

# SELF-HYPNOSIS

**A method of improving your life**

## Contents

I. Fundamentals of Hypnosis .....	1	XIII. Enthusiasm.....	10
II. Relaxation Techniques .....	1	XIV. Building Self-Confidence .....	11
III. Testing Self-Induction.....	2	XV. Stop Smoking: Sample Session.....	12
IV. Principles of Suggestions .....	3	XVI. Lose Weight: Sample Session .....	12
V. Concentrated Attention.....	4	XVII. Self-Confidence: Sample Session I .....	13
VI. Reversed Effect.....	4	Sample Session II.....	13
VII. Dominant Effect.....	4	XVIII. Improve Family Life: Sample Session..	14
VIII. Goal Setting.....	5	XIX. Bonus Suggestions .....	14
IX. Goal Contracts .....	5	XX. Chevreul's Pendulum Method.....	15
X. Self-Image .....	6	XXI. Pendulum Technique .....	16
XI. Habits .....	8	XXII. Chain and Charm .....	16
XII. Waking Hypnosis.....	9		

**YOU CAN CONTROL YOUR OWN DESTINY!**

**Become the Person You Want to Be!**

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## FUNDAMENTALS OF HYPNOSIS

Hypnosis is an induced state of mind, or altered state of consciousness, during which the subject becomes receptive to suggestions. The hypnotic state is induced by suggestively removing conscious awareness to maintain a higher level of concentration. The skilled professional hypnotist supplies instruction of timed intervals to a cooperative subject to create this state of mind.

We experience hypnosis many times during the day and are unaware it has happened. We experience hypnosis when watching a movie or television, when daydreaming, or when driving a car for long periods - and cannot remember certain familiar places we passed. We experience the hypnotic state when we read or get enraptured with music. In other words, we have experienced this delightful state, and we have the potential to create it for our own desired benefit. That is where self-hypnosis comes into play. Instead of having it happen to us while experiencing an event or allowing a professional to induce this state, we induce ourselves in this blissful state and direct our energies toward the ends we wish and desire.

Hypnosis is a powerful tool. When coupled with the appropriate suggestions, it can effect unbelievable changes in an individual. These changes can take on the character of altering bodily functions to changing behavior and attitudes. This book on self-hypnosis is useful to anyone who wishes to redirect and improve his behavior and attitudes for a better and productive way of life.

Once you have mastered the techniques and experience of self-hypnosis, you will have them for the rest of your life - to be used by you and for you, for increased motivation, self-sufficiency, self-confidence, self-understanding and self-improvement. The unique ability to use self-hypnosis as needed on a continuing basis for self-development is strongly recommended.

There are seven basic elements to self-hypnosis that must be mastered:

1. Induced state of hypnotic trance through relaxation.
2. Testing depth of hypnotic trance.
3. Problem area to be investigated.

4. Post-hypnotic suggestions for change.
5. State of relaxation prior to awakening.
6. Awake clear headed and full of energy.
7. Practice daily for approximately 15 minutes (a must).

## RELAXATION TECHNIQUES

In the field of hypnosis there are virtually scores of verbal and non-verbal techniques to induce the desired state of deep relaxation.

Many hypnotists use lights, pencils, candies, crystal balls, swinging watches, pendulums, and other objects. In learning self-hypnosis none of these artificial means will be used. Becoming aware of your own thought processes for self-directed hypnosis is the starting point of auto-suggestion to becoming deeply relaxed. This means to be relaxed in mind and body, to induce the receptive state so effectively created by your own suggestion.

Hypnosis has been likened to the experience of sleep. This, however, is incorrect, for you do not go to sleep oblivious to your surroundings. In hypnosis, a better word would be altered state." For at all times in self-hypnosis you will be entirely aware of your surroundings, will hear outside noises, and will not be asleep. This does not mean, if you are particularly tired when inducing self-hypnosis, that you will NOT slip into natural sleep. For a beginner, this is always possible. With training and practice, however, you will find that you will remain simply relaxed until your practice period of fifteen to twenty minutes is concluded.

## HOW TO PRACTICE

Select an easy chair in your home, one you usually sit in, and one in which you are at ease. Remove or loosen any tight clothing (neckties, belts). Turn off all radios, television, and take your telephone off the hook. It is necessary you not be disturbed. Have both feet on the floor or on the foot rest or hassock of your easy chair. DO NOT cross your legs; this cuts off circulation. Look at the clock. Note what time it is, and then IMAGINE it fifteen minutes LATER. For example, if you have chosen to practice at 6:00 p.m., then imagine

the time is 6:15 p.m. Use your imagination, for you will be doing a lot of this as the course progresses. With repeated practice you will find that in time you will be opening your eyes at the conclusion of your practice period and it will be exactly fifteen minutes later. We have all done this many times without, perhaps, realizing how the subconscious responds to the image we give it. Many times we will set the alarm clock the night before for an early rising, only to waken before the alarm goes off. Essentially, this is evidence of image psychology and how we can direct our minds, even in sleep, to respond precisely.

#### WE RECOMMEND THE FOLLOWING RELAXATION TECHNIQUE

1. Begin every session with **three deep breaths**, and as you exhale, think silently and inwardly "I am relaxing."
2. Close your eyes and feel yourself relaxing from the top of your head to the tips of your toes.
3. Imagine a beam of concentrated light in the very center of your forehead, and as you focus the light on your body, view the parts as completely relaxing.
4. Think to yourself "Any and all outside noise, sounds, and confusion only cause me to go **deeper and deeper** into this state of deep relaxation."
5. Completely at ease, letting go completely, just like floating on a cloud on a warm, sunny day.
6. Focus the light on your toes, feel a tingling sensation there, and think this sensation is spreading across the bottom of your feet and up your limbs to your thighs and your buttocks. Feel your body parts separately, really relaxing, spreading slowly up your back and around your abdominal muscles and up to your neck, scalp, to your eyelids, and then to your facial muscles and entire head and neck. You will now recognize that you are completely enveloped with this great feeling of relaxation.

