



**Work Smart Hypnosis**

WITH JASON LINETT

# HYPNOTIC WORKERS

## CHANGING SUBMODALITIES

Part 2: How to Ask Questions

VIDEO LINK:

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

# CHANGING SUBMODALITIES

## PART 2: HOW TO ASK QUESTIONS

### **JASON LINETT:**

I want to jump into the practice of this just to kind of get through the experiment. We're not necessarily going for a major shift yet. However, I would encourage that while I've often made fun of the training that then suddenly turns into the self-help group, as we go into different practice sessions, I give you an encouragement as well as a disclaimer which should be to become aware maybe if things in your own life that you'd like to motivate, you'd like to change, you'd like to improve upon.

I kind of would recommend putting them into the category of maybe minor annoyances or minor motivational challenges as opposed to, "Well you know I do have those night terrors and every night three in the morning I wake up screaming and strangling whoever is in the room with me."

Let's talk about that over the break. The phrase is it's not stage hypnotherapy. Again, what's something you'd like to do more of? What's something you feel you're not doing enough? Can you think of a small challenge that you're currently going through, a small annoyance that might be in your life. The beautiful thing to be aware of is that you can work with these things as a benefit as part of this course without having to reveal everything to the other person you're working with, that a lot of this work can be done contextually.

So can you think of a scenario...I didn't ask you who that person was. I didn't ask you what environment you run into them. That's still personal to you so there's an example of that. Can you think of a scenario that you'd like to do better in? Oh yeah okay. There's the intro. As you place yourself in that scenario become aware of the images you're creating in your mind. Where are those images you're creating?

There is a patterning to the questions here which over the break I'll send...I owe you guys the video of me doing the "Rebecca Stop Smoking Session" but inside of workers, there's the NLP using submodalities to affect pain relief. I'll share that video with you guys too. Inside of it there's a much longer, more detailed, repetitive explanation of the question asking process because if I got at it to abruptly and ask you, "Are there sounds?" I might get a no but to follow the rhythm of what information we already have to replicate and feedback a piece of information that I've now obtained and then lead that into a question, then I almost always will now get an answer, which in your case

we still weren't getting sounds but that not might not have been appropriate for this scenario but you heard me you do the questioning.

As you are aware of these images, what sounds are you hearing? Where are the sounds coming from? This is doing either one of two things here. Either one is it's forcing the mind to discover the sounds or it's forcing the mind to create the sounds or reveal the sounds as opposed to just getting a stock answer of, "There are no sounds", because that might be a conscious assessment. That might be a conscious judgment in that moment. If I ask you, "Is it in color?" "No." As you are aware of those images feeding back you're aware of those images as you are aware of those images what is blank. There's the format.

To simply begin the question part one as you are now acknowledging this things you've already acknowledged. "Where are the sounds coming from?" Oh from over here. As you are aware of those sounds over there, feeding back, "Are they moving or still?" They're moving. As you're aware of those moving sounds, we're just reiterating and then asking. Reiterate then ask as opposed to just going at it cold. "Hey Tom are there any feelings?" "No."

Well as you are aware of these sounds and images in your mind, where are those feelings located in your body, which is a bit of a leading style of question. It's leading not for the sake of forcing to tell you that it's not moving but it's leading to the point of making you discover there are representations of it both auditory, visual, kinesthetic. Does that make sense? Yeah.

The easiest way to do it again is as you feedback something you've already got, then ask the question. With that format you're going to get an answer to basically everything. There may be exceptions. There often are but you're gonna get more answers where other people would go, "Nope there's no sounds or feelings", which you can work just within one submodality.

If I take that feeling of fear and anxiety and suddenly move it down to your foot, "How do you feel now?" Seems kind of silly. I've got control over it. Okay and that might have been enough just to sort of disrupt that reality of that issue or as I take that fear of now you can see it of me holding it in my hand and I throw it out there for your mother to deal with. How do you feel now? I do that all the time.

We'll simply do a submodality elicitation which is...let's give you a prompt. You'll ask the person, "Can you think of something currently in your life that you would like to do better?" For the sake of the exercise let's work without content. You need not know what it is, which the phrasing just becomes wonderfully vague.

As you think of that situation the images in your mind, "Are they moving or still?" They're moving. As you are aware of those moving images, "Are they in color or are they black and white?" Good. As much as you can feedback and reiterate, it's gonna get a more quality response. As you are aware of the scenario you'd like to improve and you are aware of those moving color images become aware

of the sounds. Where are the sounds coming from? Are they internal or external? "Oh they're only in my mind." Those sounds, "are they moving or still?" Clicking here? Yeah.

Once we have that, we'll come back as a group and we'll play with it together. Find a buddy. You got a bunch of this, I'll probably end up printing more of this as we go but basically just use column number one to just practice the elicitation first.