



**Work Smart Hypnosis**

WITH JASON LINETT

# HYPNOTIC WORKERS

## DAVE ELMAN INDUCTION

Intro to the Dave Elman Induction

VIDEO LINK:

<http://worksmarthypnosis.com/hypnotic-workers/the-dave-elman-induction/>

# DAVE ELMAN INDUCTION

## Intro to the Dave Elman Induction

### **JASON LINETT:**

Let's give a thumbnail sketch of the Dave Elman Induction, just to plant the seed and let it marinate during lunch, and then when we come back from it, we'll actually begin to work through the process. Sounds good? So the history of the Dave Elman Induction which the side note is and I'm on page 25 of my book. The history of the Dave Elman Induction, the basic thing to realize first of all is Dave Elman did other hypnosis inductions. This is the one that we've assigned and said that's the one he's known for, that's really the legacy that he carried, which the key thing here is that it's a process, not a script.

Now there's some terminology that I introduced to you earlier, which should be that of pyramidal, layering one hypnotic induction one on top of the other. One of the simple phenomena as a part of hypnosis is the more we go into the process and come out of it, we go in, we come out, we naturally find ourselves going even deeper the more we do it, like a muscle. The more you do it the better you get at it. So rewind the story back and it's a man by the name of Hippolyte Bernheim and the book is called "Suggestive Therapeutics" it's on the bookshelf back there, you can try reading it. Note the word try. The translation I think it's the fault here, it's a rather difficult heavy book.

And Bernheim is the one who first officially notated the early stages of what eventually became known as fractionation, rising and falling energy, rising and falling attention. Bernheim noted that as he was working with his patient, Bernheim was a doctor, that wow! By the seventh or eighth time I've done hypnosis with this individual, that's when I know for a fact they are deeply hypnotized and this is notated inside of suggestive therapeutics. So a young Dave Elman is reading this book and reading through it and I characterized it as the infomercial moment of this got to be a better way.

Why did we have to go through all of these other previous sessions to finally now be sufficiently deepened into hypnosis and now like five weeks into the process later we're finally getting work done. There's got to be a better way. So he began to workshop some ideas. What if we did the hypnosis sessions in rapid-fire succession, Monday, Tuesday, Wednesday, Thursday and now Friday we're doing the work, was one of the early iterations. So you do the hypnosis, you emerge them, great, see you tomorrow. Hypnosis, emerge them, great, see you tomorrow. Which is building this natural what we know label as fractionation process, the deeper they go, the deeper they go, they deeper they go.

Which then led into what if we did all the work in one day and in the morning, in the afternoon, in the afternoon, in the afternoon and then in the evening. Now you're in to it and this kind of thinking began to progress to what eventually became basically a six-step process that rather being multiple sessions over several weeks, multiple sessions over several days, multiple sessions inside of one day, to something that now only takes about two or three minutes. Which then became nicknamed as one step specifically the fractionation let the eyes open, let the eyes closed, repeat three times, which he nicknamed as 3 trips to Dr. Bernheim's office.

So the principle here is we are pyramiding one, two, three, four, five, six, seven, eight, nine, a minimum of nine hypnotic inductions, one on top of the other in something that he nicknamed the 3-minute routine and then later even shortened it to be a 1-minute routine, which feels a little rushed but it can be done in a short span of time. So to walk through it again the principle behind this is that rather than relying on one technique progressive muscle relaxation and assuming that's gradually bringing them down, let's do this technique, let's do this technique, let's do this technique, let's do this technique, and it is not rushed.

Remember the demo with Damon [SP], I purposefully slowed down for how I did it. And it goes back to the comment that Colin [SP] mentioned earlier in terms of "I kinda wanted you to get on with it." There's a natural convincer inside of this technique because you're getting that's right at the whole way down because really at its core, these are all hypnotic testing phases and you're only allowed to jump over the next hurdle once you've jumped over the hurdle in front of you. So you only are allowed to move to this step after you've satisfied this one, you're only allowed to move to this step once you've satisfied this step. You've done this, great, and now you can move here. Great, now you can move here.

Understand ahead of time there are some principles inside of this that we will assume in the first iteration in talking about it. We will assume perfect client who does everything exactly right, although even yesterday I had to vary a certain step because we didn't get the 100% ideal response in this step but deal with what emerges. I changed at my suggestions and we got the result and then we moved on. That's going to be a consistent theme moving forward. Get the result, move on. Get the result, move on. I went for the result, I didn't get it, I changed my suggestions then I got the result, then we moved on.

Working with intention rather than by accident. So to walk through the process understand these are the steps and the keyword is it's a process, this is not a script. So what you have eventually in my book is a transcript of one specific time that I did it and it's how deal with what emerges, the process will be different nearly every single time you do it. Because I may be getting feedback earlier with this person that I'm getting feedback with that person. So this becomes almost more of in the fields of improv comedy of all things to reference. They have specific rules, specific principles, specific patterns that they can fall into.