SEE YOURSELF AS GOING "DEEPER, DEEPER, AND DEEPLY"; use these words as a mental picture.

7. Count backwards slowly from ten to zero; imagine as you start to count that you are stepping onto the escalator and standing with your hands on the railing while the steps move down carrying you with them deeper and deeper. When you reach zero, think of yourself as stepping off the escalator at the bottom. Think of yourself as going down three flights, and with each flight start your count over. When you become proficient, one level will be enough.

#### TESTING SELF-INDUCTION

For the first four or five attempts you should not try to find out how deeply you have gone. It might be discouraging if you learned it was only a very light stage or none at all. Each time you practice you should slip in a little deeper. After the fifth session some tests may be made. Of course, if you are sure you are reaching a deep state after one or two attempts, you can proceed sooner with tests.

- After your deep relaxation exercise, take two or three minutes to **feel heavy**. In feeling heavy, you may imagine yourself as **weighted down**. Imagine your body is made of lead pushing you down in your seat.
- Next, take two or three minutes to feel light. Imagine how it would feel to be a feather floating around in air, or imagine yourself a balloon floating with each air current.
- Next, take two or three minutes to **feel warm**. Imagine yourself in a sauna bath or steam room or out in the sun on a very hot day. Relate to an experience you have had. Your memory and imagination will do the rest.
- Finally, take two or three minutes to **feel cool**. Imagine yourself in the snow or in a cold shower on a cold morning. Again, relate to a physical sensation you have experienced before.

Following your four explorations of heavy, light, warm, and cool, next give yourself a few suggestions regarding how you want to think, feel, act, and react that day. If you are practicing at night, give yourself a few suggestions on how you wish to be the next day.

These exercises are a training set to help you condition your mind and body for auto-suggestions. The more you practice the better you will become. The better you become the deeper your trance will be. The better your trance state, the more effective your suggestions will be. When you become proficient at these states, you can eliminate them from your daily session as you will automatically go into a deep trance ready for your daily suggestions.

## WAKING UP

Count to yourself from one to five, and at the count of five you will open your eyes; you will be fully awake and clear headed.

"ONE, slowly, calmly, easily, and gently returning to my full awareness once again.

TWO, each muscle and nerve in my body is loose and limp and relaxed; I feel wonderfully good.

THREE, from head to toe I'm feeling perfect in every way.

FOUR, my eyes begin to feel sparkling clear, and just as though they were bathed in cold spring water.

On the next number my eyelids will open, fully aware; I am feeling wonderfully good and clear headed.

FIVE, my eyelids are open now; take a deep breath, fill up my lungs, and stretch."

## PRINCIPLES OF SUGGESTIONS

A suggestion is accepted uncritically by the mind at the subconscious and unconscious level. The critical areas of the conscious mind, with its processes of logic and reason, are bypassed in the relaxed state and accepted in the subconscious as a goal to be satisfied. To maximize the effectiveness of suggestions, there are certain rules to follow.

## FORMULATION OF SUGGESTIONS

A suggestion should describe the goal desired, rather than the means to achieve it. The lower levels of conscious and subconscious awareness will map the way. All suggestions

should be phrased in an emphatic and positive manner. Use the personal "I", "I AM", "I SHALL", or "I WILL" to lock down your intent and present your subconscious with firm intent. Be-specific as well as positive. The most powerful words in the English language are "I AM...". How you conclude that sentence will determine your success or failure. It will determine whether you will be constructive or destructive; pleasant or unpleasant; motivated to success or apathetic and listless. The completion of that sentence beginning with "I am" determines your self-image.

Use positive sentences such as "I am fully confident in myself and my abilities." This etches the suggestion in your mind like your signature on a contract.

*Do not* phrase a suggestion "I will not doubt myself or my abilities." The subconscious "hears" the NOT and may reverse the original intent. Therefore, at all times in phrasing suggestions be sure they are worded in an emphatically positive way. For example, "I am fully self-confident at all times, in all areas and with all people," is a highly desirable state of being and your suggestion imprints your intent into the subconscious. Incorporate, too, a strong emotional reason for acceptance of the suggestion. Use your imagination to fan desire. Feel the "warm glow" of satisfaction as your enthusiasm and optimism grow. The warm glow of self-satisfaction, self-esteem, and self-worth adds emotional strength to the suggestion and acts as reinforcement and a reward.

If the suggestion is to be used repeatedly, extract a "cue" word or short phrase to identify it to your subconscious. In time it will only be necessary to use the cue word or phrase. With practice this will impart the suggestion, the image, and the warm glow to the subconscious as effectively as repeating the complete sentence or suggestion.

After becoming relaxed, the suggestion becomes the vehicle for change, while the image to see yourself as that person is the process. The warm glow strengthens both the suggestion and image which is responsive to reinforcement and/or reward.

To summarize:

First - the vehicle - make the suggestion positive.

Second - the image - see yourself as you would like to be.

Third - the warm glow - a strong feeling of self-esteem, self-satisfaction, and self-worth.

A suggestion is accepted in the mind by virtue of concentrated attention, reversed effect or dominant effect.

## CONCENTRATED ATTENTION

Repetition of a suggestion for periods of time will result in acceptance of the suggestion. Once accepted, the mind reshapes behavior to internalized attitude and actualize the suggestion. This principle is utilized in "The Power of Positive Thinking." As we are all aware, commercial advertisers employ this principle to ingrain brand names and company slogans into our minds. The magic of repetition is the very essence of concentrated attention in hypnosis.

