

Conversational Belief Change

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This transcript is of a presentation made to hypnosis professionals and are intended for those with a fair amount of familiarity with the technical aspects of hypnosis and NLP. It has been minimally edited for punctuation, and to add clarity in places.. There are occasional gaps and indecipherable sections because of low tech recording devices.

I'm going to start by telling a story.

There was a man in ancient China who lived near the great wall of China. Now one day his son went out and came back with a wild horse he has captured, and the old man's neighbor said to him, "What a wonderful thing! What good luck!"

The old man replied, "Well, who can say whether this is good or bad?" The next day the son was breaking the horse the horse threw him and the son broke his leg.

The neighbor said, "Ahh, what a sad thing, your son has broken his leg.

Now the old man said once again, "Who can say if this is good or bad? Now the next day the army comes through the village conscripting men for the army, but the old man's son, being laid up with a broken leg doesn't have to go into the army and doesn't have to go off to war.

The neighbors said, "Ahh what good luck, your son gets to stay in the village."

Now the Old man again replied, "Who can say if this is good or bad?"

This is going to be the topic of the presentation for this evening, "Who can say if this is going to be good or bad".

Now the presentation has been billed as NLP and I guess it is, I learned the "sleight of mouth" patterns from NLP. Sleight of mouth patterns are methods of inducing conversational belief change. It's about the L in NLP. The linguistic part.

Now does anybody know what a belief is? Anybody got one? What is a belief?

Unknown Speaker: I'm a child of God

Wesley: "I'm a child of God". OK, now there is a belief. Now can you bring it out and put it on the table for me? How much does it weigh?

Unknown Speaker: Not very much.

Wesley: Right, not very much. Beliefs seem like they are solid, yet they are just mental constructs. We change our beliefs day in and day out. "I believed the car had gas in it until it wouldn't go any more, the needle went down to empty. I had put some more gas in it, but I guess my belief was wrong. It has some gas in it now, but it didn't have it before." Those kinds of beliefs change very easily.

"I am a child of God". It would take a lot more to shift that kind of belief. It is one of those kinds of beliefs that people tend to hang onto very strongly. So if we think about how we experience the world, and the words that we use to express how we relate to the world, then we can take that information and start asking our clients what *they* believe. Which is really important because when we know how they linguistically represent what they believe, then we know the glue that holds those beliefs together, and begin to understand how they are making themselves stuck.

For example, someone mentioned addiction and tobacco earlier. I got myself in trouble on the internet by writing a review of a book, "The Idiots Guide to Hypnosis". I looked at the chapter on smoking. Thinking that would give me an idea about the quality of the book. So I looked through there and what the author presented is the standard line. "Nicotine is addictive, blah, blah". Nowhere in the chapter do I see anything indicating that hypnosis makes it easier to quit. Nowhere in the chapter do I see anything written about the addicting qualities of nicotine, that would make it any easier to anyone to quit! So, I wrote a review, and said, "I didn't think the book was all that great", and I got into trouble!!! I had people writing me and saying, "What do you mean nicotine is not addictive, it's a DRUG, there is all this scientific yada, yada, yada".

Well, that is not exactly what I said in my book review. What I say to my clients is, "The word addiction really doesn't work equally as well with cocaine and heroin and nicotine. There are some really significant differences. For example, if you tie a heroin addict down in a chair for 12 hours they are going to be getting sick, having shakes and withdrawals, and really having a hard time of it. Now, the smoker on the other hand will just probably go, 'Wow, I am really bored'. They are not going to get sick and go through the withdrawal symptoms. We all know about the last time someone robbed a local convenience store and shot up the place just so that they could steal a pack of cigarettes because they were having withdrawals and just couldn't stand it."

So what happened was that there were these people who were incensed to think that I didn't think that nicotine was addictive. They were quoting scientific research, as a matter of fact Gil Boyne, a lot of you know the name, and I wrote back and forth, and corresponded very cordially about the issue of nicotine addiction. Gil wrote, "Research shows the brain has some changes very similar to that of the heroin addict, in those who use nicotine".

Somebody else wrote and said, "See, there is stuff there showing that nicotine is addicting".

I responded by writing back, "The significant thing in Gil's article is that they are *similar*, not *identical*. I am just saying that there is a difference. As a matter of fact after I talk to my clients for about 5 or 10 minutes about the addiction notions that they have, they tell me that they are not addicted. I didn't tell them that, they tell me, because there is a real difference."

So why do I make that distinction?, Because if they are thinking in their minds that they are addicted, it makes it harder for them to quit tobacco use. If they think that cigarettes and nicotine are "6 times

more addictive than heroin”, which, by the way, is the official party line for someone in the scientific community, then how is that going to affect their ability to quit smoking, at the snap of a finger?

As a matter of fact, I helped someone to quit smoking in under 5 minutes. It was an unusual experience and I'll take a side trip on that one for a minute. I asked them “What is the most important thing for you in life?” They gestured, then looked at a spot up and to their left, and said, "My health".

“When you smoke a cigarette, what is the most important thing in the world at that time?” They looked higher than that and said, "Oh, the smoking". So what I did was grabbed the picture of the smoking and grabbed the picture of good health and went. (Making a sound like gushing wind). I switched them, the cigarettes at the bottom and the health at the top and left them there. and said to the person, “Are you going to smoke again?”

They looked blank and went, "Uh, uh, No". Then it took me 20 minutes to convince the conscious mind that we were done. Then there were a few other little other things that I took care of to be thorough.

Back to the topic at hand. We think about beliefs and they tend to be very solid, these are things that people tend to hold onto, but they really are valuations and ideas about reality. It is not reality itself. Which means if we get them to change the words that they use to encompass a belief, by using *our* language properly, with impact and precision, we can get them to change that belief in an instant.

So, who here has a limiting belief that they would like to get rid of. I know it is going to be a hard one for a bunch of hypnotherapists, but I am sure someone has a limiting belief that is holding them back a bit.

Wesley: No, I am sorry it doesn't work when the husband says “do the wife”. She has to volunteer. Nope, we don't take those. So, who has a limiting belief, that they wouldn't mind just playing with a little bit? OK, come on up.

Yeah, come on up, I don't want to talk to you across the room, I want to be able to see you up close. So for the audience, what is your name sir?

Victor: Victor Givens

Wesley: OK, thank you Victor. Now you have a belief that is holding you back or limiting you in some way?

Victor: Yeah, I think so.

Wesley: What might that be?

Victor: I am older than anybody else in this room. I want to be a young man, being older has a limiting factor in life.

