

NOTES: “Monsters and Magical Sticks” by Steven Heller and Terry Steele

Fore-Warning:

- “You must learn the necessary tools and techniques that help direct individuals to their own inner resources and creativity. Once you have done that, you must then get the hell out of their way.”

I - Into Hypnosis Lightly:

- Hypnosis is a generic term that covers all forms of altered states of consciousness
- Think of a line with one end as conscious awareness and the other as sleep – everything between is hypnosis.

III - Everyday Hypnosis/Learning:

- When in a situation where you place blame outward... ask, “Who is hypnotizing whom?”
- Hypnosis is any exchange between people that causes them to go into their own experiences and call upon their own imagination in order to respond
 - Accept that exchanges can be triggered by words, sounds, smells, etc.
- Becoming aware of what is happening, you are able to break state and act accordingly
- “People do not passively register the sentences uttered by a speaker. Instead they hear what they expect to hear. They actively reconstruct both the sounds and the syntax of the utterance in accordance with their expectations.” –Aitchison, 1976
- Know that if simply recalling a state causes such a great response in someone that the original event must have been that much more eventful.
- Many hypnosis researchers claim that learning is a state very much like hypnosis – or rather two different words that describe the same thing.
- Hypnosis is a form of education
- When looking for solutions/helping others – why not be illogical? Tell someone to go out and purposely get rejected by 10 women for a date, BUT take notes on the responses.
- BOOK: “The Language of Change” by Watzlawick

V – Belief Systems:

- Positive hallucinations – creating something that doesn’t exist and responding as if it does
- Negative hallucinations – not seeing what is actually there to see or hear
- What people’s maps of the world may have left out can be more important than what they continue to “see”
- These people are “sure” of what they believe because their belief system excludes any facts that might prove otherwise
- It usually does little good to argue with people’s beliefs for these reasons... do something else!
- It takes metaphoric approaches to help expand each individual’s choices

VI – Systems Two:

- Get rid of the assumption that everyone thinks and processes information the same way – nothing could be further removed from reality
- People process and respond to things through all of their representational systems (reps) – using only one reps might prove ineffective if that one part does not have the answer – if you can’t find the answer try another or a combo of others
- Changing a “pain patient’s” kinesthetic system of viewing the problem to a visual one will almost always work
- Not everyone wants to “feel heavy” when they are relaxing... some want the visual or auditory form of relaxing

VII – GIGO:

- If people responded in a “hear-and-now” form of thinking, they would probably have little/no need for therapy
- In addition to the VAK “funny face”, as a general rule people will look in the general direction of the listener and touch themselves if they are experiencing a present kinesthetic experience
- Attempts can be made to communicate with people on a conscious AND unconscious level:
 - Ex) For a visual listener, if you move your eyes up for a split second before you speak and as you finish, you will have communicated to that person in their unconscious system – your eye movements signal that you “understand” where they’re coming from

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- You can test the rep system someone is using and use it as an exercise:
 - If you guess ‘visual’, ask them what color the rose in your hand it (positive hallucination)... if they just look confused, you got it wrong. If they answer, you probably got it right... you could even suggest they grab hold of it, close their eyes, and continue to see it in their mind.

VIII – Systems – So What?:

- People have conscious systems, unconscious systems, and OUT-OF-conscious systems. The out-of-conscious systems can usually end up being the unknown source of a problem or block
- If you are adventurous and want to test inducing a hypnotic state, communicate in your patient’s output system for several interchanges, then abruptly switch to another system, step back, shut up, and observe.
- If you think you’ve got their system in their area of problem, then ask about something pleasant – you should see a difference if you got it right.
- Slowly moving a person from their normal system to another and then cycling through the 3 will usually=hypnosis
- When you see the state taking place, you could respond: “That’s right. Now you can close your eyes and drift... and those pictures will soon be that much more clear.”
- Systems overlays: start in the individual’s conscious system, move them to the unconscious, and then to the out-of-conscious... then repeat until the desired results are obtained.
- By running people through the systems (con, uncon, then o-o-con) you might find that the o-o-con’s blocks begin to crumble... I noted this is why “dream / image streaming” was so useful – I also noted an **ACTION** for this
- Another way to crumble the o-o-con blocks is to talk about common, pleasant experiences in that system
- All systems, anxiety/depression/anorexia/obesity, have set patterns. You might even notice everyone with a problem in common has some pattern / system similarities. Once you recognize this pattern/loop, you need to help the person break it, and form a **choice** of patterns.

