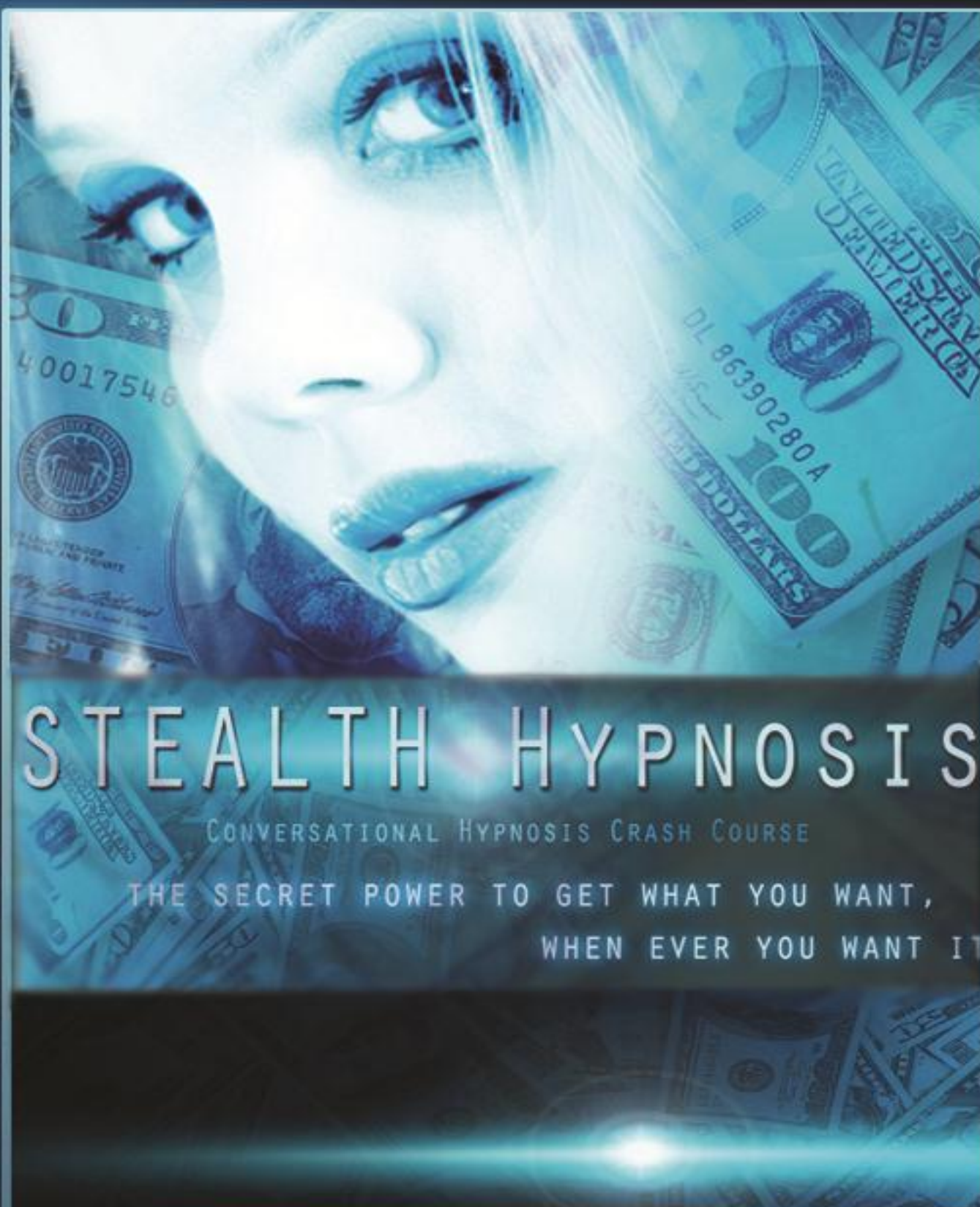




How To Maximize Your Hypnotic Skills In Minimum Time

Transcript One

David Van Arrick

Hi, this is David X and welcome to the Global Hypnosis Summit's special presentation on Conversational Covert Hypnosis. Today we'll be exploring one of the things I love and one of the things I'm passionate about which is the study, use, and practice of conversational hypnosis through the use of language patterns.

Today's module is called S.T.E.A.L.T.H., and you're probably wondering what the heck stealth actually stands for. Well, stay tuned in just a minute because we're going to tell you exactly what it stands for and how you can begin to use it instantly, effortlessly and automatically to transform your life and magnify your hypnotic abilities tenfold.

Stay tuned.

S.T.E.A.L.T.H., Strategic-Suggestion Through Easily-Applied Linguistically Triggered Hypnosis

In a nutshell, the study, use and practiced of hypnotic language patterns.

But what are hypnotic language patterns exactly?

Simply put and as plainly as I can state it a hypnotic language pattern is a verbal structure that narrows the way people think. The truth of the matter is that our thoughts have a structure, that structure is mirrored in the word that we use conversely.

Anytime somebody speaks to us, we must convert and break apart that structure and recreate it inside our minds in order for us to understand what's being said.

That in a nutshell is the magic of hypnotic language.

It's because of this pattern, because the way the unconscious mind works that we can *begin to use hypnotic language patterns effectively* to really get what we want and to help our clients and our subjects out there in the real world get what they want too. So let's move into this.

How do language patterns actually work?