Wesley: REALLY? Because ?

Victor: Most people in the sixty's think about retirement, you look old, your hair is white.

Wesley: Mine is. (referring to his own hair)

Victor: Well not yours, but mine. I'm not as vigorous as I used to be. The mind is the second thing to go, OK. That type of thing. I'd just like to be young again.

Wesley: I'm curious, that is the statement of a wish.

Victor: I have to exercise more, I have to watch my diet a little more closely. I have to work out more, just to stay even with the game.

Wesley: OK, so what is the limiting belief? That your age somehow...

Victor: It limits the enjoyment, it limits the energy. It limits what I can do.

Wesley: So then, your age limits what you are able to do? Limits your activities. Because of your that age you can't do these things.

Victor: Like a younger person.

Wesley: Like a younger person?

Victor: Like when you were in your 40's or 30's.

Wesley: Is that true for everybody at your age?

Victor: No, I guess there are some exceptions.

Wesley: There might be some exceptions then?

Victor: In fact a lot of them are worse than me, a lot are way worse than me.

Wesley: Then in other words you are better than a lot of them?

Victor: Yeah....Oh hell yeah.

Wesley: Cool... Now I am getting some room to work here.

Victor: I see some old men and women with canes, they walk around, retired, that will do it. The mind stops, then the second thing stops. Every thing stops.

Wesley: Umm, we are not going there. If I was to follow that hypnotically I would be going, oooooo. (the sound of the mind going blank) So, here is the first step, (to Victor) may I talk to the audience as we go? (to audience) The first thing that I did was ask him if this was true for everybody. Now, you noticed that he stopped, he went inside and had to think about that, and found some counterexamples to his limiting belief, including himself.

So he went into a little trance state and did a “transderivational search” (for those of you NLP Egghead's who like the technical terminology). When means, essentially, he went inside and starts thinking about it, and he is mentally searching for counterexamples. Now he has come up with a counter example, and that is a first step in getting him to believe there are other options for him available. (to Victor)

Now we can't change how old you are! However there are things that...

Victor: Rita and I are working on that.

Wesley: He's coming up here and saying that I am already changing this stuff, but I am limited. Is that it?

Victor: No, you gotta give it the college try, you don't quit. Don't ever quit.

Wesley: Is that in holding onto the other belief or what ?

Victor: Don't hold the old belief, get rid of it. I'm with ya. So when I get up in the morning, before when I was 30 or 40, I didn't exercise. I got up and I ate what I wanted, screwed around, drank. Now I gotta watch it. I discipline myself. I watch my date, I mean my eating. (Group laughter) I got to exercise, can't drink as much. I drink here (at he NGH meeting) with Charles. Now I am a monk, living like a damn monk. It works, you can't just, ya know... a dissipated life, and you gotta stop, I understand that. I don't mind it, because I know the consequences if I don't.

Wesley: OK, good, so this is good he doesn't mind. So this is what you been believing up till now?

Victor: Yeah

Wesley: So this has been seeming like it was the only option available for you.

Victor: Yes, it does work.

Wesley: OK, here is what I did, “up till now” put everything in the past. “It seems like that has been true, hasn't it?” This is starting to loosen the belief again. Now we know there are other options because you are working on them. Do you have a question?

Unknown speaker: (Can't make out what they are saying)

Wesley: I know, this is what I get with my clients, we sit down and we talk and we have this great conversation, and I ask them really strange questions and they go, “Yeah”. OK, so one of the things that I want to point out, one of the basics of doing this kind of work is, you gotta have rapport with them and the second thing is, when I am asking the questions I am really curious. I am wondering, “what's he doing?”

Victor: Yeah, Yeah, I see that.

Wesley: And, I am playful and that is part of what makes this work. Because it is possible to take the

sleight of mouth patterns and really hammer somebody and they are going to go, (raspberry), now get the hell out of my face. Or you can just go, "WOW, you really believe that? That is so amazing".

(to Victor) So first of all we know that other people have different experiences, and you have had better experiences than a lot of them have. OK, we also know that you have begun doing some things. We also know that you seems to be fighting an uphill battle until now, but we don't know what the future is going to be like.

OK, well let me ask you this. How would you know if it was going to be better?

Victor: Well if I keep doing what I been doing, things are going to get worst, because right now I am holding my own.

Wesley: No, No, No, No.... you're answering another question than the one I asked, which is cool, but the question is, "How would you know if it was getting better?"

Victor: Well from what has happened in the past, if I continue to do what I am doing, I am increasing in health and energy.

Wesley: OK, so then you are already on the path of improvement?

Victor: Oh yeah. Oh hell yeah.

Wesley: Now did you notice that just before I asked him that question was that he was trying to hold his own. Now he is telling me that he is continuously improving.

Victor: Yeah, yeah I guess.

Wesley: Does that feel better to think of it that way?

Victor: Yeah

Wesley: I am not going to let you keep those thoughts and feelings, you know.

Victor: It's working

Wesley: No, you can't have them man. It's like nah, nah go back to the old stuff cause you were like fighting so hard for it, and I don't want you to have the new one.

Victor: You know I still got to work at it, I mean this isn't easy.

Wesley: I didn't ask you about that part.

Victor: OK, then what are you asking me?

Wesley: The possibilities.

Victor: Oh, the possibilities are endless, I know that. I just can't stretch my mind fast enough.

Wesley: How far out do we need to stretch it?

Victor: Way out there. (Laughing)

Wesley: (physically grabs Victor's picture and moves it about 12 feet further out in front of him) OK, we will lock it in place now. You have to carry it that far out in front of you now. (to audience) Now did you notice the change in his voice when I just did that? I went out and put the picture out there, made a motion with my hand and made a clicking noise, and locked it in place. Then all of a sudden his voice changed. His face changed, his color, of course, is nice and bright. Which is an indication of Alcoholism. (Group laughter)

Victor: Oh thanks. So then what are you saying...

Wesley: What am I saying? That you are actually starting to believe in a different way.

Victor: Hell Yeah. Absolutely.

Wesley: We have affirmations.

Victor: Yeah, I mean I could be better.

Wesley: So then you know you could be better, and you know you are doing things to get yourself to that place. So it is almost inevitable.

Victor: It's inevitable.

Wesley: That's it.

Victor: I didn't think of it that way, inevitable.

Wesley: I mean if you keep doing all the things that work, you're going to get there.

Victor: I agree to a degree, I mean am still the oldest guy in the room, I am not going to be the youngest guy.

Wesley: Except in your attitude? Maybe? Possibly?

Victor: Oh yeah for sure there.