## REVERSED EFFECT

When a suggestion is accompanied by doubtful or negative thoughts, the mind will usually react inversely to the intent of the suggestion. This often happens in the dentist's chair when we tell ourselves that it will not hurt. The result is that more pain occurs than if we had thought nothing at all. As you can see, apprehension to "hurt" alerts to mind to realize the experience. This is the reverse effect of a "split" thought. To think nothing of the possible hurt in the dentist's chair means greater relaxation and mentally turning away the discomfort.

Therefore, since it is positive suggestion you desire, ***under no circumstances follow it with a negative thought*** or doubt or feeling that would counteract and possibly destroy your intent. Persist in (1) your suggestion, (2) the image, and (3) the warm glow, and you will eliminate the reversed effect.

## DOMINANT EFFECT

When the mind is presented with more than one suggestion, the emotionally strongest suggestion will usually predominate. This does *not* mean that you can only give yourself one suggestion at a practice period. It simply means that the more emotionally aroused you

are, either with desire or need or both, the more effectively will the suggestion register in your subconscious. Emotions are feelings that have become intensified. When we get "stirred up" about some area of our life, we become emotional about it. In self-hypnosis, if you are giving yourself several suggestions for improvement, the one with the greatest emotional feeling attached to it will become more intensely and penetratingly recorded in your conscious and subconscious. How we feel about ourselves in any given area can be used constructively in hypnosis to improve, to expand and explore. For this reason the dominant effect of the suggestions you give yourself will be determined by the priority in which you feel or are emotional about your desires, hopes, and goals. If there is a single isolated area in which you feel stronger than the others, then as you give yourself suggestions, that one will predominate. This is the dominant effect.

In conclusion, remember to ***allow time*** for the suggestions to become effective. The subconscious must go through extensive mental operations to consolidate the information given before it can respond.

### To summarize - Formulating Suggestions:

1. Describe the goal and be specific.
2. Personalize with "I am" or I will."
3. Make the suggestion positive.
4. Cue an emotion.
5. Use a key phrase.

### To summarize - Principles of Suggestions:

1. Concentrated attention.
2. Reversed effect.
3. Dominant effect.
4. Emotion can act as a motive (Motivated action.)
5. Allow time for effective response.

In constructing suggestion, ***always think in the end*** result. Be concerned with what you do want, not what you do *not* want. Do not be concerned with your bad habits. Rather, concentrate on what it is that you do want in your life.

Finally, give yourself the post-hypnotic suggestion "Each and every time I hypnotize my-

self I relax even more easily and freely. I look forward to practicing because I enjoy it; it's fun and it's good for me."

## LESSON I

### GOAL SETTING

Answer the following questions (in writing) and don't be modest or underestimate yourself:

1. Evaluate your present abilities and competencies and answer the question "Who am I and what am I?"
2. Determine your growth potential and answer the question "If I made the effort, what could I do?"
3. Determine all possible goals and answer the question "Where can I go and what can I achieve?"
4. Select the best possible goals, ones that appear to most satisfying to you and answer the question "Where am I going?"
5. Estimate the period of time involved and answer the question "How long should it take to accomplish this?"

Now make out your goal contract (page 6) in writing and in detail. Date and **sign** your full name. This is the most important contract you will ever make, for it is with the most important person in your life - yourself. This is a commitment. You are now dedicated to the achievement of your goals.

### GOAL CONTRACT SET

The selected goals must become ingrained in your mind with such fixed resolve that your whole personality becomes reshaped toward their achievement. To do this, you will exercise your new-found ability in self-hypnosis as follows:

1. Reach over your completed goal contract several times.
2. Put yourself in the deeply relaxed, self-hypnotic state.
3. Again review your goal contract in every detail.
4. Visualize yourself **as having achieved** your goal. See the end result, the finished product.

5. Give yourself the "warm glow" and feeling of self-satisfaction of your achievement.
6. Awaken yourself, or let the hypnotic state lapse into natural sleep.

The purpose of your visualization is clear - to see your goal just as if it had already become a reality, the end result. This is because the subconscious will always accept and respond to the images you give of yourself to yourself. See your goals as **achieved** and the ways and means will gradually be revealed to you as you exercise the efforts necessary to reach your goals. Short-term goals can usually be handled without outside help or extensive research. Long-term or life goals do require more than an evening's thought, so perform the research, seek outside counsel, but make the final analysis and decision yourself.

### DAILY GOALS

Since goals are so important to achievement, adopt the habit of making a daily list of the six important things you will do each day. Make your list in the degree of their importance, the most important item first. Write out your list the night before; then the next day as each task is accomplished, strike it from the list.

With this daily plan, you are organizing your day. Once the plan becomes a habit, you will find more time for other and more meaningful things, and you are formulating a good habit. You will be surprised, as have so many others, at how much more you can accomplish with our "six-important-things" plan. Remember, too, good habits are as easy to keep as bad ones. Put this plan into action **today**.

### START IMMEDIATELY

After you have completed setting goals and building your desire to achieve your goals, get started immediately. start putting into action the first steps necessary for reaching your goal. This may mean making a phone call, drawing up a list of action-steps, designing a plan, or drawing up an outline. Whatever you do, do it in the order of goal-importance.

The ancient Chinese had a wise formula. "A thousand-mile journey begins with the first step." You successful journey through a happy, productive, and healthy life will begin with our first act. You now have the tools, the

methods, and the process. NOW is the time for action.

To summarize:

1. Define your goals.
2. Write out your goal contract.
3. Visualize the goal as achieved.
4. Repeat the process as necessary.