Well, the patterns we're going to be sharing with you today are patterns that force the mind of the listener to accept a specific type of structure to their thoughts. In other words, they (your subject/targets) have to *create the structure inside your mind* in order to really understand what you're saying.

Since all of this happens at the unconscious or preconscious level, people quickly look upon what you're saying is being their own idea, suggestions are accepted and processed long before they reach conscious awareness and you have one heck of a powerful way to hypnotically communicate with other people.

Now, there are a lot of other good things that go along with this too. In order to understand what's being said, people literally have to mirror the structure of what you said in they're minds. So they've already done it the minute they heard it.

I'm kind of rushing ahead here – this is done at the preconscious level, it's done through something we call a Trans derivational search or in some cases, presuppositions. A Tran's derivational search is merely your unconsciousness' mind attempt to decide the meaning of any communication it receives.

Presuppositions are the linguistic equivalent of assumptions. In other words, when you hear a sentence there's a lot of things in that sentence based on its structure that we must assume to be true in order for us to have a context to make sense of that sentence.

A trans derivational search is literally when your mind hears a suggestion or your mind hears a language pattern of any kind, random or not, it automatically searches for the definition of every word in that structure and it close up all the definition simultaneously.

Based on the presuppositions in your language and the context in which you were communicating in, your unconscious mind spits up what it believes to be the most appropriate context that you're consciously focusing on.

Now the truth of the matter is it fires them all, which means the minute they've heard it all of these associations that are possible for your language are fired. But there's a sorting process that goes on, it's this sorting process that gives relevance to our communication. But again, all this stuff is happening below the conscious level.

So, long before it reaches your conscious awareness, it pretty much already had done it. The problem of course in learning how to use language pattern effectively is that there's a heck of a lot of them.

Researches over the past 20, 30, 40 years, however long it has been, have uncovered over 31 distinct language patterns, each one has a unique and specific effect. Many of them, unfortunately for our purposes, are hardly used without sounding forced, confusing and artificial. In other words, they're not practical.

Have you ever tried to use some of the Ericksonian Language Patterns out in the real world? You really kind of lose patience from your subject in certain contexts because a lot of the Ericksonian stuff is designed to illustrate or elicit confusion in your listener because confusion is a gateway to trance. So when you got someone quiescent in the chair and telling vivid and compelling stories in slow meandering tones or something like that, those things work in that context.

But the minute you get out in the real world, the rules change, you need something that's completely conversational, completely covert and can be easily applicable to any situation you find yourself in. So that brings us to the question of the 31 language patterns one more, that NLP is an Ericksonian hypnosis teaches.

So you might find a linguistics class, which ones do you use when?

What's the right one and how do you deal without sounding too strange? How do you do that all while holding the conversation or trying to keep the attention of a person you're trying to communicate with?

The cool thing about the language patterns were about to discuss in a very in a very short time, is that they're completely covert, they're totally natural sounding, and they work regardless of the context or usage that you're in.

Let's talk about the secret to nuclear power language.

Why are these language patterns so powerful compared to the other 31-plus patterns out there? Well first of all, they're the most overlooked and underestimated among the language patterns.

They're more powerful, easy and effective than thought binds or embedded commands. In fact, if you're using thought binds and embedded commands, if you're working with something who's actually trained in NLP or hypnosis or some form of covert persuasion, you're probably going to send up little red flags right away.

However, if you wrap everything that you do in the seven language patterns I'm going to be teaching you, you're going to discover very quickly that while they're busy trying to parcel out all the embedded commands or the thought binds, all your other languages are slipping in through the backdoor and they're just going deeper and deeper in the trance.

In fact, the harder they try to analyze what you're doing, the more quickly you're going to trance. It's that powerful.

In fact, it works so powerfully it works even if they know what you're doing. The other cool thing about this particular set of patterns I'm going to be sharing with you is that they turn everything that you say into an utterly compelling hypnotic induction.

They even work in writing, over the phone and in e-mail. I've hypnotized tons of people through Instant Messenger using these language patterns.

As a matter of fact I think in some cases it may actually be more effective doing some of these things in writing.

However there are some rules that you have to follow when you're doing these patterns in writing, and we'll talk about those in just a minute. The other really magical thing about these particular set of language patterns, is that they influence large groups of people just as easy as you can influence a single person.

That's really powerful because that means you can use them on stage, you can use them in any group situation. Everybody hearing your words automatically begins to find themselves feeling a little more relaxed, a little more focused and fascinated by you. As you focus and become fascinated on the speaker, everything they say starts to be accepted faster and deeper, and you start to have more influence in your own life as these words sink in and your unconscious mind starts to pay attention.

Now, let's talk about the magnificent seven, plus or minus two.

Just to recap though, why are these seven patterns so absolutely powerful?

Well, they're completely covert, they're not scripted, there are things that you can say instantaneously on the fly anytime, anywhere.

They're such fundamental small chunks of our English language or any English-based language and simply utilizing this structure with more precision causes you to become a more compelling speaker.

They can instantly induce trance anytime, anywhere when used properly. In fact, in some of the patterns we're going to be sharing with you, you can induce trance in as little as one to three words.

You don't even have to tell somebody they're going to trance, simply going through the process of hearing your language easily and naturally and automatically begins to lull them into a wonderful state of trance that just feels really good.

As you just kind of zone-out and pay attention, the information just starts to enter your unconscious mind in that powerful and hypnotic way that feels really good, and the better you feel the more quickly you learn how to use these patterns.

