



Work Smart Hypnosis

WITH JASON LINETT

HYPNOTIC WORKERS

DAVE ELMAN INDUCTION

Student Resources

VIDEO LINK:

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

DAVE ELMAN INDUCTION

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The Dave Elman Induction

A Process... Not a Script.

The Dave Elman induction consists of five specific steps:

1. Catalepsy of a group of small muscles to bypass the Critical Factor of the conscious mind. Think of this as getting the foot in the door.
2. Deepening process to prepare for Fractionation.
3. Fractionation
4. Catalepsy of a large group of muscles
5. Amnesia by suggestion, which is a test for somnambulism

In this course, you will learn the classic Elman approach with some linguistic updates to increase efficacy. The classic Elman is performed as:

1. Relax your eyelids to the point where they just won't work, and test to satisfy yourself they won't work.
2. Quit testing and send that down across your body.
3. Open your eyes, close them, and go deeper. (*Repeat this process three times.*)
4. Relax the arm so when I lift it, it is completely relaxed. When I drop it, let that take you much deeper.
5. Count backwards from 100 and let the numbers fade away or disappear.

We could add a sixth phase of “continued deepening,” though you will come to learn this as the next phase of ALL hypnotic induction techniques.

Dave Elman referred to this as his “three minute routine.” The process is brisk and efficient. It isn’t rushed, there’s just no time wasted. Elman recognized that the longer the induction, the greater chances it had to fail. It’s helpful to note that Elman was training doctors to use hypnosis in their regular office and hospital procedures. Would it be practical for a doctor to use a 15 minute progressive muscle relaxation technique? No, and that’s how this “workhorse” technique was perfected.

Credit goes to H. Larry Elman, Dave Elman’s son, for popularizing the “process” approach behind this famous technique.

Updated Dave Elman Induction Jason Linett, BCH, CI

*Note that the Dave Elman Induction is a PROCESS and not a SCRIPT.
Specific linguistic strategies are embedded within this text, though as you grow to understand hypnotic language more, you'll learn how to be more flexible in this process.*

Please take a look at my hand and follow it up with your eyes as you take a nice deep breath in and hold it ... that's right ... and as you exhale, let your eyelids close on down.

Good ... Now ... I could tell you to **go ahead** and **relax your entire body** ... but that isn't necessary.

Just **go ahead** and **relax your eyelids**. **Relax those muscles** around your eyes **all the way down** to the point where **they just won't work**. And when YOU know you've got them so relaxed that they just won't work, test them. Test them and **satisfy yourself** that they **just won't work**. The more you try to open, they just **relax even more**. Good, now stop testing, and send that awareness **all the way down** to the tips of your toes in a comfortable wave of relaxation. *(Pause)* Good.

This is a process of following some simple instructions, your mind and body already know what to do.

In a moment, I'm going to ask you to open your eyes and close them. When you close them, notice how you can allow yourself to relax perhaps as much as **ten times deeper**. Let your eyes open. Now close them ... *(Pause)* ... and allow yourself to relax as much as 10 times deeper. *(Pause)* Good.

We'll do that a few more times. On the next one, notice how you can double the awareness of that chair supporting your body. Let your eyes open ... and close them. Good, **double that relaxation**, so you can feel **twice as relaxed, twice as comfortable**, and **twice as confident in your abilities**.

Let's do that one more time. On the next one, notice how you can **just let go**. Let your eyes open, and close them **all the way down**. Go much deeper. **Way down**. *(Pause)* Good. You're doing great.

Just listen to the sound of my voice, and the sound of my voice can always help you to **go deeper relaxed**. You'll hear other sounds in the distance, whether its cars outside, planes overhead ... None of these sounds will matter, in fact you'll find that any sounds you hear will just help you to **go deeper relaxed**.

Bring your awareness down to this arm. In a moment, I'll reach over and pick it up by the wrist. Today, just let me do all the work. Let it be loose, limp, and relaxed. Let it **dangle there like a wet towel**. I'll then let it fall, and just let it PLOP there on the arm of that chair. Whenever we do it, let it **take you much deeper**. Just let that arm **be heavy**. (*Do arm drop*). Much deeper. In fact, each and every time we do that, let that take you (*Do arm drop*) **much deeper**.

