and deeper into feelings of comfort?

Can you really enjoy taking a deep breath and relaxing deeply?

The question isn't if you can do it, or if you will do it, the question is how much will you enjoy doing it. Of course, the only way to answer the question is to do it.

## K♥ You might notice the sensations in ... while you..

You can induce hypnosis by directing attention to various parts of the body.

You might notice the sensations of your shoes on your feet, the sensations of chair beneath you, the feelings of the card in your hand.

You might notice the sensations in your hands while you relax and pretend that you can't move them.

## Q♥ What happens when you \_\_\_\_ ?

In order to answer this question you must imagine what I am suggesting.

- Q♥ Which is the reason I ask. Remember: in the area of emotions and feelings, people learn just as well by vividly imagining experiences as by physically having them. What happens when you *just decide* you aren't going to let him bother you anymore?

**K♠ You don't have to \_\_\_\_ .**

This is called a truism. On the surface, the statement is true, and can't be argued with. Beneath the surface lies an embedded command. You don't have to *understand how this works*, in order to use it. You don't have to *help me with the dishes*. Really.

**A◇ One doesn't have to, (name), \_\_\_\_ .**

One doesn't really have to, does one. It seems so formal and detached and impersonal, (your name here), *or does it?*  
One doesn't have to, Betty, *close your eyes as we begin*.  
One doesn't have to, James, *relax deeper and deeper with each breath*.

**2◇ People don't have to, (name), \_\_\_\_ .**

People don't have to, but they do anyway, doesn't it seem like that?  
And when I use your name, it makes it so personal.  
People don't have to respond favorably when you use *their* names, but you know (your name here), they sure do.  
People don't have to, Mary, *listen carefully to everything I say*.

**3◇ You may not know if \_\_\_\_ .**

When I wonder whether you know something, I presuppose that that something exists and is true.  
You may not know if *this is going to be fun*.  
You may not know if *you're going to enjoy this SO much that you'll have to write me and tell me about it*.

**4◇ It's easy to \_\_\_\_, is it not?**

Is it not is another one of these endings that softens a statement into a question.  
And it's a bit confusing to disagree with, is it not?  
It's easy to *go into a trance*, is it not?  
It's easy to *discover something special deep inside*, is it not?  
And if I say that something is easy, you probably try doing it to see if I'm right.

**5◇ A person may not know if \_\_\_\_ .**

For added fun a person can change the subject of a sentence halfway through to you, it's mildly confusing, and it underlines that you aren't really talking about a person in the abstract anyway.

◇6 You are able to \_\_\_\_\_ .

You are able to enjoy being at your work, because you have a great sense of humor.

You are able to relax your hands completely.

It's another truism, I'm just observing the obvious.

You are able to re-read this to make sure you get it.

7◇ (fact), (fact), (fact), and \_\_\_\_\_ .

When you start off saying a string of facts, the other person internally is thinking yes, yes, yes... yes, and they get into the habit of agreeing with you, then you hit them with your suggestion.

You've made yourself comfortable in that chair, I'm going to talk for a while, you can listen to the words I say, and DRIFT OFF INTO A DEEP STATE OF RELAXATION.

8◇ A person is able to \_\_\_\_\_ .

What do you do when I comment on what other people are able to do? You probably check to see if you can do it too.

A person is able to eat less food, and enjoy even more, when you savor each mouthful of food and chew it slowly.

9◇ ... once told me, " \_\_\_\_\_ "

Quote someone else and put your message in the quote.

The nice thing is that they said it, you didn't.

My baby sitter once told me, "Close your eyes and go to sleep or I'll whack you in the head!"

10◇ ... said, " \_\_\_\_\_ "

Quote somebody else and put your message in the quote.

Through the years again and again my students have said,

"Quotes are one of the most fun ways to deliver indirect messages." In fact, one of them once said, "If you can't use quotes to deliver a message, you must be brain dead!"

But that was him, I wouldn't say such a thing.

J◇ If you \_\_\_\_\_ , then ...

This is a cause and effect statement, but it doesn't have to make too much sense. In order to verify that then part is true, the person has to do the if part, which is what you want.

If you imagine yourself in a favorite place, then you will feel feelings in your body.

If you rest your hands on the chair like this, then you'll be ready to begin.