Now, they also don't sound like a language pattern and they work in any combination – and because of all these other things, they're easy to use anytime and anywhere. So what are these patterns, and if they are so fundamental why didn't we realize it before? Well, the simple fact is because they're so fundamental, we overlooked them.

Everybody is always looking for the sexy techniques when it comes to covert or the conversation hypnosis for NLP. The truth of the matter is it's the foundations of language; it's the building blocks that make you powerful. Master these foundations and everything else you do becomes 10 times more powerful or more.

Here they are in a nutshell.

If you look to your right here, adverb-adjective presuppositions, cause and effect presuppositions, complex equivalence awareness, spatial presuppositions, temporal, ordinal presuppositions, and direct commands.

Now let's talk about this whole magnificent seven plus or minus 2 thing real quick and why it's so important.

It's important because you have to understand the strengths and limitations of both parts of your mind.

Your conscious mind can only track seven plus or minus two bits of information per second, per contacts, and usually it has to be in a linear fashion. That's seven plus or minus two is equivalent to a functional chunk size.

Now the interesting thing about the conscious mind is that you can give a string of numbers like for instance; three, two, three, two, one, seven, nine. Your mind will group that as seven distinct elements.

But you can also go; three, two, three, three, zero, four, two, one, seven, nine. Now you've got three elements with three units in each, which actually makes it easier for your conscious mind to follow and remember.

You could memorize these patterns one at a time and you would have no problem with that, you've structured the learning process that way. But I want you to actually take these seven language patterns now, and I want you to group them into families.

In other words, we're going to cover in a particular order the adverb-adjective presuppositions, the awareness presupposition, the temporal, ordinal and the spatial as one family. So you have one family of four language patterns. These all work very powerfully, very synergistically together.

The other family of language patterns within the magnificent seven is the cause and effect and complex equivalence combined with direct command.

Now, why don't we do it this way, cause effect and complex equivalence are so close, yet different.

The differences are important that they're almost always used together and synergistically they work very powerful.

Direct commands also are very linear in their application. Adverb-adjective presuppositions, awareness, spatial and temporal ordinal, all have infinity for one another. You can flow in and out of them very, very easily.

If you wrap a cause and effect, complex equivalence statement in an adverb-adjective presupposition, spatial awareness and all these other good things, it becomes extraordinarily hard to even linguistically dissect let alone resist.

In fact, the very act of trying to dissect and resist these particular language patterns causes people to go even deeper into trance because the minute you start to analyze what I'm saying, you start to focus your attention to what I've just said, which means your awareness is no longer on what I'm saying, which means there is a clear path to your unconscious mind and you just go deeper into the trance.

It's kind of cool. Let's move on.

Adverb-adjective presuppositions, I'm going to say this later on in training but for an understanding of the adverb-adjective family and the other three language kind of patterns that we're going to be using in conjunction with this, remember this, there is no difference between a vivid description and a direct command.

Get that, there is no difference between a vivid description and a direct command.

If I were to come up to you and say,

"Stop go into trance right now and give me everything I want.

"Feel this way,"

"Do it that way and feel good about it."

Most people would look at me and say –(f.u.) and I know kind of mouth that – but I think you get the point.

However, if I were to tell you to just stop for a moment and imagine a time when you had an instant learning, like maybe a time when were younger and the first time you saw somebody flip on a light switch, and then they flipped it off.

You recognized even though you didn't know how you knew it, you instantly recognized for all the right reasons that flipping the switch up caused the lights to come on. And flipping the switch down, well, that caused the light to go off, but you learned it instantly.

Your life is filled with thousands and thousands of instant learning's, one shot learning, for you just saw something, you understood intuitively and logically for all the right reasons.

Now, understanding that you've done that before, you can feel really good about all those times that you've learned fast. Now with me, as we continue to go deeper and deeper into the study, you'll naturally begin to understand the power of an adverb-adjective presupposition, an awareness presupposition, a spatial presupposition and a temporal ordinal presupposition because *every single one of them describes something* and **there is no difference between a compelling description and a direct command**.

But let's go deeper now into the study of the adverbs and adjective presupposition. You don't need to be a master in English to understand this. In a nutshell, adverbs and adjectives are simply descriptors.

Adverbs describe verbs, adjectives describe nouns. What do these language patterns actually do inside your mind? First things first is they eliminate mental friction, they force the mental pictures to be exactly what we want them to be, and everything that follows is presupposed.

Remember I said earlier that there's two ways that your mind works when it starts to process language patterns, one is a trans derivational search, the other is through presupposition to target linguistic equivalent of assumptions.

There are things, ideas and concepts inherent in the structure of what we're saying that we must assume are true and act as if they are true in order to understand the message we're receiving through the sense.

So let's move on here.

Now, words in this category cover easily, naturally, unlimited, simply, logically, intuitively and utterly.

These are just examples; there are literally thousands and thousands of words that fit in to the adverb-adjective presupposition category. What I want you to do now – I'm going to give you a brief exercise, I'm going to demonstrate it first and then I'm going to give you some time to go do it on your own.

But I want you to go ahead and look up or come up with three, four, five, six examples of this.

You'll notice that almost all adverb-adjectives presuppositions tend to end in an "LY." Not all of them do but that's a pretty good way to figure out what's an adverb and what's an adjective. So here is the first exercise, and we call it word salad.

