

WELCOME TO THE MAGICAL WORLD OF

CONVERSATIONAL HYPNOSIS

THE PRACTICAL GUIDE TO SPEAKING
HYPNOTICALLY.



THE FORMULA

T.O.P

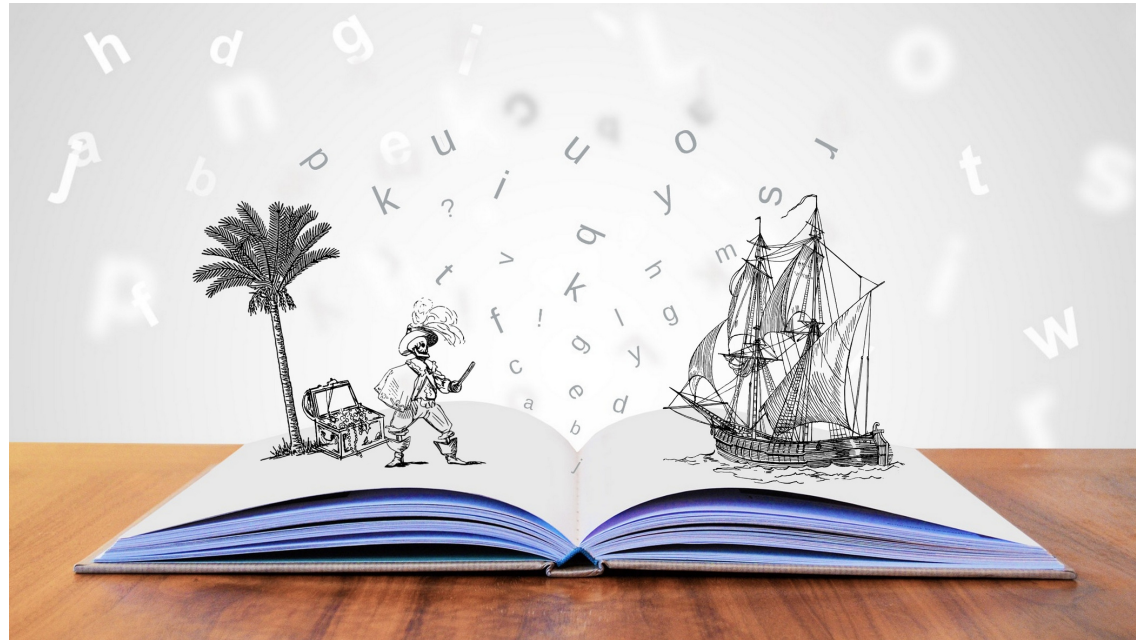
1 | THEME

2 | OUTCOME

3 | PATTERNS

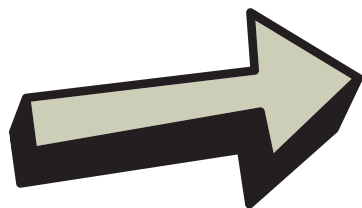


1 | THEME

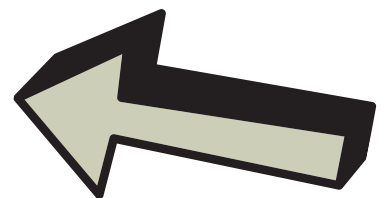


- THINK OF A THEME ?

APPLY THE LANGUAGE TOOLS THROUGH THE THEME YOU HAVE CHOSE.



- CONNECTION
- ADVENTURE
- DISCOVERY
- INDULGENCE
- SPIRITUALITY



2 | OUTCOME ?