## YOUR GOAL CONTRACTS

### Money Goal

Goal:  
 Time:  
 How:  
 Sign:

### Physical Goal

Goal:  
 Time:  
 How:  
 Sign:

### Mental Goal

Goal:  
 Time:  
 How:  
 Sign:

### Educational Goal

Goal:  
 Time:  
 How:  
 Sign:

### Social Goal

Goal:  
 Time:  
 How:  
 Sign:

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## Spiritual Goal

Goal:  
 Time:  
 How:  
 Sign:

## Family Goal

Goal:  
 Time:  
 How:  
 Sign:

## LESSON II

### THE SELF-IMAGE

At birth we have no self-image. A newly-born infant cannot distinguish anything from the confusion of light and sound around him. While the infant has instinctive reactions, as crying, reaching, and sucking, apparently all else must be learned.

Gradually, from early infancy, we begin to differentiate our bodies from the environment, to develop a sense of identity, and come to realize that we are a separate and independent human being. We begin then to develop a conscience - a sense of right and wrong - primarily from our dependencies upon our parents for food, warmth and comfort. Further, we develop social consciousness and become aware that we live and are inter-related with other people. We begin to learn how to live. We are also laying the groundwork for our self-image.

At a very early age we build defense mechanisms to thwart the possibility of punishment and anxiety. During the first few months of babyhood we are dressed, fed, changed, and loved. As we mature, however, the necessary discipline of parents begins to "teach" the behavioral models of society. This is necessary for growth and determines our eventual ability to "get along" with people which in turn has a great deal to do with our self-image. Basically, however, the defense mechanisms we erect are to ward off anxiety of possible punishment or pain - real or imagined.

As we mature and learn how to behave in a socially acceptable manner, we shape our habit patterns, learn to control temper, and learn how to please, placate, and gain approval. From this beginning we train ourselves to live with others and, in the process, gain a clearer image of ourselves, our capacities and worth.

Finally, we develop a sense of values which is our overall estimation of our standards and worth in relation to the world around us. The sum total of these developments becomes our self-image or self-concept.

This self-image which started from the shapeless blur of infancy now permeates all our thoughts, feelings, emotions, attitudes, habit-patterns, values, standards, and aspirations.

#### CHANGING THE SELF-IMAGE

In order to comprehend fully the mechanics of image change, we must first acknowledge the effect our environment has had upon us since childhood. When we view the educational system, work performance, and other functional specialties, we must recognize that our society, for most people, is based on the performance of the minimum achiever.

To improve our self-image and begin experiencing the successful behavior it stimulates, we start programming images of ourselves as being successful. Using hypnosis to make the suggestion more efficient, we use images and the warm glow to cause immediate improvement.

When giving these suggestions under hypnosis, make it exceedingly personal; then visualize yourself acting in imaginative accordance with the image the suggestion creates. And always give yourself the warm glow, the feeling of accomplishment and reward.

In your daily life, THINK "Will this action or behavior enhance my self-image?" before acting. Enhance your success images with strong emotional resolve. There is no substitute for perseverance and determination.

To summarize - Changing the Self-Image:

1. Put yourself in a deeply relaxed state.
2. See yourself as you would like to be, not as you think you are.

3. Give yourself the reward of self-esteem.
4. Expand and repeat as is necessary.
5. Use strong emotional feelings to enhance your success images.

Following are recommended suggestions for improving your self-image:

1. I am aware of conformity and reject it humorously, like a game.
2. I am a warm person interested in other people.
3. I am an energetic, sparkling, and enthusiastic person, fascinated by everything I do.
4. I am a cooperative, decisive person and make decisions easily and quickly.
5. I am a leader and enjoy talking before groups; always in good humor.
6. I am successful in whatever I set my mind to.
7. I enjoy my work. I enjoy it thoroughly. I look forward to going to work.
8. I plan my work with precision and authority.
9. I meet new people with a magnetic and friendly charm. I make friends easily, at all times relaxed and friendly.
10. I am firmly convinced I can handle any task I start.
11. I am completely at ease with people at a social gathering.
12. I live by and support the highest standards of my profession.
13. I am dedicated to good health, success, and achievement.
14. I like myself and enjoy life to its fullest.
15. I am much more concerned with what I think of myself than what I might imagine others think of me.

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## LESSION III

### HABITS

This discussion will cover how habits are developed over the years and how awareness of negative thinking can become the catalyst for change.

You will learn that habits can be either the "chains that bind you," or stepping stones to success.

For the most part, we are unconscious of the habits upon which approximately 90% of our waking life depends; from brushing our teeth in the morning to the manner and time we go to sleep at night.

Habits are tools which serve the important function of relieving the conscious mind for more important activities. Habits are stored patterns of behavior which serve the needs of the individual. But habits are *learned*, and are formed from what once was conscious behavior. Over the years, through repetition, this behavior has become largely an automatic habit pattern. With the use of hypnosis, it is well to remember that as habits are learned, they can be *unlearned*.

Learning habit formations means, then, that habits are learned by *practice*. Consequently, a negative or "bad" habit can be replaced, substituted for, and erased by a "good" or positive habit *with practice*. This is highly important to remember in connection with the practical use of hypnosis.

The kinds of learning we are considering here stress the organization of positive behavior into habits - learned stimulus-response sequences for self-improvement. It is the development of new habit patterns and the changing of old ones through hypnotic techniques and auto-suggestion that we are presently concerned with. And the crucible for change is *desire*. Let this, too, become a habit.