But it's really not word salad; it's a way to learn how to build your language around certain types of words. The way you do this particular exercise is you start at the top, and in the order or as close to the order as you can.

You're going to begin to speak and do your best really to sound as if you're making sense as much as possible, and literally just go down these lists of words creating a story or compelling hypnotic description.

Would you ever actually use all these in this order in the real world? You could, but the exercise is in learning how to build language around specific markers within the sentence structure.

Here's an example. As you easily begin to explore the power of this naturally occurring language structures you'll quickly begin to understand for all the right reasons the unlimited ways as simply

speaking in these words, and in this structure logically and intuitively causes people to have thoughts that mirror exactly what you're saying and then begin to truly move them in a way that is utterly, powerful, hypnotic and compelling.

So as you continue to learn quickly, easily and naturally for all the right reasons to get what you want, you'll truly begin to intuitively figure out how to use these words in a logical, simple, effective manner that gives you unlimited possibilities in your skills as naturally and as easily as possible. Get it? Now what did I do?

Well, the exercise was simply to start at the top of the page, move all the way down to the bottom, and then what I did was just because I was having fun riffing – and you'll discover very quickly that this stuff is fun – I just started back up the list. I used basically the same words to create a very powerful, compelling hypnotic suggestion.

Even though I kind of meandered here and there, you want to ride up to the list, and did you notice how you started to feel?

Now as I continue to talk using those language structures, there was a singy-songy kind of a la-la effect where you heard everything I said and you were focused in a certain way. Yet I'll bet if

I asked to repeat back to me, even one or two sentences of what I said, you'd find it very difficult. That's because one of the natural side effects of using this type of language is amnesia.

You could literally say the sentence three or four times exactly the same way using these patterns and it will be very hard for somebody – unless they're specifically told to remember this word or remember this sentence – to repeat verbatim exactly what you said. But they get the message, and that's what is important.

All that information goes right in to the unconscious mind and it's processed. So now, that's the first step exercise.

What I want you to do now is I want you to stop the video. Just pause it, and practice that. This is a practice a workshop on video, so I want you to fully use these patterns and do these exercises because that's the only way you can really make some serious headway with this.

Okay, welcome back.

Right now we're going to the next part of the adverb-adjective presupposition.

Now what I want you to do is I want you to begin to understand why we need to structure the language this way.

What I'm going to do now is I'm actually going to give you a little bit of compare and contrast.

You can hear what I say, you can watch me gesture and all that good stuff, and you can also pay attention to the text on the other side of your screen as I go through this because now you'll have a digital reference as well as a visual reference here.

So what I want you to pay attention to is the difference in the way your mind creates the mental representations inherent in the sentence. So let's do the first one.

“The dog...

Was Blue.”

Now, let's stop for a minute and back that up.

When I said “the dog,” what color was your dog?

I'm betting it was anything but blue. Am I right?

How do I know that?

I deliberately used a very nonsensical sentence to create a more compelling demonstration for you.

The truth of the matter is the minute you hear the word “dog” your unconscious mind starts sorting to every conceivable definition, memory, fact or bit of data it has about dog and it spits it up.

Now what happened next though, when I said the dog was blue, all of a sudden now we have a little bit more specificity about the dog.

In other words, it's no longer a brown dog or a white dog or whatever it was that was in your mind.

Okay, now the dog is blue. So what actually happened inside your mind was you had to go,

“Stop... Back up,... make the dog blue” and move forward again.

That's literally in the nutshell what happens when you put the subject *before* the description.

Now as long as you're vague, you can get away with some of this.

But here is the bottom line, check out this next sentence,

The green monkey.

Notice how much more easily your mind created a vivid compelling description, and notice that it was exactly what I wanted it to be.

When I said the dog was blue, your dog was not probably blue until I said it was blue.

But when I said green, all of a sudden “ poof” there's this green and boom there's a monkey in there.

That's what we want, we want to eliminate the necessity for your subjects, and the subject is anyone who is hearing your hypnotic language patterns.

Now, we do make a distinction and we teach you more of this in Killer Influence and in CPI between a client and a subject.

A subject is anybody out in the world, who is under your influence or you are seeking to influence.

A client is somebody who is coming to you for a service of some kind, they're paying you money for a specific result and they're under your protection.

Different set of rules apply when you're working with clients and when you're working with subjects out in the real world – a small distinction but important.

Of course this particular course makes certain assumptions, one of which is of course that you have a strong sense of personal ethics because this stuff is powerful.

So please, use it in direct congruence with your sense for right and wrong and what works best for you.

Let's go get a couple more sentences and going even further in this.

"The seductively sweet tone of voice profoundly exited him."

You see where all these descriptors are here?

"The seductively sweet tone of voice" – description, subject – "profoundly exited him."

Here are we again, adjectives describe a thing, "profoundly excited." Notice how everything that follows each of these is presupposed in the sentence.

You literally start hearing a seductively sweet tone of voice in your mind. Now you notice, I did not say "her seductively sweet tone of voice" nor did I say "his seductively sweet tone of voice."

Why did I do that?

It would be too specific at this point in time.

But if you're female – well, actually most of you probably started visualizing a female.

Even though this is the modern age, most of us are still thinking in terms of heterosexual relationships.

But I think you get the point, "seductively sweet tone of voice."

Notice how that just makes your mind go, "Ahhh..." Isn't that cool?

Now, this next sentence is going to be a little bit longer and it's written poorly, it's done wrong – but I want you to notice just how rough this gets. I'm not trying to front load you, but you need examples.

