



Work Smart Hypnosis

WITH JASON LINETT

HYPNOTIC WORKERS

CHANGING SUBMODALITIES

Part 3: Testing for Drivers

VIDEO LINK:

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

CHANGING SUBMODALITIES

PART 3: TESTING FOR DRIVERS

JASON LINETT:

We weren't actually going in and actually trying to attempt a change yet. I want to get you comfortable just with the elicitation of it first, which in many ways, again, I gave some adjustments, I think, to everybody at some point in terms of these little best practices shifts in terms of how we ask those questions. The most reliable format is feedback question, so rather than just going, "Are there sounds? No." As you're aware of these images that are moving in in color, notice the sounds as well. Where are they coming from? Are they loud, are they soft? That if you're asking the question of is, you're inviting a yes or no response. And again, we're driving them to discover or acknowledge what is already there in the questioning of this process.

I gave the note around the word visualize. The word visualize is often a relatively charged word. We actually trained someone in a hypnosis class that if a document says visualize, you do the little caret and you add the phrase, "Or imagine." I'd caution against the word imagine in this scenario, though, because the word imagine is one of manifesting, of creating something that might not be there. And we're gonna be more reliable if we're actually in the feeling of what they are now. So I'm trying to run through my head and actually acknowledge this might be the one place where I tell you, "Don't use the word imagine." Not to say it wouldn't work, it would just work better, in my opinion, if you don't.

So as you're aware of this sound, there was one that popped up in here which was the, "We got no response of temperature." And I rephrase the question in a way of, "What's the temperature? I'm not aware of one," was I think how that played out. But then I fed back in, "As you're aware of that feeling, scan your body and notice the temperature of that feeling." And then I offered, "What's considered a bit of a listing pattern, which is gonna be coming later? Is it warm? Is it cool? Is it somewhere in the middle?" And we got the same response. Now, there's really not a temperature to it, which, okay, there's the answer, though I was going after it in a way to widen the spectrum.

There's examples of...I'm flashing the example where sometimes in different news cycles, whether it's TV or whether it's in print, or even with a product sometimes, supplements will do this, they'll show the effectiveness on a bar graph and you see that, "Here's where it started," but then the result was up here. But then you look at the side of it and you see that it's actually going from like 33% to 36%. Very little, yet they've represented that on the scale of the bar graph as a massive

change and yet there was very little change. So I bring that up because, again, we're looking to highlight what is actually there.

So let's play a bit of a game here. Let me grab yours for a moment here, Steve. And again, we're working without context here at the moment, without content. And as you're thinking of this situation that seemed a bit of a challenge or something you'd like to change...that's a fair use of phrasing around it. As you're aware of those images...and I'm just feeding back information that's here and I'm gonna test to see which ones might be drivers. As you're aware of that scenario that you'd like to change and you're associated to that image and...

SUSAN:

So that's Dave's...

JASON LINETT:

This is his or is this one yours or is this one...

SUSAN:

That's mine. We just switched papers.

JASON LINETT:

Oh, you wanna switch papers? So one more time, do over. Thank you, Susan. So, Steve, how are you? I know. As you're aware of this situation you'd like to improve upon, good catch, and as you're thinking of that small image that's flat and defocused, right now, become aware of that black and white image. And just for a moment, if this helps, close your eyes for a second. I want you to make this image in full color. As you're aware of this thing now, how do you feel about that thing you like to change now? Make it in color. What do you notice?

STEVE:

It's hard to get in color.

JASON LINETT:

Okay, that's fine. But take this image that's small and make it a little bit bigger and make it so you can see it out there in front of you. How do you feel now?

STEVE:

More intense, engaged.

JASON LINETT:

More engaged. And that's a step in the right direction?

STEVE:

Yes.

JASON LINETT:

Okay. And you mentioned that it's in front of you to the left. I'm just curious about this. Move it over to the right. Move it to the other side. And as you do that, what do you notice now?

STEVE:

A little warmer.

JASON LINETT:

Little warmer. And as you're aware of that warmth, and take that feeling that was there before, that sort of golf ball sensation in your gut, and I'm just curious, take it out of your body, whether it's just completely thrown away or it's somewhere off to the side in case you need it for later. As you take it out of your body and it's no longer a part of you, how do you feel now?

STEVE:

Lighter.

JASON LINETT:

Lighter. Is that good?

STEVE:

Yeah.

JASON LINETT:

Yeah. So open your eyes and I want you to think about yourself in this scenario the next time. And as you're aware of it, how are you feeling now?

STEVE:

Great. ...

JASON LINETT:

Cool. I'll send a bill. Which again, what was I doing there? I could work with the submodalities of just one specific elicitation and just play the game of, "What if I move it, what happens?" So, Tom, as I grab yours over here and as you're aware of this situation and...

TOM:

That is Susan's.

JASON LINETT:

Oh, this is Susan's.

TOM:

Of me, sorry, of me.

JASON LINETT:

This is of you?

SUSAN:

It's my poor handwriting.

TOM:

You've been to medical school.

JASON LINETT:

There was a bit on Saturday Night Live one time where there was the college professor who you couldn't understand a word he was saying. And then suddenly, he turned to the board and write it on the board and it was gibberish up there, as well, so college professors worse than doctors. Tom,

as you're aware of, as you're thinking of this thing that you'd like to improve upon, that you'd like to change, go ahead and do this. Take those images that are dull and still and set them in motion. Let them actually take the effect as if, rather than like a picture, turn it into a movie so you can actually see the motion of that thing. As you do that...which, take note, he's already associating into something. He disconnected with me. He moved it up to this squadron over here.

