

Hypnotic Language Patterns Cheat Sheet

1.) Redefine Pattern: The issue at hand is not (A), it is really (B) and that means (C)

Example: *“The issue is not the problems in the current project but how much help you are giving the team members to ensure that they have everything they need to work at 100% capacity. How good do you think the results would be if you made sure that all their computers have the latest software for programming and web design?”*

2.) Agreement Pattern: “I agree with (A) and would add (B)”

Example: *“I agree that this new product is pricier than its counterparts and would like to add that it has extremely useful features that is not offered by any of the existing competitors” .*

3.) Thought-Disruption Pattern Formula:

Step 1: Provide a diversion statement (i.e. “Crazy game last night!”)

Step 2: Wait for the subject to respond; if there is no response, try another diversion statement until it finally works.

Step 3: Begin asking questions that would lead the other person to agree with you (i.e. “Would you like to make more money than you have ever dreamed possible?”)

Step 4: Introduce the desired topic when the subject has complied with you.

3.) Awareness Pattern: Utilization of the words like “notice” and “aware”.

Example: *“Are you aware of just how potent hypnotic language patterns are?”*

4.) Agreement Chain Formula: 1st verifiable condition + 2nd verifiable condition + 3rd plausible condition + call to action

Example: *“As you are reading the manuscript, enjoying the different lessons on hypnotic pacing and leading, you will enjoy practicing these great hypnotic patterns even more”*

5.)Tense Shift Pattern: Current Issue + Future Tense Action

Example: *“The support system and personal resources that you need to make a full recovery so you can start enjoying your life once again is here. It is here and all that is left to do is for you reach out with your heart and mind to receive all of it.”*

6.) Covert Code Pattern: Indirect Command + Longer Statment

Example: *“After you come to this new cupcake stall in the fair, you will never want to taste a different cupcake ever again”.*

7.) Instant Shift Pattern: Pronoun Shift + Statement

Example: *“Hey buddy! I was talking to my boss the other day and he seemed really angry with me. I thought that I was a goner for sure after he found out that we went over-budget on the latest project.*

You know that feeling when the walls around you seem to be caving in? That is how I felt. You would be horrified if you saw my boss walking towards you with that tight-lipped expression of his. But it is a good thing that he understood why we went over-budget. He gamely accepted my apology since I was the team leader”

8.) Basic Seduction Pattern: Showcased Awareness of Subject Deeper Self + Sensitivity

Example: *“Everyone has a deeper self that we tend to hide from the rest of the world. Instead of showing our deeper selves we create an alternate persona that we feel is safe to show others.*

But in reality, our true selves are hidden away, hidden behind vales and curtains so that we may be safe from others who may not understand our true selves. Within our deeper selves we

hold our deepest desires and biggest hopes. This deeper self is also the seat of our most genuine sentiments and emotions.

Even though this place seems nebulous, it is actually a place of beautiful creation. What I have discovered is that it is not easy to find a way to this special place of yours, but once I was able to find the key, I discovered that it was all worth the effort because it is such a beautiful place. And I would like to share my own true self with you too, so we will have the unique opportunity to create wonderful things in this life."

9.) Inner Voice Pattern: "This voice inside is telling you to _____".

Example: *"This voice inside is telling you he's not the right one".*

10.) Credibility Pattern: If there was one bit of advice that I learned from (cite the name of the authority or expert) that is (add the information or insight from the expert).

Example: *"If there was one thing I learned from Dr. Joe Vitale, it's that setting an intention is everything".*

11.) Train Ride Pattern: Context + Main Story + Reframing Sentences

Example: *"Your dilemma reminds me of a problem my sister had regarding choosing which suburb to relocate in. She didn't know where she should buy a house, and friends and family were*

pulling her in every direction to choose the suburb closest to them. She became really frustrated, and needed to make a decision soon before the prices of homes skyrocketed. So one Saturday, she just sat down and chose a suburb she felt was most ideal based on what she wanted. She was always so worried she would upset other people. So I told her to always base her choice on what she wanted and not on what other people wanted her to do. She took that as a sign and made a decision to live in Greensborough, where she is now extremely happy living in. She made a promise to herself never to let other people dictate what she was going to decide on”

12.) Direct Direct Consequence Pattern: *Statement of Observable State + Linkage + Outcome.*

Example: *“You get furious every time your mom criticizes you for smoking, but the truth is, she always criticizes you because you smoke”.*

13.) Melded Truth Pattern: *Context + Agreement Chain 1 + Main Idea + Agreement Chain 2 + Normalization of Dialogue*

Example: *Wife: Honey, I really think it’s time for us to move into a place of our own.*

Husband: I told you already – we can’t afford our own house. We won’t have enough money to pay for the mortgage as well as for the monthly bills.

Wife: I agree that we would be paying for a lot of things if

we move out, but don't you think we should learn independence?

Husband: Yes, I know, but -

Wife: Just stay with me here. Don't you think it's about time we have some privacy – you know, without your mom having to knock on our door every single second?

Husband: Yes, I agree, but –

Wife: And wouldn't it be nice to have our own space, just leave all the chores to be done some other time without having to think about her constant nagging?

Husband: I know.

Wife: I know it's a big step, hon; but I also feel like we can do it – both you and I. You know how we managed to pay off our student debts in the past, remember? (laughs)

Husband: (recalls and laughs) Yes, I do.

Wife: We can do it again – together. Like we've always done before.

14.) Camouflage Pattern: Feedback + Restatement + Dialogue Normalization

Example: *Wife: I'm not sure about you going away for the weekend to go fishing. I don't think it's safe. I'm going to be worried the whole time. I won't be able to handle it if anything happens to you.*

Husband: I understand, honey. I know you worry about me and my safety. I promise we'll take all precautions to be safe. We

won't go far from land, and I will call you when we leave land, from time to time and when we get back to land to let you know how we are going. It will only be for the weekend. I'll be home before you know it.

15.) Breadcrumbs Pattern: Specific Idea > General Idea + Ambiguous Value-Based Reference.

Example: *"At the end of the day, it's really up to you to decide what you think is best for you to do."*

16.) Undeniable Fact Pattern: "Collective Quantifier + Action / Fact / Description".

Examples: Statements such as "Every person I know says _____," "Nothing should prevent you from _____", or even "It never hurts to ask yourself _____".

17.) Future Pace Pattern: Direct Address to the Subject ("You") + Suggested Action + Positive Outcome and/or Reward or Implied Negative Consequence.

Example: *"You should start doing your homework, or else you will never do it and you will get a failing mark."*

18.) Frozen Logics Pattern: Direct Address + Frozen Concept.

Example: *"You can be the best mother you can be if you decide to make peace with your relationship with your own mother."*

19.) Phantom Comparisons Pattern: Direct Address +
Phantom Comparison + Suggested Action and / or
Outcome

Example: *“Things may be really bad right now, but just
imagine how things can be so much better in the future.”*

20.) Mind Control Pattern: As you” + Obvious/
Observable & Indisputable Fact + Suggestion

Example: *“As you see how sturdy this car is, you noticed how
you’d feel secure driving this with your children are inside.”*

Imagination Hijack Keywords:

Imagine

Visualize

Consider

Suppose

What if

How about this - Think about this