Check this out,

"Her dress..... that was covered with pink and yellow polka dotshad a red ribbon on the front..... and was brown color,..... suddenly fell off."

When I said dress, what color was your dress?

I'm betting it wasn't brown.

When I said covered with pink and yellow polka dots, instantly whatever color dress you had, had pink and yellow polka dots on it, regardless whether you thought it was ugly or not.

Then all of a sudden there is a red ribbon on it, it wasn't there before.

Then of course the dress turned brown right before it suddenly fell off.

Now what's important about this is that this is actually the structure that a lot of very boring, hard to read pros is done in.

Any kind of speech given with this kind of language will instantly drive people into mental torture.

They'll literally escape what you're saying and flee into trance, which is another way of getting people into trance, but it doesn't make you a compelling speaker that will get invited back to speak again.

It will simply mean that the information going in will go in outside of conscious awareness, and because it has no conscious recall pathway they don't remember it.

It's there, they just can't access it.

But when you begin to talk in such a way that everything you do begins to compel the imagination, begins to move people in the direction, where the descriptions are exactly what you want them to have in a way that feels absolutely natural, then people just can suddenly get a load of what you're saying.

Before you know it, there are whole movies playing inside your head that are exactly what you want the people to experience.

But because it's the people hearing you, making up their own internal representations where there's as little mental friction as possible, they quickly begin to create movies that are unique, specific and targeted to themselves using their own internal, ecological resources.

That means they're getting the message that's tailored exactly to what they want to hear in a way that's right for them.

So by using your adverb-adjective presuppositions in exactly the way I describe, by putting them before the things you wish to describe, you automatically can become more powerful hypnotic and compelling speaker.

Now let's look now at what else this pattern does for you.

By the way, did you see the difference in a way this works?

Now here's a really quick exercise.

If you want to see just how powerfully this could work, what you could actually do now is you can actually— pause the tape and take this sentence, write it out as it is, and then move the descriptors around.

So it might sound something like this,

“Her brown, yellow polka-dotted dress had red ribbon on the front and suddenly fell off.”

Notice how I put the descriptors before the things they described which makes it that much more easy to create a mental picture, even though I didn't get all the descriptors in there.

You can begin to see how just changing the structure of your language, automatically causes people to have the internal representations you want, and that begins to move people in a direction that you want them to go.

So, adverb-adjectives work because all compelling communication works this way, it captures and leads the imagination. Like I said before, there is no difference between a vivid description and a direct command.

If you learn to speak in these words, everything you do becomes more compelling and more descriptive.

You become more compelling and more descriptive, you're naturally capturing people's imagination, which means your unconscious mind is going exactly where it needs to go to get the maximal effect.

Now, here's the consequence of NOT talking this way.

Remember the earlier sentence?

In a sentence like this, people will only revise their internal pictures for a limited amount of time before they start to get tired. It's too much effort.

We talked about this in other videos, we talked about this in my CPI course and we talked about this in Killer Influence.

People have the same response to intense thinking or analysis as they do to pain or discomfort.

When you force somebody to keep revising their internal pictures, it takes energy, it takes effort, and they don't like it.

They'll only do it for so long before they stop.

The minute they stop, they'll fall out of rapport.

When they fall out of rapport, they stop paying attention.

In fact, it can actually get worst for you because the minute people fall out of rapport, they start mismatching and start dissecting what you're saying.

I think I might have covered this in the introduction, but if not I'll say it again here.

Rapport is a trance, rapport is equal to trance.

The degree that you have rapport is the degree that you have somebody in profound trance state.

Now, the amount of resistance you meet in the real world as far as your persuasion and influence skills go is inversely proportional to the amount of rapport that you have. ***As rapport goes up, resistance goes down.***

So does mismatching and analytical behavior, people just take what you say at face value. The deeper it goes, the more they just go on. Conversely they lose rapport, they start parsing what you're saying more and more and more.

Keep that in mind. Let's talk about the strategic application of these skills.

Descriptors are before the things they describe, I don't think I can say it any plainer than that.

For instance, "The blue dog," "vividly compelling," and "utterly breathtaking."

When you speak, what you want to do is you want to use these many of these as possible without sounding too strange.

Actually, one of the places where the adverb-adjective presupposition really shines is in speaking because you can literally load them up in on the front end.

As you easily match it and automatically begin to intuitively understand how to use these patterns powerfully, you'll instantly begin to have more compelling and breathtaking conversations that literally draw your listener in and create vivid mental pictures inside your mind that are exactly what you want them to be, that will lead the imagination of your subject to the conclusion you want them to have.

In fact, more often than not, they'll just instantly and effortlessly, logically and intuitively for all the right reasons come up with it as if they were your own idea.

It's a pretty cool thing, you should try it, you should do it more often. Now, you notice that what I did with the lesson it's what I call the triple.

If you look down here on your screen, little right hand corner, you use triples to induce trance.

You have to be careful, this particular pattern when you start them speaking will induce trance in under five words.

The average untrained person's critical factor can process seven plus or minus two bits of information every second before it goes into overwhelm, and a lot of inductions that you learn in hypnosis work off this premise.

We overwhelm the conscious mind, it runs streaming into trance. Cool, it works great on hyper-analytical people.

When you start using the adverb-adjective presupposition what actually happens is that seven plus your minus two goes down to five plus or minus two.