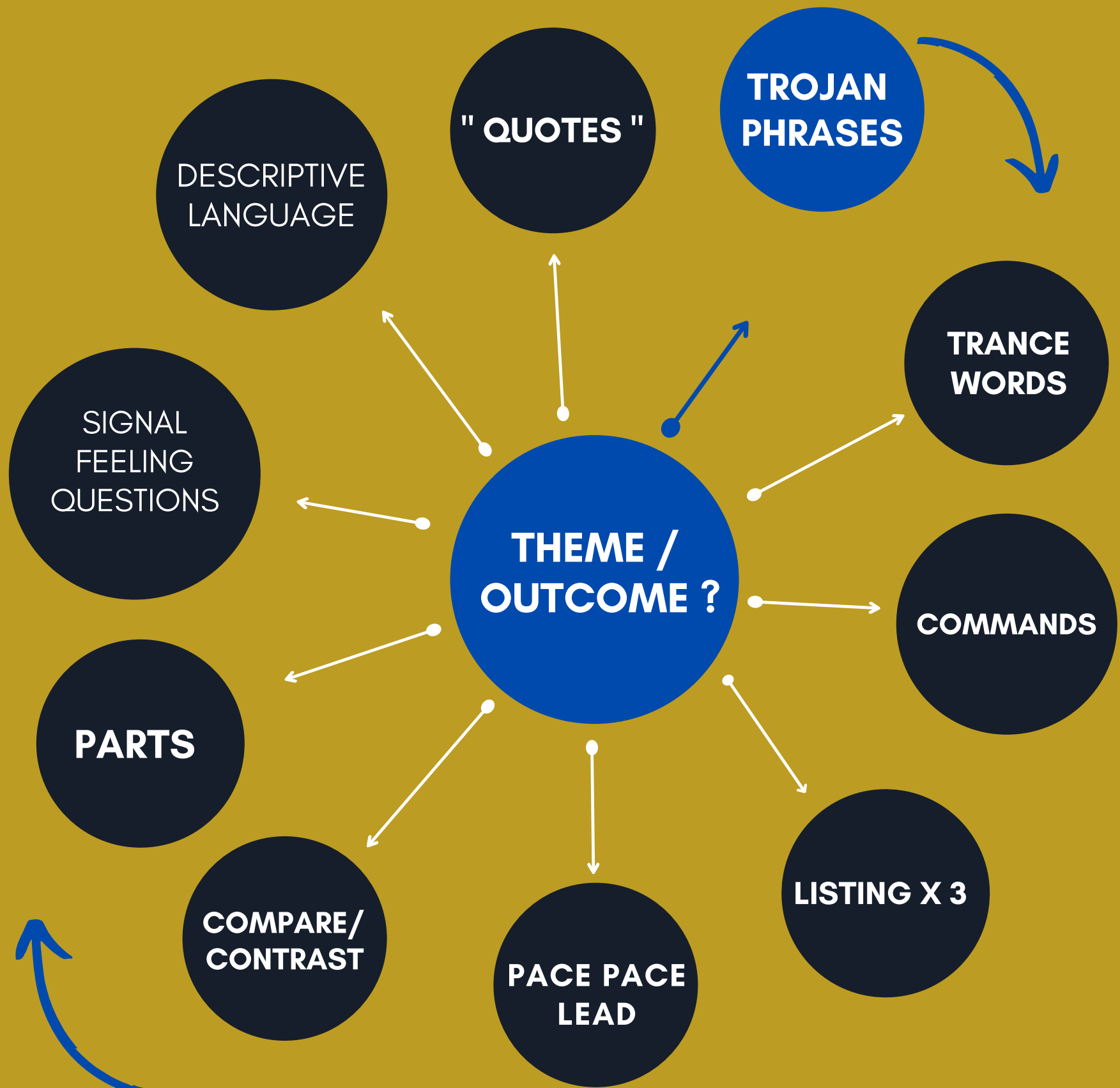
What would you like to **have happen** out of the interaction?



3 | PATTERNS

- **Adjectives & Adverbs**
- **Trojan Phrases**
- **Trance Words**
- **Commands**
- **Listing x 3**
- **Pace Pace Lead**
- **Compare & Contrast**
- **Parts of Subjects**
- **SF Questions**
- **Descriptive Language**
- **Quotes**
- **Your Energy**

THE FORMULA



ADJECTIVES & ADVERBS

- Adjectives describe **THINGS..**
- Adverbs Describe **ACTIONS.**

USE LOTS of Adjective & Adverbs to wake up and appeal to the emotional side, to awaken feelings & emotional processes.

**Adventurous / Dangerous / Risky / Afterglow / Allure / Arouse
Artistic / Awaken / Blazing / Breezy / Caress / Cherish / Dancing
Daring / Delicate / Delicious / Desire / Dreamy / Earthy / Ecstatic
Electrify / Enigma / Enrich / Erotic / Eternal / Ethereal / Evoke
Evocative / Exuberance / Fantasy / Fascinate / Feathery / Feisty
Figment / Finesse / Flirt / Frisky / Fury / Gentle / Glimmer / Glimpse
Glitter / Glorify / Glorious / Gorgeous / Great /Groan /Grove / Growl
Illuminate / Illusion / Image / Imagination / Immense / Impulse
Incite / Infinite / Inflamm / Inflate / Infuse / Intimate / Jubilant / Juicy
Kinky / Lacey / Laugh / Lightly / Limber / Linger/ Liquid Light
Lubricate / Magnetic /Majestic / Masterful / Mesmerize / Miracle
Mirage / Mirror / Modest / Moon / Motivate / Mystify / Mythical**

