



Work Smart Hypnosis

WITH JASON LINETT

HYPNOTIC WORKERS

CHANGING SUBMODALITIES

Part 4: Best Practices

VIDEO LINK:

<http://worksmarthypnosis.com/hypnotic-workers/changing-submodalities/>

CHANGING SUBMODALITIES

PART 4: BEST PRACTICES

JASON LINETT:

Again, we've been planting the seed in terms of eliciting the submodalities, which the side effect is that as you rolled forward, you basically now done it three times, and I'm noticing that you're just finding a better efficiency in how to do that. There's always gonna be this refinement of questions. An interesting moment popped up, where you asked a question to Susan, and she responded, "The feeling was guilt." Now, that's gonna be beneficial, yet at the same time, when we get into language patterns, that is a nominalization. That is a time that we have taken a feeling and we've turned it into a noun and I cannot open up an envelope and hand you a big wad of guilt, though I'm flashing through family examples where that has actually happened.

But anyway, guilt is a label. Guilt is a title. So it's where if we get a representation as in a word, a descriptor, a feeling, it's anxious, it's nervous, it's guilt. It's not a brick wall. Instead, what it actually is is a trigger you need to continue asking questions, which is the example was that I shared, and as you focus on that feeling of guilt, you're feeding that, how do you feel that in your body? Oh, it's like a thud in my chest, and we got a sensation, yet also had a sound associated with it as well. It's kind of why I said you will never actually go through that document, like a spreadsheet, with a person ever again after this course, though you basically get the idea of how to do it.

So if you ever get a label, a title, a word, it's just a trigger to ask further questions. And as you focus on that feeling of guilt, how do you feel that in your body? And that sensation of guilt, that sort of caving in sensation in your inner chest, is it...what's the temperature, warm, cold, somewhere in the middle? And you're gathering the information based on that.

The moment of driving the change or testing for the change, I've given you the simplest overview of it up here, which would simply be...and I said this to each of the groups in practice and everybody laughed at it. And I want you to laugh at this idea because it's ridiculous. Basically, you don't wanna take the thing that's represented by the smiley face and the frowny face, you don't want to take the thing that is already going really well for them and make it worse. And again, we laugh at that because it makes sense.

Okay, wonderful, you are collecting your receipts for tax time throughout the year so you're always ready for taxes ever since you got that audit. That's something you're doing well. And as you're taking that skill of collecting your receipts and speaking to your bookkeeper and now make the

images black and white, how do you feel now? "Oh, I don't wanna do it now." No, that was the benefit. That was the strength.

And as you're aware how, without fail, you're actually, as you're traveling, modifying your calendar of how you exercise, so that time is sacred and you're still taking care of it the same way that you would call a family member, the same way that you would be there for the thing at your kid's school, and as you take that and take those moving images and make them still, what do you notice? "Oh, I'm not as motivated." No, we never wanna take the positive thing into the negative submodality. We always wanna drive the thing that they wanna change, the content, into the context of this. So let me just give you some simple examples to really drive this home. What was the thing you wanted to do better?

MALE 1:

Oh, exercising.

JASON LINETT:

So as you take that exercise...and again, just ignore that these might be different. For the sake of this explanation, I've made them all different. I've just gone ahead and eliminated the ones that might have been the same. As you take that exercise and let the sounds become softer, what do you notice now? There's an example of that. What's the thing that you wanted to do better, Steve?

STEVE:

Attend more growth seminar.

JASON LINETT:

And as you think about attending more seminars to continue your education and make those images moving, what do you notice now? There's an example. What's the thing you wanted to do better?

FEMALE:

Exercising.

JASON LINETT:

And as you think of the exercise and let the feelings in your body become warmer, what do you notice now? And again, this is assuming that these were your submodalities. They clearly, obviously, weren't because I didn't elicit them. What was the thing you wanted to do more of, Tom?

TOM:

Exercising.

JASON LINETT:

As you focus on that exercise and you bring those feelings inside of your body rather than outside of your body, what do you notice now? That's as simple as the shifting, the driving becomes. If there ever becomes the moment and, Steve, just play along, if there's ever the moment where you're saying as you think about attending more seminars and you take all those images and now make them black and white, and if I get the response of, "Now, I'm not motivated," okay, that's fine, just release that, bring it back to color, make it back to what it was before. Okay, good. So as you take those seminars and now bring those sounds you were hearing off to your right and now move them to your left, what do you notice now?

So basically, if there's ever one that doesn't apply the shift, we just let it go. But if there's ever a one that we end up making the good thing worse, clean up the mess you've now created and then test something else. You will...I will hesitate this statement. I won't say you will never, no. You will most likely not hit a...we've completely ruin the entire process by shifting one submodality that ended up making the problem worse. That'll never, most likely never, be the end-all of that process. But instead, all you have to do is just simply bring it back to what it was before.

Sometimes, as another example, you may have the moment where the negative state didn't have any sounds, but the positive state did. That is still a difference. So this is the binary now. This was a zero. This was a one. But the benefit is we actually have the characteristic. Makes sense?

So the metaphor that I love is we have...when we moved into our home, the first thing we did was there were two rooms. Our living room and our basement were very, very dark rooms with plug-in floor lamps, which we hate. So they're so cheap now and they cost nothing to run. We put in those dimmable LEDs. And the dimmer switches that we have are the ones that is not dial. It has the little valve, the little slider that goes up and down, but then beneath it, there's an on/off switch, which is nice because, kind of like those webinar lights that I have in the back office, I keep them calibrated to a very specific setting. And thanks to the little remote control, it's now either on or off. But then again, there were some moments if I'm shooting with the desktop rather than the laptop, I need it brighter because that camera's not as good.

So it's where, to extend that metaphor, it was just completely turned off here. But now, I know it's turned on here and it also happens to be soft. So recognize that there may be a difference in terms of on or off, but also you can use it as characteristics as well.