Literally, you can start dropping people and overwhelming the critical factor in three words or less. So as you easily, naturally and automatically begin to get using triples effectively, you can also begin to understand how this could work for you or it could work against you.

In fact, the artful use of the adverb-adjective presuppositions in the triples technique that we're talking about is a good way to fractioning people in and out of wider and deeper trance states. Now, that's really cool.

Here's the thing you have to be aware of though.

The people will go into trance regardless of the speed in which you say it.

However, it's because the magic is in the language patterns, and if you've gotten good tonality control and pitch control and tempo control, you've just magnified your skills. But we cover that in the [hypnotic] attribute sections of the Killer Influence training.

We don't have time to cover it here, this is about language patterns.

If you want to know about modifiers and amplifiers and all the other cool ways to make what you do – like conversation hypnosis on steroids – then you need to check out CPI or come to Killer Influence.

Regardless though, the magic is in the structure of the language, but it's not all there is to what we do.

However, if you use the triple technique which is easy, naturally and automatically, and it can be any three “LY” words, they just got to seem to go together.

If you say it too fast, the person listening will go in the trance so quickly that they'll actually start to feel a little confused, they'll start to feel like this weird uncomfortable feeling. Now, depending on the situation you're in that may be good.

However, most times when people start to have that weird feeling, they'll kind of back up step and you'll start to lose a little bit of rapport.

So you want to pay real close attention to this speed at your subject's talk. If you just go a little bit faster, not a lot but just a little bit faster than the way they speak, you're going to find that they're going to have this great slide right in the trance.

You can also speed it up and slow it down, and you got people going up and down and in and out of trance, it makes you very, very compelling and very, very fascinating as a speaker.

This one pattern, if you master it properly, is worth the price of admission, worth ten times the price of admission.

This one paid my way through undergraduate college education, on scholarships.

In fact all of the techniques I'm going to be sharing with you I used in my undergraduate education pretty much to write my own ticket through my undergraduate school and even into acupuncture school.

That's just my professional life just how I use them professionally. I can't even begin to tell you how it's paid huge dividends for me in my marketing, in my social and romantic life, these skills make you powerful if you practice them.

I promise you, if you learn nothing else in this entire summit, learn these set of language patterns. So be careful using the triples technique.

If you're going to use it in writing, there's a technique I like that's called the **“two in the front, one at the back” rule**.

That sounds almost sexual, but it's not. Basically what it means is if you're going to use the adverb-adjective presuppositions, stay away from the triples.

I found that two descriptors before the thing you want to describe and one on the back-end is usually enough to make people get sucked into what you're writing and really start to have vivid mental representations.

Here's an example down below, pay attention.

As you close your eyes and listen carefully, this profoundly covert method of top secret hypnotic suggestion powerfully allows you to quickly and easily hypnotize your subjects instantly. Now, how good did that feel? Because It's true. Let's parse this out, let's look at it.

"This profoundly covert method," we've modified the couples –The profoundly covert method top secret hypnotics suggestion powerfully allows you to quickly and easily hypnotize your subject instantly.

We have two on the front, there's your verb, your subject and insulator one on the back right here.

This one actually kind of has overlapping adverb-adjective presuppositions utilizing the "two in the front one and one in the back" rule. This one is powerful, this one is utterly devastating in e-mails, on Instant Messenger.

It's good in speaking too, but this one is specifically what I use in writing. By the way, count the descriptors and again notice the placement once again because it's very important; two on the front, one at the back.

Now that you got the theory, you got the unconscious examples to model instantly; it's time for you to do some work.

Here's what you're going to do, you're going to stop this video tape and what you're going to do is you're going to write three generic sentences. I only want one or two adverb-adjective presups in each one.

So you might say, "The dog excitedly ran around the yard." It's hard to be generic with this stuff. "She quickly ran around the house," "she quickly washed the dishes," "she precisely measured the amount of flour in her cup."

It's very, very generic sentences. Why? What we want you to do now is understand the structure. As you begin to understand the structure, you'll naturally start to become more powerful and comfortable with using your language this way.

Now, the next level in your training is to take the same pattern, once you internalized the structure powerfully, and you're going to write three sentences in the form of a hypnotic suggestion.

If you're going to actually hypnotically program somebody to use these language patterns, these are ones you would use.

You might say, "As you powerfully begin to wire in these language patterns, you would instantly notice a new level of power in the way you speak."

If you quickly understand how to use this language, you'll naturally feel equipped." As you begin the process of quickly assimilating these techniques, I'll bet you'll wonder how much more there is to learn.

Get it?

Once you've done that, we're going to get even more specific.

When you started viewing this tape or this video, my bet is you probably had a specific application in mind; maybe it was to improve your dating in relationships, maybe it was to improve your ability to close sales, maybe with your ability to sign up people to your business in some way.

What I want you to do now is I want you to craft three hypnotic sentences that are specific to the application that you're going to be working in.

So you can begin to see how we migrate from generic to hypnotic to specific because I want you to be a cross-contextual hypnotist, I want you to be functional everywhere you go no matter what.

What I want you to do now is stop the video, do this exercise; it will probably take you 15 minutes.

Read them out loud over and over again and then come back to the video, and we're going to move on in to the other six language patterns.

We'll see you in just a bit. ...

Welcome back.

Hopefully you've done your exercises.

If not, you probably just skipped ahead, which I know most of you are probably doing, shame-shame. Do the exercises, do the drills and get skills. So if you haven't done them, stop now and go back and do the exercises, I'll wait.