### USING HYPNOSIS TO DEVELOP A NEW HABIT

Under hypnosis conscious activity is greatly reduced, and provided the conscience does not disapprove, the subconscious mind becomes receptive to suggestions. While hypnosis is an altered state of consciousness, the

experience does not distort or block conscious thought. With the hyper-awareness or concentrated attention which is hypnosis, only the critical areas are subdued and the suggestion becomes paramount.

As the suggestion can never describe completely the complex detail of behavior that we want to become a habit, we make full use of our imagination to integrate the behavior-habit-attitude patterns into our memory. This is the process: See yourself as you would like to be, not as you might think you are. The subconscious mind will always accept and respond to the images you give it, and habit-change is perhaps the most important instrument of hypnosis; for habit-change means behavior-change, and behavior change means attitude-change. We internalize the good and profitable adjustment to create and maintain constructive habit patterns or formations.

While some habits can be established by a single suggestion, most habits require repetition, generally on successive days, to be come effective and permanent. This is largely caused by insufficient information for the imagination to completely structure the behavior required by the new habit. After experiencing a trial or experiment with the new visualized habit, again under hypnosis, we recycle the original suggestion, expand on the image, to more deeply instill the new habit. This process of trial and spaced repetition is to be continued until we find ourselves performing the more desirable habit we want.

The subconscious mind resists changes of existing habit patterns, whether they are good or bad. The most effective way to persuade the subconscious to submit to change is through the process of comparative reward. If the subconscious has two or more habit patterns to do the same job, it will select the most self-rewarding habit to use.

The process of changing a habit by hypnosis involves suggestion of the new habit, completion and integration using the imagination, and establishing a reward value exceeding that of the old habit. This means, essentially, a sales job to the subconscious mind on the many and varied benefits of the new habit. To do this, we picture ourselves in our imagination successfully executing and performing the new habit with that wonderful warm glow of success, satisfaction, and elation. It is generally

not necessary to extinguish the old habit by hypnotic suggestion, as this comes by a natural process of forgetting through disuse.

## LESSON IV

### PROCEDURES FOR WAKING HYPNOSIS: For Increased Memory, Job Performance, Concentration

This is also sometimes referred to as the "alert" state, for though the eyes are open, the hypnotic or relaxed state is still very much present. One must first relax before entering into the waking hypnosis state. Previously, during the early training sessions, you were urged to utilize five to seven minutes for relaxation; but now the entire process is markedly speeded up, as follows:

*TAKE ONLY ONE MINUTE TO RELAX. Embrace yourself almost instantaneously with the tingling (relaxed) feeling from our toes up through your entire body. If you do not feel relaxed after that one minute, then give yourself this suggestion, "As I am working in a state of waking hypnosis, my project itself will put me into deeper states of mind. I am using my project as the deepening technique."*

Program a single specific project to work on at this time, for example, reading a magazine or book for more speed, comprehension, retention, and recall. Or perhaps you might eat a meal and be more aware of the flavors and taste of the food than ever before. You can also use waking hypnosis for writing a letter, book, or music, or any creative activity. With this technique you can easily work on any sport or hobby.

Business people who have taken the Park West course report that they use this "alert" state when making prospect calls, giving lectures, and even when counseling their associates and family. Students use waking hypnosis, when sitting in class listening to the teacher, for better recall. Also, they do it when taking examinations, being much more relaxed yet fully alert. For these students at exam time there is no panic or distress, only self-confidence, relaxation, and the full knowledge that the needed information will flow easily and freely from the subconscious to the conscious mind.

After you have programmed your single project, count ONE-TWO-THREE, and think, "I am going deeper into this dynamic relaxation. I recognize this state of mind. I respond to my own suggestions. I find many projects to work on daily in a state of waking hypnosis and relate to them very well." Then count quickly from ONE to SIX to bring yourself wide awake, feeling wonderful."

In the beginning while learning waking hypnosis you should give yourself just one goal or project at a time. After you completely master the art you will find that you can program several goals into one session.

To work on a single short project, you take just one minute to relax, program yourself for success in whatever you wish to accomplish, do it, then count to six to bring yourself out of the state. The entire session may last only two to three minutes, rather than the usual fifteen.

You can give yourself an even shorter session using the "rapid" technique. Instead of taking one minute to relax, just take three deep breaths; and as you exhale close your eyes and say, "ONE, I am so relaxed and so comfortable; TWO, I'm feeling fine, I'm feeling wonderful; THREE, I'm going deeper into this dynamic relaxation than ever before." Then name your project, count from one to three to open your eyes and work on your project. Upon completion, close your eyes, count from one to three to put yourself deeper, and then count from one to five to bring yourself out "wide awake, feeling wonderful."

To summarize - Waking Hypnosis:

1. Relax in one minute.
2. Name your specific project.
3. Count from one to three to open your eyes.
4. Open your eyes and work on your project.
5. Don't concern yourself with whether you are hypnotized, simply follow the procedure.
6. Count from one to three to go deeper.
7. Then count from one to five to "Wide awake."
8. How effectively you do your project is the measurement of your hypnotic success.

## LESSION V

### ENTHUSIASM

By this time in your practice and studies you should be well on our way to reaching quickly and effectively that state of deep relaxation we call self-hypnosis.

In this session enthusiasm is stressed. Techniques for building and emphasizing this magnificent expression are outlined and itemized for your instruction.

Suggestions and positive imagery of the achieved goal, *together with enthusiasm, will facilitate your self-development ascent into higher realms of thinking, planning, and especially performing.*

The ancient Greek formulated the word "en-Theos" from which the English word "enthusiasm" is derived. To the Greeks "en-Theos" meant "inspired by the gods" or "by possession" to inspire the highest poetic ecstasy.