And even as you see the team of comedy actors and prop people on stage, it may look as if they're making it up all as they go, yet at the same time, they maybe speaking a different language because now they're realizing "Oh, we've planted a callback." And we can always refer back to the callback the way that a comedian will sometimes refer to something he said 20 minutes ago and it gets a big laugh. So they have formulas that they can rely on, this is our formula and there's flexibility inside of all the steps. So to walk through the process briefly it begins with small muscle catalepsy which again, take note, that does not say relax the eyes, the eye lock or even the eye is not working, it says small muscles.

So it could be any group of small muscles in that moment, just classically the Dave Elman Induction is relax the eyes so that these just won't work, test them, satisfy yourself, you can do that, quick testing, relax, go deeper. Then from there the next phase is a brief deepening which the phase here does something that's more important to highlight but we can highlight it better after we talked about the third phase which should be the fractionation, the rising and falling of energy. It's the eyes open, it's the eyes close moment. Which at its core it's this pattern over and over and over. In a moment you'll open your eyes and close them, when you do that go even deeper. Now let the eyes open and as you close them go even deeper.

Why do we do it three times? Very scientific answer. Four is too many, two is not enough. That's really it. Although I will show a video later, this guy by the name of Mike Mandel and he does the fractionation six times and I think it works. But it's really the tonality and the timing of the intention of how he makes the six work, while someone else six would be way too many and we'll watch that video later today. So the fractionation eyes open, eyes close. The next phase from there is the large muscle catalepsy which classically is the floppy arm check, but remember catalepsy is not just complete relaxation of a group of muscles.

So what did I do with all of you on day one as a group? Did I walk around all nine of you and pick up floppy arms? No, I had you do this in that segment because that is also catalepsy. I'm following the pattern. It's not a script, it's a process followed by amnesia by suggestion which by the way amnesia by suggestion I make sure nowadays just as a little technical thing to make sure these two papers are right next to each other or not next to each other because there's a flaw, sometimes there's someone to go "Oh, one and one, two and two." It's only by coincidence. That one and one are the same and five and five, five and four are close to each other.

They're using similar conversations but they're not one of the same. So I make sure I put something else in the middle now. Amnesia by suggestion there's our pathway in this somnambulism, and we test to make sure it's not aphasia, classically it's the losing the numbers moment. Count backwards as the numbers fade and fall away that takes you even deeper and the final phase is the deepening throughout, though to be fair that is the final phase of every hypnotic induction, is to continue to deepen even under the process.

The basic description is there's this natural intention to always rise to the surface and as we continue to deepen throughout the process whole module on hypnotic deepening coming up later. The whole process of doing deepeners are simply giving congruent suggestions serves as a deepener.

So there's a question that often pops up about this second phase here, about the brief deepening, why is it there? And it's something that many people pass over this brief deepening section of the Dave Elman Induction and by doing so miss on a very, very simple piece of knowledge inside of this process. Remember process not a script, we do this small muscle catalepsy, relax the eyelids, they just won't work, test them, satisfy yourself. The next official phase if we really want to track it is the fractionation, the let the eyes open, the let the eyes close. Which you'll sometimes see the commentary or someone will say, that seems like a bit of an intro, that seems a little awkward.

We just had them relax the eyes and test them so they won't work and here we are immediately saying let the eyes open, let the eyes close. Well, there's a second phase right here in the middle that not everybody talks about and it's just refer to as a brief deepening which think of this as your shortest and most efficient progress of muscle relaxation. Quick testing and send that feeling all the way down across your body like a nice wave of relaxation, every breath you exhale guiding you deeper. In a moment we'll have you let the eyes open and close. So what did we do there? It's just that little bit of a distortion of time to get the phenomenon that we're looking for.

We want to make use of this small muscle catalepsy. Dave Elman would refer to that as the opening wedge into hypnosis. My language is it's the foot in the door, and once my foot is in the door I can nudge a little further, I can nudge a little further, I can nudge a little further and wow! Look at that. In three minutes we're now in somnambulism. That's the principle of this process. It begins with small hypnotic phenomenon and then transitions down into profound hypnotic phenomenon and at the end of your induction you know where you're working rather than assuming while they look relaxed, I guess they're there.

But this phase of the brief deepening just to highlight it just because it's an interesting discovery that really only by listening to some of the Dave Elman recordings, there are hundreds of hours of recordings of him in the room training the doctors, finally we found a little piece of audio that explain that step, which is that as again you need that little bit of distortion of time. Think of it as just simply you're moving on to something else for a moment, it's a temporary distraction to then go back and make use of fractionation which I'll tell you now is one of the most powerful hypnotic deepeners you could possibly do.

So you just kinda need something there to make it work and that's what that brief deepening does. So if there ever is the question about that seems a little abrupt, the reason is there's actually something in the middle even if that something in the middle only takes a second or two.

Now do not fall prey to the game of trying to improve this because I'll tell you over the years I have tried so many times to make this better, and every time I've made it better I made it not work and the more of a purist I became and going back to the original that's when it worked.