MORE ADJECTIVES & ADVERBS

**Natural / Nymph / Passionate / Pause / Peek / Perceptive / Petal / Polish
Pout / Pretty / Prick / Primal / Private / Provocative / Quality / Quiver / Ravish
Radiate / Realize / Refresh / Release / Relax / Rise / Ride / Romantic / Rosy
Rose / Rowdy / Satin / Satisfy / Saturate / Saucy / Scent / Sensuality / Secluded
Secretive / Selective / Sensational / Sense / Sentimental / Sexy / Sexual / Shiver
Shoot / Show / Shy / Silky / Sincere / Sizzle / Sky / Slowly / Smooth / Soul / Spark
Sparkle / Spice / Spiritual / Squirt / Star / Stare / Starlight / Starry / Steamy
Stir / Stormy / Stimulate / Stream / Strip / Strive / Stroke / Stun / Sublime
Submerge / Submit / Succulent / Suckle / Silky / Sultry / Sun / Surf / Surge
Surreal / Sweet / Swept / Tame / Tan / Tangy / Taste / Tear / Tantalize / Tender
Thrill / Tight / Tingle / Touch / Tremble / Trickle / True / Trustful / Slather
slide / Silky / Slip / Squeeze / Snuggle / Spasm / Savor / Smolder / Spark
Shudder / Shiver / Shimmer / Satisfy / Sinful / Steamy / Strong / Shadowy
Sweaty, Swollen / Sultry / Serene / Sassy / Soft / Sensitive / Alluring / Blissful
Angelic / Adoring / Appealing / Attractive / Affectionate / Alternative /
Astonishing / Brilliance / Bright / Beaming / Breathtaking / Charming /
Captivating / Cute**

**Charismatic / Capable / Compassionate / Cheerful / Constant / Comfortable
Cherished / Compelling / Desired / Demonstrate / Decadent / Devoted Dedicated
/ Dazzling / Dramatic / Deeply /Dynamic / Dashing / Devine / Delicious
Elated / Engaging / Eye-catching / Enticing / Exciting / Extraordinary / Enchanting
Elegant / Excellent / Endearing / Effusive / Eager / Exquisite / Euphoric
Exceptional / Effervescent / Fiery / Flaming / Flush / Fulfilled / Fresh / Flowing
Flowery / Feisty / Frisky / Fragrant / Gorgeous / Glamorous / Gripping / Gracious
Glowing / Gifted / Graceful / Hot / Heavenly / High Spirited / Innocent / Intriguing
Impressive / Inspired / Incredible / Kissed / Keen / Loved / Lovely / Lovable
Loyal / Lusty / Lucky / Luminous / Luminescent / Luscious / Magnificent / Madly
Memorable / Mysterious / Miraculous / Marvelous / Nimble / Naughty
Naughty / Pleasurable / Powerful / Pulsing / Riveting / Romantic / Responsive
Relaxing / Radiant / Striking / Stunning / Sensational / Sophisticated / Sweet
Snug / Satisfying / Spectacular / Surprising / Startling / Tested / Tempted
Touched Thrilling / Talented / Tender / Tingly / Tremendous / Unique /
Velvety / Warm / Womanly**

PRACTICE OUT LOUD

RIFT WITH THESE WORDS

TROJAN PHRASES

Trojan Phrases are words that **BYPASS** the logical mind, they create a direct path into the unconscious mind.