This admirable impetus of man means to be inspired, "turned on." When we actively pursue a clear and desirable goal with the firm belief that we will achieve it, we become enthusiastic. Enthusiasm is the thrill and the self-satisfaction we experience when using our abilities to the fullest. Like the mountain climber, we love to climb. Like a healthy attitude, enthusiasm seems to spark extra energy for the pursuit of our goals.

When with enthusiasm and dedication we achieve a goal, we then experience and reinforce our self-esteem, self-worth, and self-satisfaction.

There are some who can be enthusiastic about life without a worthwhile goal in mind. Their goal is to continually experience the thrill of enthusiasm. While this is fine and makes for a more enjoyable life, there can never be the self-satisfaction of achieving a worthwhile goal and the enhancement of our abilities from it.

There are many highly desirable benefits from being enthusiastic. Our efficiency is greatly enhanced as we achieve more from our efforts. Our directness toward achieving the goal keeps us from drifting into less productive ac-

tivities. Anxiety and won't are substantially reduced. Our enjoyment of life in general is broadened. As we are ourselves inspired, so we in turn inspire others and we acquire a more magnetic personality. Our outlook on life and people becomes more optimistic. Self-confidence increases - faith in one's capabilities is enhanced. Success then becomes simply a matter of setting the right goals.

Enthusiasm results from three essential components. These are a goal, self-confidence, and desire.

A goal must be a vivid visualization of the object, station, or accomplishment to be realized. It must be realistic to be within the reach of your capabilities. Still, it should present a challenge to make full use of, or to surpass, your present capability. Never underestimate yourself. This is more damaging than pursuing a goal beyond your ability.

Self-confidence must be based on an honest and realistic yet enthusiastic evaluation of your present capabilities and the potential growth expected. You must have firm belief in yourself as being competent and capable of achieving your goal.

The desire must be strong enough to win over other wants and desires that will compete for satisfaction, and of such intensity as to establish it as a dominant desire crying out for satisfaction. With these components working together, the act of achieving the goal will be inspired and brimming over with enthusiasm. Such a combination, under almost any condition or situation, brings only success.

### BUILDING ENTHUSIASM

To have enthusiasm you should be moving toward a desirable and worthwhile goal with the self-assurance that you will achieve it. The following technique using hypnosis sets the goal, builds self-confidence, and generates the desire to accomplish your goal. Follow the step-by-step instructions for maximum effectiveness:

Select a quiet, comfortable place where you will not be disturbed. Have a pencil and pad of paper to make notes. This is a business meeting with your mind so proceed in a businesslike manner. using self-hypnosis, obtain

a deeply relaxed state and give yourself the following suggestions:

1. Every fiber and cell of my body is coming alive.
2. I am becoming more mentally aware.
3. My thinking is crystal-clear and concise
4. My understanding is expanding into new dimensions.
5. I feel the warm glow of self-confidence expanding with every thought.

As you build your enthusiasm and become "turned on" to your goals, aspirations, and desires, you are also centralizing and coordinating your efforts. In this way you are bridging the gap between what you have and what you want. Determination does not mean a grim-lipped intent, prohibiting open-mindedness. Quite the contrary, to become excited with one's own life stimulates inquiry, investigation, and challenge. Life is not a cut-and-dried succession of habit patterns, but a great adventure in exploring and expanding.

The person who generates enthusiasm affects every person with whom he comes in contact. To build enthusiasm means to live life; and with optimism and faith one can look for the best in everything and everybody. This in turn will spark the wish to succeed and rise to even greater heights.

Recognize, accept, and *experience* the wonderful talents you have, and have had all along. Keep your eye on the mountain top. Get a "kick" out of living, breathing, people, and the world in general. Then you can't help but become enthusiastic about you.

#### ACTIVATE THE DESIRE

Enthusiasm comes with a strong desire, an almost passionate state of mind, a burning desire, that motivates you into action with an excitement that makes you glad to be alive. Some suggestions to generate this degree of motivation are as follows:

1. My goals lead me to success through the full use of my mind abilities.
2. Working toward my goals gives me a feeling that makes me glad to be alive.

3. I look forward to the opportunity of working on my goals. I look forward to today, a new day, a fresh day.
4. I know that whatever I conceive I will achieve to the very fullest of my ability.

## LESSON VI

### BUILDING SELF-CONFIDENCE

Self-confidence comes primarily from self-knowledge - knowledge of who you are and what you are capable of doing. It is the firm, undisputed *belief* in your own talents and abilities that succeeds in turning your goals into *events*. Being self-confident does not mean that you have to be cocky or blustery. Two of the most humble men the world has ever known were supremely self-confident: Leonardo da Vinci and Albert Einstein. The pages of history are filled with great men, who through a self-abiding, unconquerable sense of self-confidence, achieved massive works in literature, architecture, science, art, religion, and technology. Belief, trust, and faith in oneself are the stepping stones to greatness.

The following suggestions are recommended to bolster your self-confidence until it becomes realized.

1. I have a sincere belief in myself, my talents, and my abilities.
2. I fully enjoy being ME.
3. I am an individual person with a unique and positive personality all my own.
4. I feel a sincere interest and friendliness toward other people.
5. I treat all people in a direct, earnest, and confident manner that immediately wins their cooperation and friendliness.
6. I find good in all people and freely praise their good points.
7. My every thought and action builds my enthusiasm and self-confidence.
8. I feel the sincere desire to inspire others with my enthusiasm.
9. I listen to what other people have to say and I hear. I comprehend fully and completely. I understand.