Wesley: You know the thing about this is, now I don't know if you ever heard this or not but....

Victor: Attitude is everything?

Wesley: You're as young as your spine is flexible is what they say in Yoga. The youthful attitude and you're using your mind and keeping your mind active, and, of course, that gets you ahead of more than

90% of the younger people around here because they are like walking around brain dead. We have all seen people on the street just walking around zoned out.

Victor: You make sense, affirming everything that I do. That I know that is right.

Wesley: I am affirming everything that you know is right, and I am also allowing you to take all the stuff that was counter productive, all the “yes ands”, “buts” and “I don't knows” and all the doubts, and they are starting to fade away completely, now aren't they?

Victor: Yeah, somewhat.

Wesley: Well, OK, we know that you have to keep a little bit, just to have some perspective on some things. Possibly, could be that you will continue to get better.

Victor: I will, Oh, I know I will.

Wesley: And it could possibly could be that you aren't going as fast as you want. Could possibly be that you won't be 20 years old again.

Victor: I'll give you an example, I was getting cataracts and carpal tunnel, and I am a writer, and you sure as shit can't get cataracts and write a book and carpal tunnel on the computer. So I had to eliminate aspartame. Diet coke, Diet pops, all diet things. All I can drink is water, but my eyesight is coming back and the carpal tunnel is going away. I'm reversing it, but I got to eliminate, eliminate, eliminate. Diet drinks, the fatty food, I can't eat at McDonalds any more, I can't stay up late any more, I can't party any more, I can't smoke any more and I sure as hell can't screw every woman around. Damn, yeah, you gotta stay disciplined.

Unknown Speaker: Are you dead ?

Victor: Well I guess I am, but I really am not. I'm like an Olympic athlete. You gotta stay with the program. You get off the program and you go down hill. I don't have any reserve left, I gotta stay with the program.

Wesley: Now wait a minute, So then you just can't go out and enjoy toxic substances any more? So, you can't just stay up all night, like you used too. So all the women in the room are safe now? Because you're picking and choosing much more carefully.

Victor: Quality time.

Wesley: Sounds to me like you are getting to a place where it is better.

Victor: Yeaaaah, I guess. (Group laughter and clapping). It is better, I am more aware. I'm not blaming, Wesley.

Wesley: Not any more.

Victor: I agree with you.

Wesley: Thank you, thank you. (Group still laughing) Please give him a hand. So who else would like to stand up here and have the best time of their lives?

.(Someone in the audience asks about training a dog)

No, I don't do dogs. OK, so come on up. OK, so what you can do is pretend you have a limiting belief, and we can play. So alright you got a belief that has been holding you back? What might that be Mark.

Mark: I think that I have to have everything organized and completely put away, completely categorized and resolved in my work space before I can be productive.

Wesley: Isn't that true? I mean that it's like you couldn't have a pencil out of place and still be productive. You couldn't have a drawer partially open and still get any work done. You couldn't have a piece of paper a little bit at an angle and go do something worth while, and if you were talking to someone and a pencil was out of place you go....(making noise)..there you go.

Mark: Well it kind of bothers me.

Wesley: Well it kind of bothers me too, ya know. (to audience) So, at this point he in not real happy. (Group Laughter) Because the first thing I did was agree with him, and he's like going, "Aren't you supposed to tell me no?"

Mark: That is exactly right, that is what I was looking for.

Wesley: OK, so what I did was shock him out of his normal mindset. He is not where he expected to be, and one of the things that I do with my clientele when they come in, and are so focused, they are hypnotized on their idea about what is wrong, what's going on, their limitations. I want to blow them out, I want to get them off balance and start to shift how they are thinking about things.

Usually the first thing I do is, I compliment them on their ability for doing the problem. "You're so good at that you know. Why are you complaining, you're a good smoker, I don't remember to do something 30 times a day!" I'm just going, "I wish I could do that". OK, so the other thing that I did was exaggerated the fact. Well, we know that he can pick up the phone if the pencil is not in the right place or something. He's like "of course I can". He knows that, but up until now it seems like he has to have *everything* organized. That was something that was in your mind, right?

Mark: Something in my mind that I had to have this set of things done in order to behave in this manner.

Wesley: As limitations go that one is cool. I like this one, everything has to be this way, or I can't do that. It's like I've got a lot of work to do.

Mark: It's like a lot of holding back.

Wesley: How do you remember to have those thoughts and feelings so that you have to have this done before that gets done, this comes up, and says," hey, you need to do me."?

Mark: Well I just walk in and see things out of place and it reminds me to do the same.

Wesley: OK, So here is the deal, this will solve his problem completely, you walk into your office and close your eyes, and do everything by touch and you won't be able to do a thing, but you will be able to get everything done because you won't be able to see the stuff that reminds you to be stuck.

Mark: That is true.

Wesley: You know the other thing that you can do is like... I want you to make that image in your mind again, OK now lift it up here (gesturing to his upper left) OK, now when you see it up there, does it seem like there is a little more potential for changing the picture?

Mark: Watching myself do things and stuff.

Wesley: Up till now, you have had that thing where you walked into the office and you saw something in your office and it said, "Hey, you got to do things exactly right or it doesn't work", and you had the feelings that went with it?

Mark: Oh yeah.

Wesley: No kidding, huh? OK, so when did you learn to do that? How old were you then?

Mark: Wow, I was pretty young.

Wesley: Pretty young, huh? Have to have it all arranged in order for you to eat?

Mark: It was way back, when I was four and five.

Wesley: So what just happened was, when did you learn to do that?
I am going to step out of the mode here for a second and talk about what I'm doing.

Mark: Sure go ahead.

Wesley: OK, thank you, what that did was, first of all is I implied that he learned this. So now he can learn something else. Cool, huh ? The second thing it did was get an age regression. Going back in time, "Well", he was thinking, "when was it that I did learn it?" He went through a fairly long search, to determine when it was. When he goes back there, it had something to do with eating candy. Now from an adult perspective, how does that fit with your office and stuff that is right there in front of you when you walk in? Eating candy, that is?

Mark: Well it is not eating candy. It is, how I ate it. I know this is nuts, this is crazy.

Wesley: Not for me man, this sounds sane you should hear what some of my clients tell me.

Mark: I remember when I was a kid, if I didn't have like certain candy bars in my room, I wouldn't want to do my home work. I would like chomp on candy bars to see myself do my home work.