IX – Patterns:

- If you can discover someone’s pattern for a problem, then lead them to recreate it, BUT interrupt it before completion – you might be very surprised. You might find them going into a hypnotic state. But he could be wrong – you might not be surprised at all!
- Asking people to do an instruction that is impossible to carry out can be useful for hypnosis.
 - Ask someone to raise their hand up and down at the same time (it is impossible to do both at the same time with one hand!). Then say “Begin.” While they stare in disbelief, you can say “that’s right, now you can BLINK.” (emphasizing ‘blink’). That person will blink. The mind is confused by the 1st and immediately carries out the ‘easy’ 2nd. Wait a few minutes and ask for the hand-trick again... you’ll probably see the blink... and now a pattern has been made... in seconds.
- Notice the positions people are in when they are discussing something pleasant and their problems. When you see them dip into that problem pose, politely interrupt and help them to the pleasant pose.
- Here’s another way to separate problem and pleasant talk: look away during problem talk/make eye contact during pleasant, rough repeatedly during problem, smile and nod while pleasant... they might unconsciously begin to pick up on the point that talking pleasant is good and problem is not.

X – Left Meets Right Meets Left:

- Psychologists at Dalhousie University did research on the brain’s *90-Minute Cycle*
 - When the left-side activities are at their peak, then the right-side activities are at a low, and vice-versa
- Know that we do not develop any real behavior (no matter how silly) unless we “believed” (at some level) that it would be useful to protect ourselves in the “best way” we knew *at that time*
- If one were to put aside the left-side activity to fully explore the right-side and then use the left-side to bring that creativity to life – then the sum product will be greater than the parts done alone. (Ornstein 1972)
- Great technique: “You may be surprised at where your hand touches your face... or I could be wrong and you won’t be surprised at all!”

XI – Reality ... Really???:

- Consider being illogical to solve a problem... illogical... some call it “creative”
- “Creativity is merely craziness put to good use.” –George Santayana (paraphrase)

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- Consider devising an unconscious process that uses the same creativity that *produced* the problem to *solve* the problem... it'll be more effective and fun!

XII – Unconscious Versus Conscious:

- Unconscious is the preferred term – the prefix ‘sub’ implies ‘below’ instead of parallel and equal
- The two minds are equal but different... like woman and man... church and laity... parents and progeny
- Some say that a real left-side/conscious mind & right-side/unconscious mind might not scientifically exist – it is very useful for therapy and thinking about hypnosis work.
 - When working in a conscious frame: use logic, facts, reason
 - When “doing hypnosis”: use stories, imaginistic recall, nonsense suggestions, and fantasy (the language of the unconscious mind)

XIV – Utilizing Utilization:

- Design the molds that will fit the person – don’t try to bend the person to fit your molds.
- Learn to accept the subject’s right to enter hypnosis w/open eyes & to utilize that situation just as another choice
- Utilization can be used by giving someone something to control (if that is their ‘problem’ - control) and then ‘helping’ them worry about that control (the towel, unknown threat to take it example)
- Use double bind sessions to help people stop being so oppositional... “Now, stop relaxing so deeply so quickly.”
- Asking people to “pretend” how they will solve a problem often gives great clues on how to help them solve it
 - When a person pretends to be “really” in hypnosis, often times they give you the map right to it!

XV – Weighing Anchors:

- Anchors: any trigger (external or internal) that evokes within someone a certain set response in all or most cases (whether good or bad)

XVI – Anchors Away:

- Ask a person to remember a time when they felt good
- When they do and say ‘yes’, closely watch them for their response
- If it is a pleasurable response, gently and firmly press on one knee and suggest in a cheerful voice and smile something like “That’s a nice feeling, isn’t it?” (this is establishing the + anchor)
- If person says ‘yes’ but doesn’t show pleasurable response, go further... “show me what you look like when you feel good.” Ask them to remember the sounds... ask them to describe how they feel when good... keep it up until you notice the pleasurable response and then set the + anchor
- Be congruent – be cheerful and with a smile when saying confirmation statements... not frowning and angry looking – they have to match!
- After testing the – anchor, it is a good idea to refire the + anchor
- Collapse the anchors by pressing both + and - anchors at the same time
- Next touch the – anchor and notice the response – it shouldn’t be the non-pleasurable one
- If the person lapses back into the – anchor, install a new + anchor and try again
- Always give the person time to respond to the + anchor fire... watch for THEIR way of responding (not what YOU expect) and know some people are immediate and some are 15 seconds later

XVIII – Ramblings:

- When someone comes to you for help, they are saying “My belief system is preventing me from exercising new choices.”
- Your 1st task is to help them expand and/or challenge that belief system that is keeping them stuck
- Next, consider that a form of self-hypnosis is keeping their belief system going
- If someone is lost in the forest, it is useless to build a base station and wait for them to find you. You have to go where they are and lead them out
- Consider that humans are energy conserving (some say ‘lazy’) and need help
- Hypnotic techniques are the antidote to hypnotically produced and continued problems and limitations
- Stop trying to make sense out of nonsense. If logic and left-side thinking could have resolved the problems, then they would have already been resolved.