- IF I WERE TO
- HAVE YOU EVER
- WHATS IT LIKE WHEN
- WHAT IF
- WHAT IF YOU COULD
- IF I WERE TO TELL YOU
- AS YOU
- WHEN YOU
- WHILE YOU
- A PERSON CAN
- DO YOU EVER THINK ABOUT
- YOU NEVER KNOW
- IT DOESNT MATTER
- YOU CAN
- YOU KNOW WHAT ITS LIKE
- NOW BEFORE YOU
- BY NOW YOU MAY HAVE
- SOME PEOPLE SAY

- ITS JUST THAT
- WHAT WOULD IT BE LIKE IF
- YOU MIGHT FIND YOURSELF
- I INVITE YOU TO NOTICE
- TO THE POINT WHERE
- YOU MIGHT NOT HAVE NOTICE
- SOME PEOPLE CAN
- WHAT HAPPENS WHEN YOU
- PEOPLE DONT HAVE TO
- A PERSON MAY NOT KNOW IF
- A FRIEND ONCE TOLD ME
- HOW SURPRIZED WOULD YOU
- ITS NOT NESSESARY TO
- IMAGINE YOURSELF
- ITS NOT LIKELY
- I WOULDNT SUGGEST
- IM NOT SAYING
- CAN I ASK YOU TO JUST

TRANCE WORDS

Trance Words makes whatever you say seem magical and incredible, it puts flavour on a subject!

- **IMAGINE**
- **WONDER**
- **PONDER**
- **PICTURE**
- **RELATE**
- **REALIZE**
- **SUDDENLY**
- **FIND YOURSELF**
- **CONVINCE YOURSELF**
- **SUPPOSE**
- **MYSTERIOUS**

USING TRANCE WORDS GETS UNCONSCIOUS PART OF LISTENER MORE INTERESTED IN THE SUBJECT.

COMMAND LANGUAGE

Words or Phrases which **ISSUE A COMMAND STATEMENT**, to make people think or feel a certain way.

CONTEXT

Its important that the commands be brought up in the context of a conversation that is interesting, where the person emotions and imagination is active.

Eg. " As you happen to be listening intently, you can imagine for yourself getting better results "

Exercise - Pick a topic you really like alot, one you are really interested in, write down as many commands as possible that you want to issue in relation to this subject.

START TALKING OUT LOUD WITH YOUR LIST OF COMMANDS, MAKE IT SOUND NATURAL.

TOPIC = CONNECTION

- **FEEL A CONNECTION BUILDING**
- **START TO CONNECT WITH NATURE**
- **BEGIN TO CONNECT WITH OTHER PEOPLE**
- **FEEL A SPECIAL CONNECTING NOW**
- **SOME PEOPLE YOU DONT CONNECT WITH**
- **SEE A CONNECTION HAPPENING**
- **ENJOY THE PROCESS**
- **FLOW WITH IT**
- **FEEL EXCITED ABOUT IT**
- **LET GO TO THE FEELING**
- **ITS HAPPENING OUT OF NOWHERE**
- **TUNE INTO THIS WONDERFUL FEELING**
- **LET THAT CONNECTION CARRY YOU AWAY**
- **BECOME INTRUIGED IN THIS CONNECTION**
- **THE FEELING THAT LETS YOU KNOW A CONNECTION IS HAPPENING**

LISTING X3

Power is in numbers, repetition in a way that serves you.
Always provide several **POINTS, STATEMENTS, REASONS.**

**Eg. Isn't it interesting how you can meet people and
it can happen in different ways.**

- **I mean sometimes X (Good)**
- **then other times Y (Bad)**
- **and still sometimes Z (Exciting)**

*Using listing as a vehicle to get your point across and
immerse the listener in your subject / theme.

**LIST 3 ASPECTS OF THE SUBJECT AND USE COMMANDS
TROJAN PHRASES WITHIN YOUR LISTING TO MAKE IT MORE EFFECTIVE.**

PACE PACE LEAD

PACE - Acknowledge & be a part of, and show understanding.
ALLOWS you to be in conversation, gaining rapport.

PACE \ PACE \ LEAD - shows agreement then start to shift in the direction you chose.

1) Pace & Lead Topic / Subject / Discussion
then start to lead it.

PACE

- That's one way of looking at it, there's also
- I hear you but this is also interesting....
- That makes sense but if you were to...

LEAD

- My friend was saying...
- I was watching a movie...
- I read something interesting in a magazine...

1) PACE and Lead the REALITY in real-time. (description pace)

PACE

- AS YOU ARE
- AS YOU SEE
- AS YOU FEEL
- AS YOU REALIZE

*Continue to pace by stating obvious points.

- SEEING X, Y, Z
- FEELING X, Y, Z
- THINKING X, Y, Z

LEAD

- YOU WILL THEN...
- YOU WILL START TO NOTICE...
- YOU MAY BEGIN TO REALIZE...
- YOU MAY START TO THINK...
- NOTICE WHAT IT'S LIKE AS...

*Point them where you want to lead them, state what you want them to see / hear / feel / realize.