Wesley: OK, you've heard of Renee Descartes, the philosopher, who said, "I think therefore I am" He was a 17th century mathematician, writer, and this kind of thing. He was famous to some people, and he had to have a rotting apple on his desk before he could write. He had to smell a rotting apple or he couldn't write. He was literally unable to do any writing work. I just had this image when I hear this I was just thinking

something like, "Monsignor So and So wants me to write a treatise for the church but I can't, because I have to wait until October when the pippins are in, because we don't have any apples now and I can't write any thing". Yeah, famous people do this stuff too. So you have a genius that did the same thing in terms of the structure, so you might as well admit to yourself that there is a genius in you too.

Mark: OK.

Wesley: He is following that but he is not buying that completely, because he knows that he can compare all the stuff that he did with genius, and that doesn't work. Now this is a great strategy, let's think about the things that we did before, that sucked and then decide if we can do something. It's familiar right? So what would happen if you (making swishing sound) reversed it? Then thought about all the things that you have done successfully, including tying your shoes. You know how to tie shoes, right? Including putting them on, and then driving from one place to another, and you got there successfully, and every time you made a mistake and learned something from it. If you thought about all the successes, literally hundreds of thousands of successes in your life. Then thought "there is something else I need to do here". Does that seem to make it a little bit more plausible? That you can just go and kick a little ass and take a few names? You know to get things done.

Mark: It seems more doable.

Wesley: Yeah, OK, so what is going to happen when you walk into your office next time?

Mark: It won't bother me as much. I can just go and do my work.

Wesley: What is it with this "AS MUCH" thing? "It won't bother me as much, I got most of the pain gone but I've got to keep some of it for some reason".

Mark: That's true. (Group laughter)

Wesley: What's the pain for man?

Mark: What's it for? Because there is a belief that says it's wrong.

Wesley: To have the pain?

Mark: Oh No, there is a belief that says the way I have it set up is wrong. That is the belief, that it is set up in the wrong manner.

Wesley: OK, so what's set up in a wrong manner?

Mark: The process in which I go about my task, the way I go about the organization of it is wrong. It's

like it is wrong, wrong, wrong.

Wesley: According to whom?

Mark: My own judgment.

Wesley: OK, since it is your own judgment, that it being done wrong, and since it causes you pain...and does it get in your way of accomplishing things? (Mark nods yes) Then just get rid of it, it's yours. (Making swishing sound again) Gone. If it is your fucking standards, change them. (Group Laughter) What is the deal? "I decided I made myself miserable, I'll never be able to do it right. That is a great belief. I think I'll keep it the rest of my life." You thought that did you?

Mark: Yes

Wesley: My, I don't think that felt very good did it?

Mark: No, it sucked.

Wesley: You know, the unconscious mind is simple, At one time it made sense to think that. You made a decision and you never rethink that since you grew up... until now. So you think that you have to think a little bit wrong for yourself to be motivated to do the things the way you want them to be? Can't you just go get things done and find out the world is just a more wonderful and complex place instead of making little boxes that you have to fit into? Does that make sense? Because that is a piece of real hypnosis there.

Mark: Definitely

Wesley: But it makes a whole lot of sense...for you...to remember unconsciously that from now on, when you walk into your office you can have the new responses.

Mark: I accept them.

Wesley: I accept (In a deep voice) and you get to have them in other places too. Ahh, the stricken look on his face. (Group Laughter) "I can have this somewhere else? I don't have to have this 'feeling wrong' everywhere else?" No, you don't.

Mark: I wonder why I even set it up in the first place.

Wesley: Yeah, that is a great thing to wonder. There have been academic studies, "I wonder how I how this ever got started". These are like really great things, like people you know who do puzzles, some like to play video games and some people just go, "I wonder why I did that this way. Yeah, that was really stupid and how *did* I do that? I could do a time regression, I could regress to the time to find out when it happened and write it down and say, 'Yeah, that is where I was mess up for a while.'"

You could have that!

Mark: But that is worthless.

Wesley: Oh, OK. (Group Laughter) It really didn't feel very good on my hand either. (Wesley had grabbed and moved Mark's picture) Now, I know that there is another belief that you have. Which is, if you just told yourself that everything would work out the way it is supposed to, that posture can change on a moment by moment basis. So there are things that used to be nuts but are gone now?

Mark: Yes

Wesley: Ok, so what did you put in there place?

Mark: Umm, I have space there.

Wesley: Space to lease?

Mark: Space, to do something there.

Wesley: Space to do something.

Mark: Where as before I felt full.

Wesley: God, that must have been awful. Carrying that kind of weight.

Mark: Yeah, it was. It was choking.

Wesley; I'll tell you what! Some times my clients do not like my ideas, and that is appropriate for them. If you want, we can put it back the way it was if this isn't what you want to carry that for the rest of your life and have it be better.

Mark: No, I don't want to take it back.

Wesley: Oh, OK, I can put it back if you want me too. I know how.

Mark: I'll stay where I am at, right here.

Wesley: I hope not, did you hear what he said? I'll stay where I am, this feels good. What about taking the next step and the next step?

Mark: That is true.

Wesley: I mean here is a man who knows how to run away from blow torch but he hasn't figured out where to go to what feels good. Not quiet yet. Look at the goal. Blowtorch behind you. (to audience) And he is like "turn it up, turn it up. I'm going, I'm going". But, where are you going? How old are you?

Mark: 39

Wesley: 39, OK, so I am older than you, so from my perspective as an older guy, I think you should be

pointing in a direction that says ecstasy, ecstasy.

Mark: Now that would be nice.

Wesley; Let's plan on that. Turn on the ecstasy buttons. Here's the deal: when you get up in the morning do you plan on having ecstasy in your life every day?

Mark: No, not really.

Wesley: "I gave that thought up." (Group Laughter) Just a thought.

Mark: My belief was that I thought that I didn't think that I could have a great day everyday. That something has to be bad. To offset one thing, you had to take the good with the bad. Which is another belief, which is how I am answering the question.

Wesley: OK, so you had some good stuff today, now where is the bad?

Mark: What's that?

Wesley: You had some good things happen today where is the bad? You want me to step on your foot or something so that you can have to good stuff?

Mark: No I had the bad already today!

Wesley: Oh, OK.

Mark: I grounded my truck into a curb today.

Wesley: (to audience) Doesn't that not make a lot of sense? That grounding the truck into the curb has something to do with letting go of all the stuff he let go of this evening? Because now the universe for him is balanced! You know Pain and Pleasure. "I had so much pleasure today I gotta get some pain. If I can't find any I'll make some". Now notice the structure of this Mark. Now notice the structure. You went back in time to find something.

Mark: Yeah, I did.