Perfect. We now have all the physical relaxation we're going to need for now, so now you can begin to **relax yourself, mentally**. It's easy.

(Pace the rhythm at which you want the client to count.)

In a moment, we'll have you begin to count backwards, out loud, slowly, from 100. Let every number you say **double your mental relaxation** so by the time you reach 98 or sooner, you can just **relax the rest of them out of your mind**. As if there's nothing more to count. **Want that to happen**, and you can **make that happen**. And when **they are gone**, just **notice how good you feel**.

Begin counting backwards, out loud, slowly, from 100 now.

(Client says "100".) Good, now double that mental relaxation.

(Client says "99".) That's right, getting ready to let them go...

(Client says "98".) Now just **relax the rest of them out of your mind**.

(Pause.)

And as they're gone, just nod your head.

Good.

(Continue deepening.)

Thoughts on the Dave Elman Induction

As this is a PROCESS, you'll rarely see it demonstrated the EXACT same way each time. A common mistake within this PROCESS is to lean on the script of it. The best way to learn it is to trust it as an OUTLINE. That being said, the variation printed here is perhaps 99% accurate to the words I use in nearly every first session.

Take note that there's a real "sanding down" of words in this presentation. Consider it a life lesson but also a hypnosis lesson – we're a society that talks too much about what we DON'T want as opposed to what we DO want. Take note that I don't bother telling my client "don't help me" when we do the hand drop. Why give the negative suggestion when we can directly express the outcome we desire?

Note the text I've shared in the Amnesia by Suggestion "Losing the Numbers" moment. The word NUMBER is only used ONCE. We also don't ask "Are the numbers gone?" The methodology in place here is to dissociate further and further away from the numbers to expedite the amnesia suggestion.

When you're working with a client, you only move onto the next step of the process when they "pass" the test in that phase. The metaphor I like to use is that of a runner jumping over hurdles. They cannot move onto the next hurdle until each previous hurdle is passed over. With that in mind, you should not move on to the next step until they've passed the previous "hurdle."

In previous workshops, I've shared my thinking on the perhaps out-of-date model of deciphering if your client needs a permissive or authoritative style. My style is to begin permissive and then transition to authoritative and stay there as efficiently as possible. Direct the process where it needs to go.

This can be done easily. The first step is to rephrase the suggestions and repeat the process. Step two would be to repeat it more authoritarian, perhaps with the suggestion, "Now I can't do it for you... Want it to happen, and you can make it happen."

Avoid bold statements, or statements that are undeniably false. "You are now the most relaxed you've ever been." "Let that arm be dead." "Relax 10,000 times more."

If you have hesitation about the "Amnesia by Suggestion" moment, remember that it can be motivated to match the context of the change:

"Consider that up until now you've been struggling with those eating habits. You've been fighting with diets and exercise. Today, rather than struggle, rather than fight, the theme today is to just relax these challenges away. I'll show you how easy it is. In a moment, we'll have you begin to count..."

Abbreviated Dave Elman Induction Version 1

Take a nice deep breath in and hold it ... and as you exhale, just let your eyes close down.

Go ahead and relax your eyes and all the tiny muscles around your eyes, fully and completely, to the point where it's as if they just won't work. Now test them. Test them hard and satisfy yourself that they just won't work. Good, now go deeper relaxed as you send that relaxation all the way down your body.

In a moment, I'm going to ask you to open your eyes and close them and go 10 times deeper. Let your eyes open. Now close them. *(Pause)* Just relax 10 times deeper. *(Pause)* Good.

In a moment, we'll have you open your eyes and close them again. This time, just allow yourself to double that relaxation. Let your eyes open. Now close them. Good, double that relaxation. *(Pause)*

That's right. In a moment I'm going to ask you to open your eyes and close them again. This time, just go much deeper. Let your eyes open, now close them. Much deeper. Way down. *(Pause)* Good. You're doing great.