COMPARE & CONTRAST

If there is a good topic, this allows for you to keep talking about it, exploring all the angles of it.

COMPARE AND CONTRAST 2 SUBJECTS:

1) SIMILARITIES

2) DIFFERENCES

Talk about all aspects of a subject.

- Safety vs Excitement
- Different types of attraction
- The difference between being alone and feeling lonely
- The similarities between love and trust
- Discovery and Freedom and how they relate.

Whatever the theme is about, talk about the difference and similarities of it. This allows you to connect different and similar themes and create a vehicle to utilize the language patterns.

PARTS OF SUBJECTS

Parts of a subject **ALLOWS** you to explore all aspects of a subject, it gathers important information and builds rapport.

Eg. Pick an activity someone is interested in even if you are not, and ask all about it. Practice asking 10 parts of a subject.

IF THE PERSON IS INTERESTED IN PAINTING YOU COULD ASK.

- About the colors they use?
- Their painting style and theme?
- Where did you learn to paint?
- How long have they been painting?
- What inspires them to paint?
- Favorite part about painting?
- The brushes they use?
- Art equipment?
- Exhibitions?
- Subject matter you enjoy painting?

Exploring all the parts about a subject shows your are genuinely interested in whats happening in thier world, and in result builds strong rapport and connection with the people you are talking to.

PARTS OF PERSON

there is also different parts of a person you can explore.

Find out character traits about the person than you can start to compare and contract them.

OPEN MIND / ADVENTUROUS

SHY / OUTGOING

CONFIDENT / DOUBT

All people are walking contradictions, and when the moment is right people can explore parts of their personality they might not normally show.

YOU CAN BRING THIS OUT OF THEM BY EXPLORING THESE PARTS OF A PERSON WHILE COMBINING ALL THE LANGUAGE TOOLS TOGETHER WITH IT.

SF QUESTIONS ?

SIGNAL FEELING QUESTIONS ELICITE EMOTIONAL RESPONSES FROM THE PERSON YOU TALKING TO.

These questions are called empty bucket questions, when asked the person has to go into an emotional state to answer them, therefore filling the bucket with the specific emotion.

NB* Always ask these questions in the context of the themes you talking about.

QUESTIONS :

- 1) What's the first signal/feeling/recognition you get on the inside that lets you know you feeling X?
- 2) How do you know when you feeling X?
- 3) When you doing what you love, how do you feel ABOUT it?
- 4) What do you enjoy most about x?
- 5) You know what its like when you feel X?

DESCRIPTIVE LANGUAGE

Descriptive language is specific language that communicates clearly and precisely. Its when you speaking in the HEAR / SEE / FEEL WORDS.

Descriptive language communicates to the unconscious mind and builds accurate visual imagery in the persons mind. When you describe in the 5 senses, you will engage the persons senses.

MIX LOTS OF DESCRIPTIVE LANGUAGE INTO YOUR COMMUNICATION.

- **SEE / VISUAL**

Colors
Shapes
Metaphors
Symbols
Black & White

- **HEAR / SOUND**

Loud
Soft
Far
Close
Base

- **FEEL / SENSATION**

A rush
Vibrations
Warmth
Cold
Goosebumps
Shivers

When using **descriptive language** we can describe what we hearing, what we feeling and what we seeing.

It becomes easy when we learn to get into our senses and just describe what's happening in our environment.

" WHEN YOU LOSE YOUR MIND, YOU COME BACK TO YOUR SENSES"

***EXERCISE**

Walk outside and look around you, describe everything that you **see, hear, and feel.**

NB* there are 2 types of feeling. Kinesthetic feeling and emotional feeling, we referring to Kinesthetic feeling in this section, such as , cold wind, warm sun etc,

Emotional words are by definition non descriptive.

***For example, if a person feels excited.
Excitement is an emotion, not a kinesthetic feeling.**

We can ask them what does excitement feel like in their body to get the descriptive sensation of what excitement feels like to them.

" QUOTES "

QUOTES IS A CONVERSATIONAL STARTER & INCREDIBLE VEHICLE
IN WHICH TO USE THE LANGUAGE PATTERNS WITHIN.

When we QUOTE something we read, watched, or even our own thoughts,
it puts the conversation in " quotes " and therefore separates us as the
speaker.

**This dramatically reduces any resistance in the communication,
because you are not the person saying it.**

Quotes are the best way to start a conversation and off the bat enter into
a framework where you can inject all the language patterns.