Wesley: "Yeah, I did." Here is the structure of the belief. He's got to have it balanced, so he finds something to make it balanced. Now I, on the other hand, I go, "Shit, I ran into the curb with my car, and I am having a good time tonight. Thank goodness that stuff is in the past". See, I don't balance, I just go through life and stuff happens. I can enjoy myself, as much as I can enjoy myself. Maybe you're balanced in the yin yang things, but how do we know that good feelings aren't really bad, and bad stuff that happens really isn't good? In some other dimension? And in another dimension you really don't have a sense of what is good or bad? Or what is bad or good is just a matter of someone else's measurement systems, and you made that up? Because you decided at some time what good or bad was. Those are value judgments. You couldn't even get a pound of good or bad and it put on a table or anything.

Mark: That is true. I couldn't weight it out really.

Wesley: I couldn't either and I tried.

Mark: I am going to let that go.

Wesley: OK, so when you have tell me.

Mark: OK, pretty soon.

Wesley: (Wesley grabs his picture and moves it out 10 feet in front of him) Is it any easier when you got it out here?

Mark: It's like right here.

Wesley: Yes, it was. So what I want you to think of a time when you decided to go after something that you wanted, you put the energy into it and just made it happen. Now (making the swishing sound) make that really big and (making a clicking noise) stick it right in there, in the place where the old belief used to be. Now just let the feelings be there and let the content drain away so that you got that right in front of you all the time.

Mark: (Laughing)

Wesley: Just as a filter for the rest of the universe.

Mark: OK, I like that.

Wesley: All right, now how is that going to affect you tomorrow?

Mark: When I wake up.

Wesley: OK, now what about the whole rest of the day?

Mark: All day because it is right here. (Pointing to where ever that is)

Wesley: Yeah, OK, so now, five years from now when you look back from the perspective of having that right here (Pointing to where ever that was) every day, day in and day out, over those last five years, how was it, was it good for you? He's going, "Ahh yeah!"

Mark: Oh my God (Group is laughing)

Wesley: Well, you know that since you are feeling that now, it's going to get better those next five years. Then, of course, there is the next five, and this goes out quite a ways.

Mark: All right.

Wesley: OK, So I bet that when you were a kid you never really wanted anything really, really, strongly.

Mark: I have. ...

Wesley: Ok, So I bet that when you were a kid you never really wanted anything really, really strongly.

Mark: I have

Wesley: Then you know what that feels like right?

If you took that and went (making swishing noise again) and brought it in really close and really made your self feel like that again, and inside of that put evolution as a human being, making your life really worth while in every possible way. I'll bet that you might find your self really going after that. Now after you've done that, looking back over the last five years now.

Mark: Yeaaaaaaah.

Wesley: Ahhhhhhh, Yeahhhh. Think we got him hooked guys? Look at the color in his face. Now of course what happened was I went off in another tangent, because I didn't want to keep doing what I was doing just for the purposes of demonstration, he's up here and he's a human being and I want to do something nice for him.

Mark: Thank you.

Wesley: You're welcome. So I am throwing in some other things, but you will notice how much his belief structure has changed from just talking to him. We are just having a conversation.

Mark: Absolutely, that is all it is.

Wesley: And, I'm just playing, you're having a good time, and I am coming from a place of being really curious. "How do you do that? You believe *that*?" He just shifted his body towards me and I can tell we have good rapport. Do you feel like I care about you?

Mark: Yeah

Wesley: So then, part of the attitude I have is about caring and really holding him in a very caring place, if you would. So then, it makes it easy for you to listen to me. So I'm throwing out all these words stuff and you say "You're really nuts". And I say, "Yeah!" He goes (noise like sniffing) I don't have to do that dumb stuff any more.

So then, I don't want you to walk back to your chair any quicker than your unconscious mind, you know the one in the back, which makes all the best and most positive decisions for your life. Takes and assimilates all you've just learned in such a way that it becomes the very solid foundation from which your next step is forward is into your new life. In every aspect of your life and in which it is appropriate for you to keep changing, SO THAT you can have these good feelings, and these motivations in every aspect that is important to you. If you noticed that his expression changed when I said that, it's going to apply to everything??? Whoa!!!

So now you can walk back exactly at that speed because I know you're in a trance-formatational state

and can take a suggestion.

Mark: Absolutely, I am open.

Wesley: That's right.

Mark: Thank You.

Wesley: Thank You. (Group applause) Give Mark a hand. So now, is any one saying, to themselves “I wish that I had volunteered?”

Who else would like to play and have something changed? Oh, come on up, and have a really good time. Your name for the tape?

Patricia: Patricia Garret.

Wesley: Patricia Garret, Thank you very much. So do you have a belief Patricia, that has been limiting for you?

Pat: I have a habit.

Wesley: Oh really, a habit of believing what?

Pat: That I am a clutter person.

Wesley: A clutter person? I want to introduce you to the fellow over there. (Mark) (Group laughter)

Pat: Oh No !!! Tell me we are opposite.

Wesley: See the balance of the universe has been preserved. Would you mind taking a step forward Pat? Thank You. So you believe that you are a clutter person? Pat: I know that I am.

Wesley: OK, so, how do you know that?

Pat: If you walk outside with me to my little Blazer you will see the clutter inside.

Wesley: Ok, so that is a good reason. If I saw anybody with a cluttered Blazer, I would think they were a clutter person. Except for one day if they had clutter because they just didn't have a chance to clean it up. Ok, so I will believe you. So how do you maintain that.

Pat: (laughing) I don't.

Wesley: Then things get cleaned up and are orderly a lot?

Pat: Um, No

Wesley: Well then, you had to maintain the clutter thing.

Pat: That's right, yeah.

Wesley: (to audience) You know the response to that was really pretty cool, she was searching and going, "well how do I... no, no I must not be..." So you believe that you are a clutter person because in your car and your house you tend to put things down, and clutter just builds up. So you don't know where things are?

Pat: I know the general area.

Wesley: So if you wanted to find something you could?

Pat: I know the general area of where it is.

Wesley: Ok, so one of the definitions of being organized is being able to find whatever it is you want to find. It doesn't matter if it looks orderly or not, if you know where it is. As a matter of fact, there is this great W.C. Fields movie in which he is working for this company and he has his desk packed three and a half feet tall with papers. They say we need this Magillacutty file, and he goes, "na, na, na" lifts up the pile, pulls some papers and says, "Here it is." Then he sticks it back into the same place when he is done. So he knows where it is. So then they fire W.C Fields, and they are looking for files and important papers, and they can't find anything on his desk, so they had to rehire him at a higher price. When he goes back, and they say we need such and such, he goes over to his messy paper piles on his desk and says, "Someone has been here going through my papers. They got them all out of order". He pulls it out and hands it to them. So I am not sure I can actually share your belief, that just might be a limitation on my part. Although I am sure there is clutter, I am sure that within the clutter there is organization.