Just listen to the sound of my voice, and the sound of my voice can always help you to go deeper relaxed.

In a moment, I'm going to pick up this arm by the wrist. When I pick up that arm, just let it be loose, limp, and relaxed. Whenever I drop it, just let it fall back down and help you to go much deeper. Just let that arm be heavy. *(Do arm drop)*. Much deeper.

(Repeat as necessary).

That's right. You can now begin to relax yourself mentally. You'll count backwards from the number 100 out loud slowly, and as you do that, just relax them right out of your mind. Begin slowly now, and just let them go...

100 ... etc. as before

Abbreviated Dave Elman Induction Version 2

Take a nice deep breath in and hold it ... and as you exhale, just let your eyes close down and relax your eyes to the point where it's as if they just won't work. That's right, and go ahead and test them to see they just won't work, and send that send that relaxation all the way down your body.

In a moment, I'm going to ask you to open your eyes and close them and go 10 times deeper. Let your eyes open. Now close them. *(Pause)* Just relax 10 times deeper. *(Pause)* Good.

That's right. In a moment I'm going to ask you to open your eyes and close them again. This time, just go much deeper. Let your eyes open, now close them. Much deeper. Way down. *(Pause)* Good. You're doing great.

In a moment, I'm going to pick up this arm by the wrist. When I pick up that arm, just let it be loose, limp, and relaxed. When I drop it, the lights go out and the numbers are gone. *(Do arm drop.)* The lights go out, and the numbers are gone.

Are they gone?

Good.

Abbreviated Dave Elman Induction Version 3

Take a nice deep breath in and hold it ... and as you exhale, just let your eyes close down and relax your eyes to the point where it's as if they just won't work. That's right, and go ahead and test them to see they just won't work, and send that send that relaxation all the way down your body.

And as I pick up your arm and drop it, the lights go out and the numbers are gone. *(Do arm drop.)* The lights go out, and the numbers are gone.

Are they gone?

Good.

Troubleshooting the Dave Elman Process

What if they open their eyes?

“Great, you just tested your eyes to see if they WOULD work. Now close them and relax them completely. Relax them all the way down as if all those tiny muscles are going to sleep. To the point that even if you were to TRY and open them, you can just decide to let them RELAX even further. So this time, go ahead and relax your eyes...”

What if they're helping the arm drop?

If they're assisting the arm drop, pause the process and repeat the instructions. Reinforce the suggestion that you don't need them to help. Provide additional suggestions or metaphors of heaviness.

“Just let that arm be heavy like a slab of rock. Let it be so relaxed as if it's powered off like a TV or shut down like a computer.”

You can also suggest this heaviness by giving a few “test pick-ups.” Direct the client to become aware of the natural weight of their arm as you lightly lift it at the wrist where it naturally bends. There may be a dash of confusion at play here as you then lift their arms and let it plop back down at a moment they cannot anticipate.

What if they keep counting?

If they continue counting, you could stop their process, repeat the original instructions, and begin again. You can also take a more authoritarian approach. “In a moment, I'm going to count from one to three, and at the count of three let them all fade away. 1, 2, 3. Make them be gone. Are they gone?”

You could also do the floppy arm/losing the numbers as demonstrated in the abbreviated Elman outlines, or even transition directly into an instant induction.

“That's Right”

The quickest way to add difficulty to your process is to tell a client they're doing something wrong. Whenever you need to pyramid techniques, remember the classic words of Milton Erickson. Tell your client “That's right...” and move on to another strategy. Keep in mind they've never been hypnotized by you, so it's all part of the process.

Thoughts on the Dave Elman Induction

Throughout in-class demonstrations, you'll note that it is rarely demonstrated the same way each time. There is always some variation. This is because the induction is more about being a PROCESS than it is a script. The metaphor I like to use is that of a runner jumping over hurdles. They cannot move onto the next hurdle until each previous hurdle is passed over. With that in mind, you should not move on to the next step until they've passed the previous "hurdle."

The DEI is a series of tests, and they only get to move on to the next step after successfully passing the previous test.