Let's talk about pattern number two which is actually one of my absolute favorites when it comes to building massive amounts of hypnotic influence. This is called the awareness presupposition.

The way this works is it directs focus of attention, but it does it in a very cool way.

It directs the focus of attention either externally or internally and it automatically causes the target – in this case target could be a subject, it could be a client – to undergo the process stated in the sentence.

So not only does it direct your mind on where to go, it actually starts you processing what we want you to process.

By the way, anything following you on this verb is presupposed in the sentence.

So as you begin to notice all the ways that I'm directing your attention, you probably weren't aware of the sensations in your left ear until I mentioned it, and you probably didn't recognize or realize sensations in your right foot until I pointed it out to you.

So as you begin to understand how these language patterns instantly, automatically, effortlessly redirect your focus of attention and automatically cause you to undergo the process stated in the sentence, you can begin to notice how you can make anybody begin any internal process you want simply by saying I'm using one of these to learn this patterns.

That being said, what are some of these words and how do you use it?

Well, I'm glad you asked. Here once again are my favorite words in this category.

They are not exclusive, there are lots of other words that fall into this. I highly recommend you get yourself a good thesaurus and practice using these words.

Once again, we're going to start with the words salad exercise which is, as you begin to notice how powerful these words can affect your perceptions and you realize with amazing awareness just how the understanding of this power or this pattern can cause you to move people's mind in a certain direction, you'll automatically recognize by simply using these patterns in a way that allows people to comprehend what you're saying it will automatically begin to move their mind in a direction, a direction that you decide, and that they'll instantly begin to use and process that is right and natural for them.

But it's a process that you dictate.

So as you comprehend all the ways that you could use this pattern powerfully and you recognize the potential inherent in it and you begin to understand the amazing ability of this pattern to direct minds, how quickly will you become aware and realize for all the right reasons how people just begin to notice what you want them to notice and feel good about it?

Makes sense?

Good. So what I want you to do now is stop the tape for a few minutes.

I keep saying tape but we're actually in the digital age.

So, I want you to stop for a few minutes and write down a few adverb-adjective presuppositions that are not listed here, but are basically your own. Practice the word salad exercise and notice how much better at you come out of it very, very quickly.

I would practice doing these exercises five, six, seven, eight times a day, once for each pattern, one set of ten for each pattern just to get used to building sentences around specific marks.

This is one of the ways that you can actually prepare yourself to utilize embedded commands by using the smaller, more conversational less linguistically taxing structures. Do that now.

Now that you're back, I got a few examples here just so you can similar ways that we can utilize the awareness presupposition.

Let me read this to you real quick and we'll move on. As you realize the power of these patterns, you'll naturally want to learn more.

As you become more aware of how these patterns work, you'll quickly find yourself using them to improve every aspect of your life.

Have you noticed yet how powerful these patterns work even when you know they're being used on you for highest good?

As a matter of fact, one thing that you could do is you could actually write these patterns out and just look at the structure. Notice how they begin to engage your mind in all the right ways and get them going in a certain direction, it's pretty cool. Do that now.

So it's drills and skills time once again.

We're going to start moving very, very quickly now.

The reason we're going to be moving very, very quickly is because you understand the process, and as you understand the process you will naturally begin to do these drills automatically at the end of each section.

You're very lucky because normally unless you're going to full blow CPI training or Killer Influence training you won't get this level of instruction on how to use and drill these hypnotic language patterns.

Even though there's a lot more to learn, you're still getting a heck of a training here, and I really want you to enjoy these classes.

Once again, using the awareness presupposition pattern, I want you to write three generic sentences just to get the structure. Write three hypnotic suggestions that you might use to actually hypnotically program somebody to use this pattern.

Then I want you to write three applications, specific suggestions or sentences that you might use in a meeting or in a classroom setting. So do that now, and then what I want you to do though is I want you to do what I call an integration drill, which is basically this. I want you to take the adverb-adjective presupposition and the awareness presupposition.

I want you to write three sentences that combine the adverb-adjective presupposition with the awareness pattern.

Once again, there's going to be three general, three hypnotic, three applications. You can do one of each or you can do three of each, the more you write the better you get.

Here's the important part, you must, must, must practice speaking them out loud. If you could practice them in front of the mirror or you can actually practice maintaining positive eye contact, then this will work even more powerfully for you.

In Killer Influence we talked about three different ways on using a covert hypnotic gave to create powerful trance states so that you're hypnotic language patterns just accelerate and deepen where you're already going and your stuff just gets accepted even more.

But we don't have time to do that right now. What I want you to do is do your three and three and three awareness drills and then do your integration drill, come back and you move on to the next pattern.

Welcome back.

In this next section we're going to be covering another really great pattern, this is called the temporal ordinal presupposition. The strategic application of this particular language pattern is that it presupposes choice.

It utilizes some aspect of time or the miracle order to create presuppositions of choice. Times, durations and numbers, all presuppose things and actions.

Here are some examples; before, during, first, second, third, one.

If we're going to do the word salad exercise, before you begin to integrate these patterns powerfully in your everyday language, during our training today you'll naturally discover very specific and powerful exercises that after doing them the first thing you'll notice is how quickly you can begin to just rattle off adverb-adjective presuppositions in a way that's natural and easy for you.

The second thing you'll instantly become aware of is how quickly people start to go in to trance whenever you start to speak.