I will let you discover this on your own, there is a well known repackaging of this, which again, I'll let you discover it on your own. Someone has put their name and Elman together and they've published it as an improvement and it is not because it is not the Dave Elman Induction. The final phase of it ends let the numbers fade and fall away and as they're gone, nod your head. The goal is the amnesia and you'll see this moment when we get into the workshopping of it there is a specific check in, are they gone? Yes, good. Continue to go deeper or my style is as they're gone nod your head. Either way I'm getting a confirmation. The popular variation is put in less effort with every number you say and when it feels as if it's too much effort to keep going, let me know, nod your head.

So it'll be 100...99, 98 which when it feels as if it's so much, too much effort that you can't say it, is that amnesia? No, it's aphasia. So there's a community out there that is hyping a variation on this which is supposed to be an improvement, but it doesn't end with somnambulism. And I want to highlight that here because again the reason I put that out there is not to put down another method but instead to point out that the more I go back to the origin of it, the more that I rely upon the fact that this thing works and I do it as it was originally done, that's when it works. So yes, there are moments in this course where I show you specific improvements, what you're going to see is we actually go into the discussion of the wording that I use is really more so of a sanding down to the essentials.

Getting to the essential words that absolutely need to be there rather than adding a bunch of extra crap to it thinking I'm going to make it better, because the less I say as I do this, the better it works. I mean the example of the large muscle catalepsy, there are some people who do the I'm going to pick up that hand and when I do that don't help me out, just let it dangle there. Well if I don't want you to help me out why would I bother reminding you of it? My favorite principle again when all else fails, apply suggestion. Hey I'm going to pick up that hand by the wrist, whenever I do that let it just dangle like a wet towel, let it just be loose, let it lazy like a ragdoll, if I let it fall let it plop and I give them the sound.

So then when I pick up the arm consistently with that language they're not helping me out and I didn't have to remind them to not help me out. Because I put the language in there, I put a little bit of onomatopoeia in there, just let it dangle there like a wet towel. When all those fails apply suggestion, I threw in a few metaphors like a ragdoll when it falls. Remember suggestions are not just words, they're sensory verifiable experiences. I gave a sound effect. As it falls let it plop right back down in the arm of that chair, notice how that takes you even deeper.

In a moment I'm going to pick up that hand and drop it, now as I pick it up as it falls go even deeper. It's the same formula over and over. In a moment we'll have you give these eyelids a try, as you do that they just won't work, try then just relax and a quick testing as you send that down across your body, that helps you to that.

Each and every step logically leads into the next. I have experimented with changing around the order because I thought it was so clever to say quick testing the eyes, relax and send that feeling down to your arms as I pick up the arm and drop it, so trying to do a clean transition which made sense on paper it just didn't work as well. And again do not fall prey to the game of look, don't see. Because what happens when I get to the fractionation and maybe you are holding on to the phenomenon of the small muscle catalepsy and the eyes aren't working. Do not ever work by assumption, always work with intention. I'm gonna wanna make sure I follow through the phases of that fractionation specifically because I know how powerful of a deepener it's going to be, and how much it's going to help our process.

I may comment on it though. Yeah, sometimes it takes a little bit of effort. Give him a good tug, you'll get them open eventually. There we are, great. Let the eyes open, let the eyes close and go 10 times deeper. And we'll talk about some of the specifics of language, but again, do not work with assumption from this point forward and also follow the steps because the steps work. I just like to highlight a little bit about the brief deepening because again this is a disconnect and this is that little bit of a distraction in the middle which now makes the fractionation more reliable.

A little psychological principle in the fractionation, you are a person who is now being hypnotized for the first time and I've just now told you to open your eyes. What do you think their assumption would be? Now that my eyes are open, what could that possibly mean?

**STUDENT:**

That they are done.

**JASON LINETT:**

Yeah, that they're not in hypnosis anymore or my eyes are open. What do we know? As long as they're still in the process they're still in the process. So on one side of things there's the physiological trade of the rising and falling of energy of the eyes open and close. There's also inside of the fractionation this little bit of a psychological principle that I am now re-emerging you and let the eyes close. And in that moment when the eyes are open, they're still in a suggestible state and they're in that phase looking for the next instruction and we are immediately there, close the eyelids back down and go 10 times deeper.

So the logic of it one step leads to the next. When we're back from lunch, we will go through the specifics of it, we will practice it in the first half, practice the second half, put the whole thing together. I will give you the filter ahead of time, the reason we spend so much time on this one technique is yes it is the workhorse routine. Yes, this is probably the one technique I use in every first session with every new client I work with because nothing works as well as this. This gets the 98% and with modifications I can then get the rest it's that reliable. Why would you bother with anything else is my honest opinion on that.

The side effect of learning this technique though is it teaches you how to think your way through the hypnotic process, because what you'll be able to do now is as you're learning the individual components you'll be able to pick up the hypnotic script whether it's an induction, whether it's a technique and what someone else would perceive as just being a bunch of words on the paper. Okay, well let's do fractionation here. Okay, well playing the association dissociation game here. Okay, well this moment is going for some catalepsy and now you're working with intention. Now you know what you're doing.