This can be done easily. The first step is to rephrase the suggestions and repeat the process. Step two would be to repeat it more authoritarian, perhaps with the suggestion, "Now I can't do it for you... Want it to happen, and you can make it happen."

The "losing of the numbers" process is Amnesia by Suggestion, a test for somnambulism.

The Dave Elman Induction - Groups

The Elman Induction can easily be modified for a group. We'll assume in this example that there are 50 people seated and facing the hypnotist. The following example is not the ONLY modification, it's only A modification. Just remember the basic five steps and you can be flexible within the process.

The process proceeds as follows:

- Small muscle catalepsy – no change
- Deepening – no change
- Fractionation
 - You cannot cover the eyes of all 50 people, so we'll direct focus to a specific location, the practitioner's hand, to keep the eyes from darting around the room and engaging the conscious mind.
- Arm Drop
 - It's not practical to do the arm drop for all 50. However, you COULD do it and suggest that "I may not get to everyone," as I do in stage hypnosis programs with a committee of 20 volunteers.
 - Remember that this test is about arm catalepsy, so we can either go for complete relaxation or locking of muscles. You could consider arm lock here, but in this example we'll just skip the step.
- Amnesia by Suggestion
 - Getting verification is most often unpractical in a group setting. In this example we'll keep the classic "100 backwards," though I'll sometimes replace this with a 10 to 1 deepener.

Updated Dave Elman Group Induction

Take a nice deep breath in and hold it. And as you exhale, just let your eyes close and relax on down.

Good ... Now ... just relax your eyes and all those tiny muscles around your eyes, fully and completely, to the point where they just won't work. And when YOU know they just won't work, test them. Test them hard and satisfy yourself that they just won't work. Good, now stop testing, and relax them again.

Take that relaxation you've created in your eyes, and send it all the way down to the tips of your toes in a comfortable wave of relaxation. (*Pause*) Good.

In a moment, I'm going to ask you to open your eyes and close them. As your eyes open, look up here at me and follow my hand with your eyes. As I lower my hand, just let your eyes close and allow yourself to relax perhaps as much as 10 times deeper into

relaxation. (*Raise hand*) Let your eyes open. (*Lower hand*) Now close them. Relax 10 times deeper. (*Pause*) Good.

In a moment, we'll have you open your eyes and close them again. This time, just allow yourself to double that relaxation. Let your eyes open. (*Raise hand*) Now close them. (*Lower hand*) Good, double that relaxation, so you can feel twice as relaxed, twice as comfortable, and twice as confident in your abilities.

We'll do that one more time. On the next one, just relax, let go, and go much deeper. Now, let your eyes open, (*Raise hand*) and close them all the way down (*Lower hand*). Much deeper. Way down. (*Pause*) Good. You're doing great.

Just listen to the sound of my voice, and the sound of my voice can always help you to go deeper relaxed. You'll hear other sounds in the distance, whether its cars outside, planes overhead ... None of these sounds will matter, in fact you'll find that any sounds you hear will just help you to go deeper relaxed.

That's right. Now that we've got all the physical relaxation we're going to need, you can now begin to relax yourself, mentally.

(Pace the rhythm at which you want the client to count.)

In a moment, I'm going to begin to count backwards from the number 100. With every number I say, let your mind grow calm, relaxed, and serene, so the numbers just fade away, grow dim and distant, become quiet, and disappear completely. As you follow these instructions, you'll find that within a few numbers, your mind will be so relaxed that it will be as if the rest of them can just disappear. Want that to happen, and you can make that happen.

100... Good, now double that mental relaxation, let them start to drift away.

99... That's right, relaxing more, getting ready to let them go...

98... Just relax them out of your mind, now, notice how good you feel.

Allow the rest of them to just fade away, relax, and go deeper. Good.

Further Group Thoughts

As a stage hypnotist, the main structure of what I do for an induction is a Group Elman. The benefit is really flexibility. I can pause the sequence at any point to apply individual deepening for any single volunteer that needs it. I can direct suggestions to the group for additional deepening while doing this. This approach allows for the best flexibility, creativity, and confidence in my opinion.