10. I have fund of contributions to make to my community. I am **vitaly interested in the welfare of others and always will be.**

**Look at yourself as objectively as you can, and under ATTRACTION list all of the favorable, productive, and complimentary areas you can think of.** Don't be modest. These are your assets. **Be thorough and honest with yourself.**

Next, under RESERVATION, list areas wherein you feel you need improvement. Do this without guilt, remorse, or censure. Simply take a long look at you and list personality traits, habits, and attitudes you feel may be impeding your progress. Remember, no one is going to see this inventory but you. And no one knows you as you do yourself.

Take your time with your self-inventory. Don't under any circumstance, simply dash off a few superficial generalities such as "I'm a good fellow," or "everyone like me, so I must be O.K." Rather, dig down into your innermost being and bring out both the attraction and reservation - the assets and the liabilities. Do this honestly and thoroughly, and you'll be glad you did.

After completing your self-inventory to your own satisfaction, you are then ready to formulate suggestions to offset and to improve areas in which you feel you need improvement.

No one is all good or all bad. No one is entirely productive or a completely arrived person. Most of *us possess both* good and bad habits, attitudes, and behavior patterns. Most of us, however, hide from our own defects. We make believe, pretend, and in general succeed in fooling no one but ourselves.

By taking your self-inventory, you are exposing yourself to YOU. By listing both the attractions and reservations you become more aware of your assets and, more acutely, those areas that you need to work on. Remember, it is balance you are looking for, not self-flattery or self-condemnation.

#### SAMPLE SELF-INVENTORY

ATTRACTION

RESERVATION

I am:

I:

Friendly  
Intelligent  
Inquisitive  
Ambitious  
A good-listener  
Affectionate

Procrastinate  
Am impatient with others  
Lack of self-confidence  
Eat too much  
Have no goals  
Escape (in TV) too much

## BONUS STOP SMOKING

### SAMPLE SESSION

For a person who wishes to eliminate smoking, a session might contain the following suggestions:

Each and every day I am smoking less. I am enjoying smoking more and the desire to eliminate this from my life is stronger than ever before. Because I am smoking less I stay physically, mentally, and emotionally satisfied for longer periods of time.

I see myself as a non-smoker - healthy, vigorous, and clean. I see my lungs as pink, moist, healthy, and free of any poisons, tobacco tars, chemicals, or pollutants.

As I smoke less and less and enjoy it more, I can see a target date when I will be free, free of this addiction. I see myself healthy and well, breathing the fresh air of life itself. Free to become healthier and healthier with each passing hour, day, month, and year.

I see my own system revitalizing, re-energizing, and re-invigorating every cell of my mind and body.

I am now a non-smoker. I taste my food better, I breathe better, I live better. I am now free, healthy, and clean.

## BONUS LOSE WEIGHT

### SAMPLE SESSION

For the person who wishes to lose weight:

The desire to eliminate fat from my body is stronger than ever before. I am, on a daily

I am becoming a more dynamic, energetic, enthusiastic, excited, productive, self-confident, self-reliant person.

Each and every day I am more patient, more wise, more considerate, and compassionate.

Each and every day I have a DO-IT-NOW attitude. What needs to be done today I do today because I want to.

I have empathy with the people around me. I'm intuitive, creative. I'm AWARE - I'm ALERT.

My imagination is improving with each and every day. My memory is improving because I am taking more of an interest in names, faces, facts, figures, and places.

I realize that I have a fantastic mind, so I am using it, exploring it, expanding it. I am remembering trivia as well as important information. The capacity of my mind to loam is limitless.

I am a good listener and I listen for content. It is if my ears are microphones and my mind is a recorder. I am recording all information and I can use all of the good content, information, and knowledge; and I apply it to my life.

I learn from everyone and every experience. My eyes are like sensitive movie cameras and I *photograph* everything that I read or see. In time of need I turn the projector on in my mind and I can re-read that information instantaneously.

My mental attitude is improving, my health is improving, my coordination and talents are improving each and every day. I am becoming more AWARE of my abilities and am sharpening my interests in all areas of my life. I love life and I am a whole and complete person seeking evermore to learn, explore, expand, and enlarge my interests. I recognize and appreciate the fact that the only person I can directly change is myself.

I am an inspiration to others, but am accepting people for what they ARE, rather than any particular way I previously thought they should be.

## BONUS

### IMPROVE FAMILY

#### SAMPLE LESSON

For a person wishing to improve the quality of his/her family life:

I have a much higher level of awareness of all my family's activities.

I am a good listener and, being a better guide, am a better counselor.

I am using better judgment regarding little things in my family life, such as hanging up pajamas, putting the cap back on the toothpaste, an cleaning up after myself in the bathroom.

I am doing my part to make our family life more enjoyable for ALL.

I am in more intimate communications with all members of my family. I am more understanding.

I am employing the Golden Rule, and becoming more aware of the needs of others.

I put more accent on the good behavior of each and am quick with praise, compliments, and frequently say "thank you."

I readily recognize good qualities in each member of my family and am more readily supportive and encouraging.

I have more enthusiasm for family projects, programs and plans.

I am seeing my family as a unit, living in a warm, loving atmosphere of trust, consideration and SHARING.

## BONUS

### SUGGESTION

1. I awaken in the morning feeling rested and refreshed, energetic and enthusiastic, looking forward to the work of the day.
2. I am excited about my family, my business, my associates, customers, clients, prospects and my future.