Scientists types who came up with the chaos theory, found if they put a vibration into a rod, that is would vibrate and make symmetrical wave forms, and as they increased the energy input at one point it would get chaotic. Then they would put more energy into it, and it would come back into a symmetrical wave form again. And, what they found was that they could predict when the chaos would happen. So they made a study of chaos and chaos theory. Now I am going to step out of talking to you and talk to them for a moment.

Pat: OK.

Wesley: So one of the sleight of mouth patterns is metaphor. What I am actually doing in the metaphor is giving her another way of understanding clutter, as a different kind of organization. Does that make sense to you? So what we are talking about is you're organized in a different way than what you had considered, up till now, to be optimal. OK, when she said she was a clutter person, she didn't sound proud and happy. Or that it was sort of like an accomplishment that she had made. So shall we bring the bulldozer over and push everything over, and start over again? Or, do you actually want to be organized in a different way than you are now? OK, can I take a poll here in the room. Who here believes that she has a strong motivation to be organized differently? Like there is a burning desire or anything. "It would be nice", I hear this from my clients all the time. "It would be nice if I could stop smoking, it's been kind of unpleasant". I'm not hearing this as, "I'm *going* to do this,

damn it!" (to Pat) Am I in trouble?

Pat: No

Wesley: Just checking. So then, you would kind of like to change it?

Pat: Yeah.

Wesley: There are some advantages to doing that. OK, then at the risk of going off track again, what would be preventing you from doing that?

Pat: What? From me being organized?

Wesley: Yeah.

Pat: Umm, I have a lot of activities, a lot of interests that are a lot more interesting than cleaning house or picking up clutter. I mean it gets picked up.

Wesley: Oh yeah, it is sort of like, the way of things I think. It's Anderson's law of clutter. They come together, they scatter, they get picked up, they scatter. So, how would you like to be better? If you had them organized and picking up things more regularly?

Pat: I think that it would create better energy.

Wesley: How would you know that? That better energy was happening?

Pat: Umm, I could feel it.

Wesley: OK, then there would be some feelings. Have you ever felt that before?

Pat: Yeah.

Wesley: OK, so then what does that feel like?

Pat: It feels like my sisters house.

Wesley: Ok (Group laughter) (to group) I don't know what that means but she does.

Pat: She is like a clean freak.

Wesley: I don't know what that means either, but she does. She loves to clean, so you want this feeling of your sisters house? OK, so what would happen if you took that image of your sisters house and went (making swishing sound again) make it big and bright and closer? Ohh, that would feel good wouldn't it? All she wants is the feelings, she doesn't want to pick things up.

Pat: (laughing)

Wesley: Listen to what she is saying. "I want to feel a particular way." You have a feeling for the way your sisters house feels, and you take those images and you start to amp them up and you go, oooh. That is nice isn't it? So I touched her on her shoulder to anchor that, I don't know how good an anchor I got but, she smiles when I touch her there now. Which is a nice thing. So you want to have the feelings....

Pat: And the organization.

Wesley: Ok, so how would the organization be different? What would that do?

Pat: I wouldn't buy two outfits or two pairs of shoes that are identical.

Wesley: So what she is telling us, what wouldn't happen if...

Pat: Yeah.

Wesley: So when those things are not happening, what would be happening? How would that be more positive for you?

Pat: Umm, I would just be more organized.

Wesley: Well we got from there to organized, but organized for what purpose? What is the positive intention of being more organized?

Pat: You know, the more we talk the more I am enjoying my clutter.
(Group laughter)

Wesley: No, you're not enjoying it enough yet. I mean, if you go buy two outfits that are the same you have an excuse to go back when you return one of them and then you can shop again, and go buy something different. Do you enjoy the process of buying outfits?

Pat: I do

Wesley: Then why complain about it? That's right. When you get two of the same then you get to shop twice as much for the second one. You also never know what you are going to find new when you go back into the store. So there is pleasure in knowing that even though it wasn't the most organized thing to do, you can make it into something really nice. (to group) OK, so here is an example of a reframe. "Going back to the store is a drag because I already had one", which turns into "Ohh, maybe I get to get something new." Does that make sense? So here is an example, three minutes ago it meant one thing, now it means something else, and there is a different emotional response. So she is going now, "I might stay the same because I like the clutter now."

Pat: Actually I don't. What I would like to do is find interest in being organized and house cleaning as I'd be other things.

Wesley: Never happen, Darlin', and I'll tell you why. (to group) Now what she had said was, "I want to take as much interest in cleaning house as I do in all these other activities. As much interest as in

mental and other stimulation, because when I'm doing those things physically I am enjoying myself, having all this energy in my life. I want to feel that good about house work and get back the same amount of pleasure". I don't think so! That is why I said it would never happen. Here is a conflict in her values. She values having things organized a little bit, she values going out and doing all these other things a little bit more. Ok, now if I took organized and made it more intense than the other one. Now look at her face when I do this. (physically switching image of "being organized" with "activities") If I did that she is going to go, "that's not right." So she going to say, "happy house cleaning? Something seems wrong." (to Pat) That is more like it, isn't it? I just switched things with my hands again for those listening to the tape. OK, so why don't you consider, although there are a lot of things that you do, you have a crowded schedule, that you could put a little bit more value in organization. Just a little bit more, not much, and have things come together around the edges and some of the stuff that has been just clutter in your mind. Put them into piles instead of scattered. That might actually be a little more efficient for you, and you might even feel good about knowing that the closet stuff got hung up, and you can say, "Oh yeah, that is not organized". That is just memory isn't it? The fact that you brought two of these and you liked the first one, you may as well admit that you got a blouse that you really liked. A lot of times it's not so easy.

Pat: (Laughing)

Wesley: It that not an ok thought?

Pat: Yeah, that is an OK thought.

Wesley: Well you can keep it or not, I don't know. Does that make a little bit more sense? To just start playing around with. Just playing around with the piles instead of quite so scattered. Picking up a little bit here and a little bit there. As a matter of fact this might be a little bit easier to do this unconsciously. To the unconscious we go walking through this, and pick up this, and that, here and there, because I am walking that way anyways. You could do that. OK, then you might find that this is a really good exercise to stretch and bend down and pick something up.