Well, for me, it's the right remember. So you're actually accessing memory, possibly, in terms of if you were...no one identified yesterday as being reverse-oriented so I can assume this is most everybody in this room. But he was already connecting with something. He's already associating with images. There's already something hypnotic going on there even though I didn't say close your eyes and relax, just to highlight that moment. As you take that image, though, and you put it in motion like a movie, put yourself back in that situation, how do you feel about it?

TOM:

Much the same.

JASON LINETT:

About the same? Okay. And again, they might not always be drivers. Let's go to the sounds for a moment. And as these sounds that you're aware of as you're thinking of that situation, the kind of inside to the right, take them out of your body, place them somewhere you'd find more pleasing perhaps. And as you think about the situation now, how do you feel?

TOM:

Okay, I felt good. This is something that I actually wanted to make more intense rather than

JASON LINETT:

Oh, which we haven't gotten to that one yet. But let's go ahead and hit it now. It's something you'd like to make more intense. So as you take those sounds and turn them up, what do you notice?

TOM:

It feels more manageable.

JASON LINETT:

Yeah. And as that shape is like a cloud, I'm just curious here, as you take that cloud and make that cloud even bigger, how does that feel?

TOM:

It feels okay, good.

JASON LINETT:

So it's, again, where you don't wanna make too many assessments is always the mindset of what happens when we do this. So I'd give you the fair statement, "Do not be afraid of the moment where you say, 'Do this and do that. What do you notice?'" And they go, "It got worse." The metaphor here would be Albert Einstein, no, Thomas Edison in his lab, as I'd say with respect to Tesla, inventing his version of the light bulb. Where he was there, that nerd, and he was there in that moment and the story goes, the lab assistants thought he was insane. Because as he would apply the power to the light bulb, the glass would explode, the monofilament would burn out. The gas would expand and shatter even the base of the metal, and he would clap his hands. He would celebrate because the discovery of what didn't work was still a discovery.

There's a lesson of that story. Got to the Model T because it didn't go...model A, rats. I'm gonna build a bicycle. No, it was that drive to keep going. So it's how...do I say that it's the cell phones plugged to the room which doesn't have a headphone jack? Why, because we had someone to change it. Different is not always better than better. Then again, I haven't plugged headphones in for three years so I don't mind. My wife hated it.

So as we get into it, again, do not be afraid that sometimes, you may go for a shift and it may not have the intended results. That doesn't mean, "Oh my God, I've broken this person and I've got to send them home like this." No. Bring it back to the way it was, and just that means you need to look somewhere else. What we're about to do is the next phase of this, which for this one, if you wanna use a different sheet and swap it so you've got it. Again, I can print a ton of these. We're gonna use a different sheet for this one, and do this, put your name across the top of it. And we'll just label it all together so you'll be able to do this as a group

MAN:

Different sheet, just the same color?

JASON LINETT:

Different sheet. But I'll walk you through it. Use a clean sheet. Put your name across the top. Go ahead and do it now with me. So write your name across the top of the sheet, just your first. Oh,

you already did. Okay, good. In column number one in the header, what I'd like you to write is something that comes easily to you, which could fit into all sorts of categories. I'll let you do this without content. It could be, "I'm a morning person, and setting my alarm, and getting up and being active and up and doing things by 5:30 is a non-issue." I like that. So something that comes easily to you would be the header for category number one.

Category number two, column number two, now, you're right in there, something you would like to do more regularly, something you'd like to do with better frequency. So the first category is something that comes easily to you, that's gonna be the solution state. Column number two is something you would like to do with more frequency. So this practice session is going to involve doing two submodality elicitations, which again, disclaimer, you will likely never use this document and do it in the way that we're doing it now. But this is how we learn it. So you'll sit with that person and you'll elicit the submodalities of what we've now deemed the solution state, something that comes easily to you.

And as you think of yourself in that scenario, which if you feel comfortable sharing content this time, go ahead. It actually makes the process a lot easier. So if it's appropriate to share, go ahead. If not, perfectly fine. So what's something that comes easily to you? I keep my car filled with gas pretty easily because there's a gas station that has the coffee machine that I like. So if it's the moment of, "I've got time," I'll swing over and I'll fill up with gas even though I'm mostly full. Like, "Well, it's cheap this week." Something as simple as that.

Then you'll elicit the submodalities of the thing that you'd like to do with more frequency, which is technically a bit of a problem-state, though, chances are, not a huge life-altering problem. Then from there, what I've encouraged, and I'll grab a few others...well, there's enough highlighters in this room. What I've encouraged you to do...and you'll have the other person's paper, so we'll do different groups this time but you'll let the other person use the paper with your name across the top. Then as they've collected those submodalities of the thing you do easily and the thing you like to do more frequently, grab a highlighter and highlight the ones that are clearly different. So if one is black and white and one is color, highlight that line. If one is moving and one is still, highlight that line. Little bit of a task there in terms of just taking some office time. Then once you've got those highlighted, test. And the pattern is always that we wanna bring it positive.

Well, we can test it in both directions here. Though, for the sake of this one, I'd encourage you to bring the sensations of the solution into the problem state. So if it was you and I working together, what's something you do regularly with ease, I would ask all the questions about that. Okay, now that we have that, what's something in your life you would like to do more frequently? Let's ask you all the questions about that. Then they'll be a brief moment where I politely ignore you because I will sit here with a highlighter and mark out the ones that are different. And then I will reconnect with you after that brief moment to then test them.