3. I have a do-it-now attitude.
4. I plan my time effectively. I plan my work and work my plan.
5. I am fully confident, self-assured, and self-reliant.
6. All life forces within me are functioning perfectly and I feel wonderful.
7. I am alert to life's opportunities.
8. I am aware that every fiber of my being and every cell in my mind and body are in harmony to bring me success, happiness, and achievement.
9. I am expanding into new and exciting dimensions of living, thinking, and doing.
10. I now understand and am aware of my own unique powers.
11. My perception into all areas of life is clear and concise.
- 12.1 feel within me the wonderful warm glow of self-satisfaction, self-esteem, and self-acknowledgment.
13. I am doing my living today and doing the best I can today - recognizing that tomorrow will take care of itself.
- 14.1 see my goals as having been achieved - in the NOW.
- 15.1 recognize my work now and feel wonderful about ME.
16. As I fulfill my work daily, I know my goals are giving me direction, guidance, and motivation.
- 17.1 relax easily, freely, at will - and contemplate success in all areas of my life.
- 18.1 am thrilled by my aliveness, energy, and freedom to exercise my talents to the fullest.
- 19.1 listen to what other people have to say and rapidly absorb their thoughts, meanings, and intent. I understand.
- 20.1 am patient and accept things, conditions, and circumstances over which I have no control. I accept the things I cannot change, have the courage to change the thing I can, and the wisdom to know the difference.
- 21.1 have a unique and elevated understanding of myself, my talents, my capabilities, and my potential.
- 22.1 have a wonderful sense of humor and exercise it easily, freely, and expansively.
- 23.1 seek self-evaluation in everything I do. It is how I think that is most important to me.
- 24.1 am the master of my own mind and the ruler of my emotions.
25. I am fully self-confident of my own judgment and my ability to make honest, far-reaching decisions.
- 26.1 am decisive. I make all decisions quickly, freely, easily; I use my powers of reason and logic, and follow through.
- 27.1 am an explorer, an adventurer into life's mysteries and wonders. I am a "searcher" - always curious.
- 28.1 am fully and completely at ease with other people at all times and in all situations.
- 29.1 use the precious and expanding fresh air and exercise to keep fit and alert. I provide time each day for health-giving exercise.

Naturally, these are just a few examples. Use your own creativity. Adapt these to your needs and make up your own list of suggestions.

## CHEVREUL'S PENDULUM METHOD

What we are and the way we react to the variety of day-to-day experiences result from reflexes that were developed by our previous experiences. Many (if not most) of these original experiences, especially the ones that create conflict and frustration, happened when we were very young. Consciously they have long since been forgotten, but we continue to react to all types of stimuli in the habitual way, without realizing that our response is due to reflexes that are hidden away in our subconscious mind. Even the amateur student of psychology knows that if he were able to discover the reasons for his reactions to a given stimulus, he would be able to reduce and eliminate abnormal reactions through understanding, mature insight, education, and behavior modification.

Some people go through psychotherapy and psychoanalysis for weeks, months, and in some cases, years to discover the reasons for their fears and phobias. After exposing the original experience to the light of day, under-

standing how it was developed and originated, theoretically they are then able to reprogram their reflexes to respond in a normal, rational way. As an example, as a child, your mother may have cautioned you about dragonflies (she may have called them daming needles). In the springtime, when these pretty little insects would be flitting about, she might have said, "Stay away from those flying daming needles. If they get close to you, they will sew up your mouth." Mother taught you how to comb your hair, be your shoes, so, when she said dragonflies would sew up your lips, you wanted no part of them. You may have crossed the street, gone around the block, or covered up your face if there were dragonflies anywhere nearby. It was only after you were grown up (both physically and psychologically) that you were able to reflect on the reasons why you always cringed when you saw a dragonfly. Now you can look at these beautiful little creatures, appreciate their value, and realize that they are harmless and attractive. And you know that they can't sew up your lips (except, possibly, after dark!), as you are no longer afraid of them.

To get to the point of this dissertation, some years ago, clinical psychologist and author, Leslie M. LeCron, described a method of retrieving information for the subconscious mind through the autonomic nervous system. The technique has been taught to several thousand physicians. It has been used in many thousands of cases to great advantage, its users including a number of psychiatrists. You can learn this technique very easily, and you can discover, by communicating directly with the subconscious mind, why you react as you do; what caused the original reflex; and why the experience created your present day anxieties.

## PENDULUM TECHNIQUE

In using the pendulum, you should hold the thread or chain between the thumb and forefinger, with your elbow resting on the arm of your chair, or on a desk, or perhaps on your knee. The weight then dangles freely.

Four basic directions of movement of the pendulum are possible. These are a clockwise circle, counter-clockwise circle, back and forth across in front of you or in and out away from you. The inner (subconscious) mind can be

asked to make its own selection of movements. one is to signify yf, another Lo. A third should mean I don't know, and the fourth, I choose not to answer the question at this time. This last may indicate resistance and is therefore important.

You may specify the meaning of each movement, but it is better to let the subconscious make its own selections. This seems to bring better cooperation on its part. (It also shows you that the subconscious does think and reason.)

Holding the pendulum, you should voluntarily move it in each of the four directions, then hold it motionless and think "yes." In doing this, no words are usually necessary. You merely think the request. The subconscious is asked to select any of the four motions which is then to represent an affirmative reply. You might work your request this way - "My subconscious is to select one of these four motions of this pendulum to mean yes in answer to questions." The pendulum will work better if you watch it.

Usually it will start to move within a few seconds, but sometimes it may take a moment or so "to warm up the motor." If it does not start to swing very quickly, put yourself into a light state of waking hypnosis and think the word "yes" to yourself several times. Be sure you do not move the pendulum voluntarily. Try to hold it still, but you will find it will move of its own accord.

When your affirmative response has been set up, ask for selection of another motion to mean "no", then for one of the two remaining ones to mean "I don't know." The fourth will then represent "I choose not to answer at this time."

Probably you will find this very interesting. Many people exclaim in surprise as the pendulum swings in answering. Movements may be somewhat slight, but usually the arc of the swing is long and very definite.