Example.

I was reading an interesting article in a magazine the other day, about the
way people **feel incredible connections**, and how with some people you
don't connect but with others it's like this **magnetism that you feel with
another person.**

"The person was saying X"

Quoting is a fantastic way to introduce a **THEME** and immediately create a context for the communication in which you can keep referring back to .

USE QUOTES ALOT!

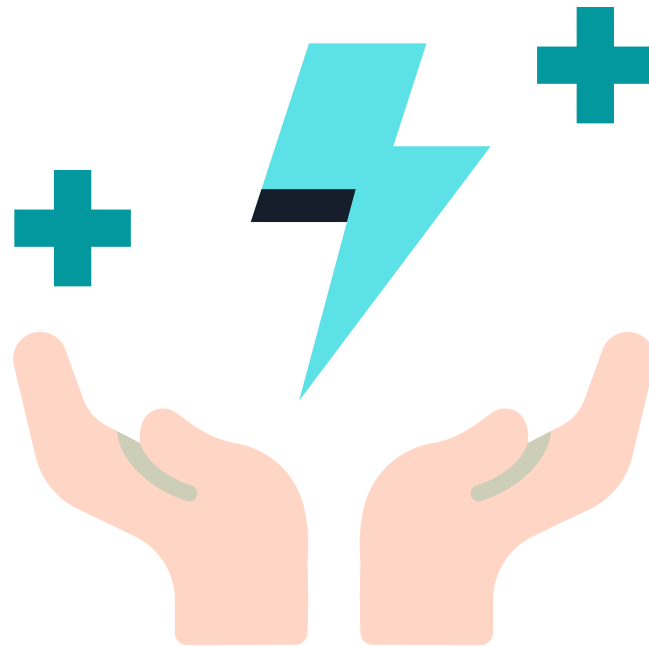
IF you want to **ADD DYNAMITE** to your quoting, **stack your quotes**.

STACKING QUOTES IS WHEN YOU LAYER QUOTES ON TOP OF QUOTES, THIS INDUCES AN IMMEDIATE HYPNOTIC EFFECT ON THE LISTENER BECAUSE THEY LOSE TRACKING OF WHO OR WHAT IS TALKING.

Examples.

- My brother's girlfriend's sister was saying X
- My mother's brother's son was saying X
- I was talking to a friend the other day and she was saying her roommate's brother was saying X
- I was watching a movie the other day and the guy in the movie was talking about a book he was reading and the book said that X

YOUR ENERGY



- YOUR TONALITY
- YOUR PACING & PAUSING
- YOUR ENERGY & ENTHUSIASM

TONALITY

YOUR TONE ACCOUNTS FOR 30% OF YOUR COMMUNICATION.

Where do you speak from?

Nose?

Throat

Chest?

Solar Plexus?

Start to speak from the **SOLAR PLEXUS**. The vibration of the solar plexus communicates to the unconscious mind.

SPEAKING WITH A **RESONANT TONE** IS INFECTIOUS.

Refine your tone.

PACING AND PAUSING

THE PACE THAT YOU SPEAK WITH AND THE PAUSES YOU ADD
INBETWEEN YOUR WORDS, CAN HYPNOTISE A PERSON,

Do you speak:

FAST / MODERATE / SLOWLY?

OSCILLATE WITH YOUR PACING.

- When we speak slow, it slows the mind of the listener down,
- when we speak fast it enlivens the listeners mind.
- When we go from fast to slow or from slow to fast it creates interest in the listeners mind.

ADD MORE PAUSES IN YOUR COMMUNICATION

Pauses put the mind on **pause** and causes
response potential in the listener.

It causes them to lean forward and listen intently!

ENERGY & ENTHUSIASM

WHAT LEVELS OF ENERGY AND ENTHUSIASM DO YOU
COMMUNICATE WITH?

Energy is a vibration that is carried within the words that we use, it can convey more information than the words themselves.

By being aware of the energy we giving off can help us consciously calibrate it.