Pat: I have a child in my house picking up stuff.

Wesley: There you go.

Pat: Are we done, it's been 20 minutes.

Wesley: Well its only 20 minutes. How many people do more than that? One guy, yeah, he's got a goal. He is going to be in the next Olympics, I think. So you thought that you had a limitation but it really was a habit.

Pat: Yeah.

Wesley: And, the habit was limiting you how?

Pat: Organization, it was my organization.

Wesley: Did it? What?

Pat: I'm listening, help me out here.

Wesley: I'm just checking, it was limiting your organization which actually allowed you to feel like your sisters house. Which is a good feeling you know. Have your sister come visit for a week every so often. She'll clean things up, she'll have too because she couldn't stand the other. Have her come visit every so often.

Pat: She lives so far.

Wesley: OK, so who do we know that is a clean freak that we know that we can get to come visit Pat? Does anybody have a client that is a compulsive cleaner? (Audience comments that I couldn't make out) OK, here we go again, husbands are not allowed to volunteer wives. The wives have to volunteer themselves. It's the rules. That is organized, just cluttered you know. So you actually have a different kind of organization like W.C. Fields did.

Pat: I do, but it doesn't look good.

Wesley: It doesn't look good but how does it feel?

Pat: Sometimes it feels like a little stagnant.

Wesley: So I am wondering, in the sense of this stagnant energy, you think that it might be time to do some picking up?

Pat: Yeah

Wesley: That is actually a signal, an unconscious signal to get things shifted out, on all levels. So donate some clothes, change your mind, have an epiphany. Creative thoughts, Ahh, I gave away my jacket, now this creative thought just popped into my head. Well, why not? Associate them you know. You wouldn't do that, would you? Have those thoughts, creative and donate and crank up the energy.

Pat: Yeah, I did.

Wesley: You did?

Pat: Yeah

Wesley: Let's take a few steps forward again. You know how sometimes people don't like to be in the spot light.

Wesley: I need to turn around because I almost have my back to the audience here, while I am looking at you, so I'll stand over here then, you can see her better now. Gosh this feels different. I am totally on the other side of you. I am standing on that spot where all that clutter has been living. Charlie (the meeting is in his house) the clutter is yours now. So, I seem cluttered now?

Pat: You're standing in the clutter spot.

Wesley: I'm standing in the clutter spot. I guess I better move. OK, so your standing in the more organized spot.

Pat: I feel more organized standing in this spot

Wesley: So you are more organized here?

Pat: Yeah.

Wesley: And, you are more cluttered here? So does clutter like organization? Does organization like clutter? Have they ever done anything at the same time? So they have never been together at the same time? Until now, because I know there is some clutter here and organization there. So you can put this here and that there and you can integrate them in the middle. (Wesley gestures with his hands as if bringing the two together) You know when you do, that you have the ability to make another kind of choice. A choice which feels best in terms of which things to pick up when you shift the energy by getting the stagnation out. Also organize yourself in a way that things look a little better than they have in the past. Does that make sense to you?

Pat: Yeah.

Wesley: OK, do you have to stay cluttered the way you were? Are you going to?

Pat: No

Wesley: Am I done? (Audience claps) I am not standing in that spot (the clutter spot) I tell you. Well, OK, vacuum it up whenever you vacuum. So, I don't know how she did that but when we shifted places, she actually stepped out of what she had been feeling stuck in, and left it in the spot. Which is an interesting thing to do. Yeah, it actually stuck there for you and other people will actually walk around it. So any questions now?.

Unknown Speaker: (Cannot make out what he said)

Wesley: The answer to that is twofold. The question is: How do I know what to do? How do I know what to say, which direction to go conversationally? The answer is, I don't! Not consciously, anyway. Part of what goes on is, I ask questions and I have some ideas about what I am going to ask, and some of procedures of where to go. People who have had NLP training have heard of the meta-model. One thing about the meta-model, in the book *The Structure of Magic*, you'll notice none of the transcripts have any endings because the meta-model just gives you more questions you can ask. You can keep going with the meta-model forever. What the meta-model does is get people more to be specific. It gets them to thinking about *how* they do things.

“How did you know to do that?”

“What was going on that let you know it was time for that?”

When did you first start it?”

Those questions get people to start thinking about what they've been doing and thinking differently. They have to literally disassociate from the problem state to consider what it is they been doing and how they been doing it. Well, that starts changing it. Another thing is that I really get curious about stuff, and so I wonder, "How did she get cluttered, what was there that was preventing her from stepping out of that spot, and leaving it there forever now?"

Her future will be improving now. That last couple of sentences is just hypnosis stuff.

(to Pat) You know I *am* a hypnotherapist and I get to make suggestions for your mind.

Another answer to the question is when you learn these patterns, and the way that I learned them was by practicing, pattern after pattern, after pattern, after pattern of the sleight of mouth patterns. Just practice them. I would just pick one and every time I had a client, I would use that pattern with something. Whether it worked or not didn't matter, because the learning was when the pattern was working well and when it wasn't working well, and how well it worked, and what it didn't work well for. So I played with that information. I have been doing it for a long time, so just like anybody else who has developed a skill, when you get to the point where you're not thinking about how you are doing it and you're just doing it. How do you drive? There are a lot of complex things going on in driving and we don't keep track of them consciously.

Let me go back and see how I knew to ask something. Ok when I asked Mr. Gibbons there, "Has there ever been anybody your age in a better place?" That maneuver specifically enlarges the frames. As in, "out of the whole universe are you the only one?" No, there are people who've done it. The purpose of that is to give him the ability to enlarge the frame of possibilities. Another pattern that I like, is if someone says something like, "when ever I miss lunch I have a headache." If this, then that...always.

There is a little pattern you can take them through, in four short steps. You say, "Has there ever been a time when you missed lunch and you had a headache? Has there ever been a time when you missed lunch and you didn't have a headache?" The person will answer, "Yes". So they have had a headache with lunch and they have not had a headache with lunch. Has there ever been a time when they didn't have lunch and didn't have a headache? "Yes." Has there ever been a time when you had lunch and did have a headache? "Yes." Is it true you always have a headache when you miss lunch. "No." It's not always true, but could be sometimes.

Those four positions there are described in formal logic. There are the thesis, antithesis, mirror image reverse, and inverse. I don't know which is which actually. Maybe that is not important to me, but if you take them through all four steps, it will actually blow out the generalization, so that they will have the ability to say, "No, it is not always so. There maybe other possibilities".