Third, you'll begin to recognize the amazing potential that these language patterns have to offer in your ability to hypnotically persuade someone covertly and conversationally anytime, anywhere for all the right reasons.

One of the realizations is sinking in, I'm wondering how quickly you'll start to do the next few exercises with even more pleasure and more excitement and more joy that you ever done possible.

After all, before you start in learning these language patterns, you didn't know just how good you could be. But during this training you'll learn and are learning and will really get the stuff good.

As you get this stuff good, after just a few short practice sessions, you'll be amazed how quickly you start using hypnotic language and people just start tracing out.

So stop the tape now, do the word salad exercise, come up with three of your own and we'll move on.

Now that you've created your own, you can compare and contrast with the structure we've got here.

Examples would include, "While going into the trance, you may notice certain sound, very typical hypnotic suggestion." But, while going in the trance, everything that follows awhile is presupposed.

Now that's assumed that as you're going into trance they may notice certain sounds. The thing that they may challenge, if anything at all, would be whether they'll notice it or not.

If you notice how this particular pattern automatically begins to combine the temporal ordinal with the awareness presupposition, notice the synergy. Another one, "Before you sign, make sure you read everything carefully."

It presupposes that they're going to sign what you want them to do, and all they have to do is make sure they read it.

So, what's the first thing someone's going to do on this when they get this suggestion?

They're probably going just read everything and then they're going to sign it. It's that simple and it's that direct, you don't have to do any linguistic gymnastics or anything like that.

You should say, "Before you going into trance today, make sure you take your shoes off" or

"Before you go to trance down the hypnosis chair," and the minute they sit in the chair that's designed for them, especially if they've gone into hypnosis in that chair before, they're out, As long as you're congruent, you've got to be congruent and sincere with this stuff, otherwise it really doesn't matter how good you are at it, you will only get a small effect.

But the more congruent and the more rapport you have, and the more energetically you're connected to this person, the more powerful these suggestions work.

"The first thing you'll notice after coming out of hypnosis today is the profound feeling and relaxation you're at. Aren't you?

Get it?"

Again, this is more in terms of a hypnotic interaction.

But it doesn't matter, the structure is what's important. So, read your sentences out loud, copy this down and write them out and then start using the same structure or same syntax, just change the content a little bit to more natural applications.

Here's some more.

"During this training, you're learning the most effective methods of conversational hypnosis.

While you were watching this presentation, your unconscious mind automatically learn how to powerfully influence others to do what you want.

The first thing you'll discover after this training is how quickly and easily you'll be using these patterns effectively for all the right reasons to get exactly what you want.

That feels good, doesn't it?"

I love to tag, I love to use tag questions because it brings people out of their head and right into the present moment. I don't know if we have time to cover that stuff, but it's there. It's like Ragu, It's In There!

The next pattern is on the strategic application of spatial patterns.

What you do with a spatial awareness pattern is it causes vivid and compelling spatial relationships to appear in the mind of your listener. It involves powerful, powerful mental illusion. Even in writing it does this.

Notice that everything we've covered in these first four language patterns are about description. It describes an experience in some way, that's what binds these four patterns together, vivid, compelling descriptions.

Here's an example,

"From among the many powerful words in this category, only the most compelling one's for you will enter your awareness now.

Get it?"

Some examples that you can use in this category include but are not limited to; overall, undergo, expand, beyond, a mum, to, from, arrives and enter. Here's the drill...

"Overall, as you begin to undergo this process of training and you expand your horizons and capabilities that naturally, easily and automatically allow you to go beyond even what you thought was possible, as you explore this powerful language patterns from among the seven that you've learned, it will naturally emerge into your awareness the ones that are most vivid, compelling and natural to you.

As they arise from your unconscious mind, you'll enter a profound state of bliss that you recognize, that it only gets better from this moment on.

As that awareness arises from inside your mind to your conscious mind, among all of these language patterns, your mind will take you even beyond what you thought is possible and expand the capabilities of your ability to hypnotize people instantly, effortlessly and automatically.

So as people out in the real world begin to undergo the process of change as you begin to speak, overall you'll enjoy a much more improved and accelerated level of influence in every aspect of your hypnotic, social and professional life.

Now, do this exercise and practice it a lot. Drills and skills time, we've already covered word salad exercise, so you know how to do that.

Once again, we're back to our same process. In a moment I want you to stop the tape, I want you to write three generic sentences so you can wire in this pattern completely.

Write three sentences in the form of a hypnotic pattern, write three that are specific to your desired application. Now, again, write three sentences that integrate all of the language patterns that you've been playing with to this point.

What you'll begin to notice is you're going to start to be powerful, hypnotically compellingly linguistic – for lack of a better word – magical spells, magical spells that instantly cause people to pay attention to what you're saying.

As people pay attention to what it is you're saying, they're also paying attention to what goes on inside their mind and in your mind as you begin to create compelling stories that vividly represent everything that's being said for all the right reasons.

You'll naturally find your unconscious mind integrating these skills powerfully, easily, effortlessly and automatically.

The more you listen, the more powerful your unconscious mind begins to imprint these skills set at a deep level, a level so deep that in just a few short moments or even sooner, you'll naturally begin to speak and model these skills that I'm representing to you, have them coming out naturally, easily, effortlessly and automatically for all the right reasons.

That's a cool thing because we're just getting started. Now, stop the video, do the drills.

We'll be back in just a bit.