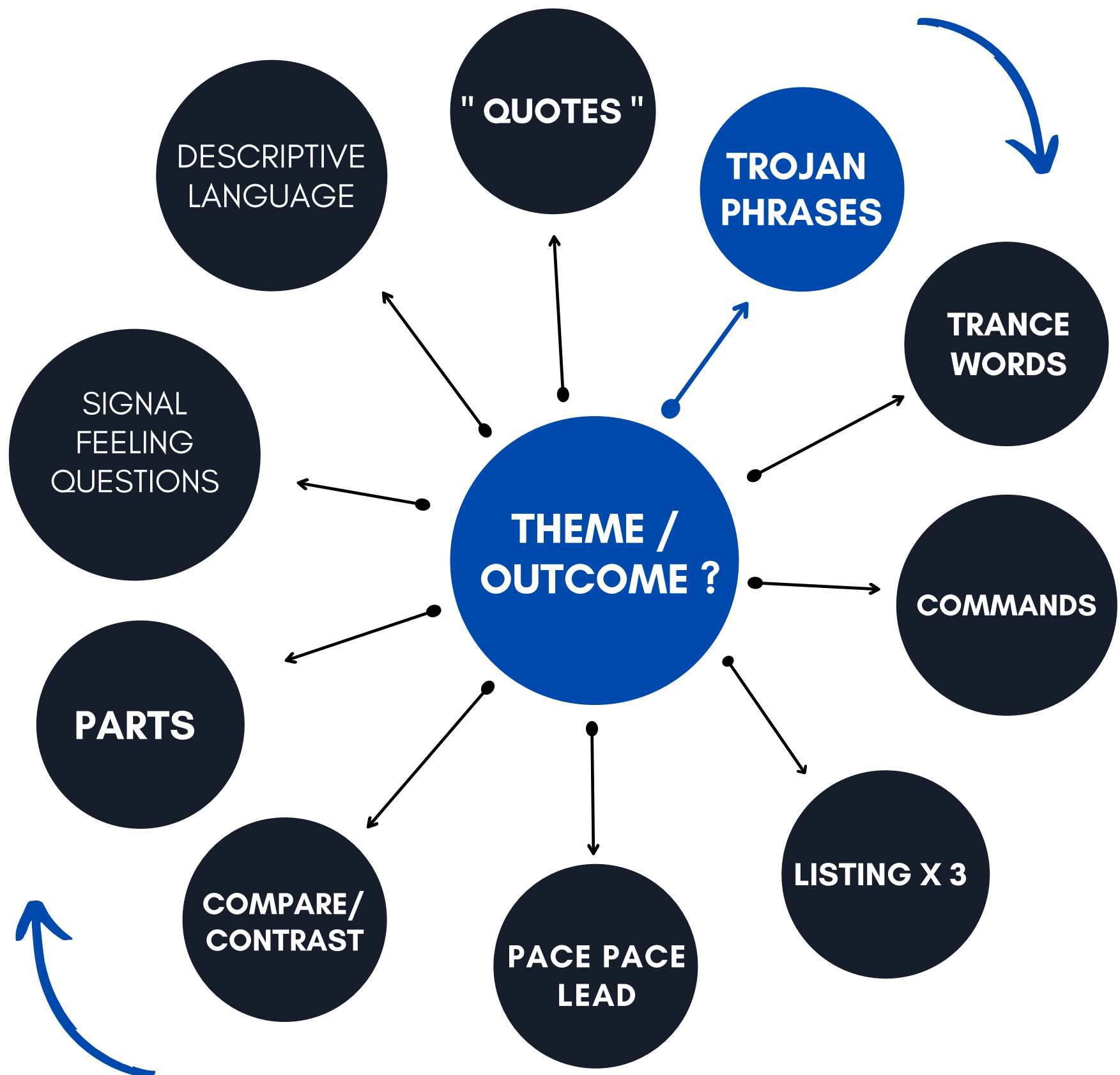
Enthusiasm is the level of interest you show someone depending on the topic and theme of the conversation.

Even if its not something that interests you, showing genuine enthusiasm towards what is important to other people will establish greater levels of connection and rapport.

RECAP OF IT ALL

- **THEME & OUTCOME**
- **Adjectives & Adverbs**
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- **Commands**
- **Listing x 3**
- **Pace Pace Lead**
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- **Quotes**
- **YOUR ENERGY**

THE FORMULA



ENDUCTION

THE COMPLETE LANGUAGE STRUCTURE IS LAID BEFORE YOU, ALL YOU NEED TO DO IT BECOME FAMILIAR WITH THE STRUCTURE AND BEGIN TO PRACTICE OUT ALOUD.

CONGRATS FOR MAKING IT THIS FAR....YOU ARE MAKING THE BEST INVESTMENT INTO YOUR LIFE.



THE END.