So, here are some of the things you have to do, listen for the words and you'll realize there is that particular pattern. Then you can play with it. I'll now recognize a pattern unconsciously sometimes, other times I will get more specific aware consciously. So, I'll play with it. I'll turn it around. I make a joke out of it, exaggerate, which I did with you (Mark). I started out with you by telling you, that you were stuck. I was pacing your reality, your conscious reality. "Oop, Naw, you're never going to change that, you're stuck".

What???

He was expecting me to say something like, "It will be all right, we'll help you". No, none of that crap. The idea is to get in rapport with the place where he felt most stuck, then we can really run and play with it. I had a client that came in and sat down in my recliner. As she walked in and sits down, I started to hyperventilate, and said to her, "You're not going to hurt me are you?"

She says, "No. What are you doing?"

"I'm hyperventilating."

She says, "I was going to do that."

I read her body language and I knew she was scared, and she was getting ready to go "Argh!!!" So I did it first. I was pacing the part of her that was scared, mirroring it back. *She* had to deal with it, and it calm me down. It flipped the situation and she as able to have a great session then.

Mark: (can't hear what he is saying)

Wesley: OK, there is a book, *Mindlines, Lines for Changing Minds* by Michael Hall. You can find that at www.neurosemantics.com. Robert Dilts who modeled the sleight of mouth patterns, initially has a book out, *Sleight of Mouth*. Last time I looked it wasn't available through www.amazon.com. His web site is www.nlpu.com. That book costs something like 35, dollars. I ordered the copy but they never sent it to me, I guess my communication skills were lagging that day. They never charged me for it, they never mailed it. It got lost somewhere in the NLP university. So I got it at Amazon.

There are 17 patterns of linguistic patterns of naturally occurring linguistic patterns. These are patterns that we use anyway. They have just been categorized so that you can use them and learn them in a systematic way. There is nothing in them that is very different than common language patterns. Actually Connierae Andreas added another pattern to the slight of mouth list, which is reversing presuppositions. For example if I were talking to Pat, "So tell me how does being disorganized, and cluttered make you feel like your sisters house, and make you have those good feelings?"

Yeah, that is OK, Pat just spaced right out.

Pat: (Can't hear her reply)

Wesley: Actually the answer to the question is your response: it spaced you right out. So how has the clutter in your life made things more organized for you? It hasn't? OK, and sometimes you can reverse a question and a presupposition and their brain will fry for a while because it is the opposite of what they thought, but they will come up with an answer. A good example of this is a woman I know whose perennial issue is being disorganized. I've heard her complain, "I didn't get organized for this and I didn't get organized for that."

I keep hearing, "I want to be organized, I want to be organized." So one night she said that and I looked at her and said, "Don't you think, that you deserve to be perfectly disorganized at least once in your life?". She looked confused, and said, "NOOOOOOOOOO!"

The notion of “deserving” is integral to her model of the universe. The idea of being perfect, and wanting to do it perfectly is integral to her model of the universe. What I said really upset her thinking process. When I said, “You’re not even perfectly disorganized. Don't you *deserve* to be perfectly disorganized just once? Smoke started coming out of her ears as she tried to process it. Now she reports to me that with that one sentence, and the whole setup that went with it, really did shift some things in a very positive way for her.

That is reversing presupposition, just presuppose what ever it is they complain about is getting them what they said they will get if they didn't have it any more. Connierae Andreas has an *Advanced Language Patterns* tape set for sale at NLP Comprehensive, in which she describes reversing presuppositions.

The mind lines book by Hall has a few more patterns that he has added in addition to the classic 17 or so. I would begin to emphasize that the way to do this is to be playful, be curious, be in awe of the person you are with and be like, “WOW, how are they doing this?” Watch how they are responding to the questions. I watch how their eyes look at a specific location. I look for their internal representations, and the various states they go into, and with that information I am able to shift pictures around. I grab the pictures with my hands and move them. If you notice how people do things, like for Mark, moving things away lessens the intensity for him. So if he has something right in his face and it is overwhelming, he can move it out 20 feet and give himself a little space to get things done and then there will be a set of choices that are more profoundly useful for yourself. Any other questions?

Unknown Speaker: (can't make out the mumbling)

Wesley: Oh, he was making pictures down here so it was a synesthesia. He was making pictures while displaying kinesthetic eye accessing cues. Another thing is that if you shift the picture from the kinesthetic to the visual he has a lot more flexibility than he does down there in the kinesthetic. He's been stuck in the visual, so if you move it into another system then that, by definition, is going to give him more flexibility. This is one of those things that are really mechanical but has a really nice, powerful affect.

Unknown Speakers: (Something about moving the eyes in a set pattern to induce a positive change.)

Wesley: Yeah, actually the tic, tack, toe thing is really another nice way of reorganizing a representation. In this case he is giving me visual predicates, he is looking down. So let's move the representation up.

Unknown Speaker: (can't hear)

Wesley: OK, you were looking down, so you were neurologically accessing feelings and you were using visual predicates. Which meant that you were looking at a picture while looking down. So yes, you can have images anywhere. Yes, they are strong because the feelings are there too. When you mix those two different modalities together, the person will see/feel the mental representation as a single unit. Then the person is going to have a whole lot less flexibility in that particular situation. I was having a conversation over lunch with a friend of mine about just this topic. He was telling me this story about a woman he met briefly who he still felt a strong attraction to, and that was 15 years ago.. He said that she was the most beautiful woman, etc. He had this one picture representing his whole experience with her. And I said, “Let's take and separate the modalities in your representations of the

woman. Images up high, take the sounds and put them off to the side, so they are literally eye level, and take the feelings and move them down”. So he did that. Then I asked, “So now what do you feel about her?”

He said, “I remember her as being really pretty, and nice but it is no big deal any more.”

That little piece was enough to make a shift for him. In this case it wasn't a big life changing, deep seated, multiple, secondary gain issue kind of event. He had just gotten imprinted on that one particular experience, that one particular woman, a pretty blond as I remember. So there really wasn't too much profound about it, it was just that he was stuck. So we shifted stuff around and boom.

Now someone for like Mark, just shifting a picture this way has a profound effect, but in terms of a complete piece of work, I consider that to be a just piece of a whole set of things that I would be doing. You noticed that at the end I future paced with him, “And all the times and places you will be doing the new behaviors”, and so on, so that he would generalize it into other contexts.

So, I wanted all of them to take everything that they have gotten here everywhere that they go. So have them rehearse it in their minds and future pace it, (to volunteers) which of course you can do very, very well. In hypnosis that is called end point imagery. Other questions, comments?.

(Audience applause)

Wesley: Thank you.

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