

# MAGIC WORDS

& Language  
Patterns



Craft Irresistibly  
Persuasive Suggestions

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HYPNOSIS

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## NLP Presuppositions

As Used in Trance Dance by Karen Hand

1. There is no failure, only feedback.
2. We are always communicating -or- We are ALL WAYS communicating  
And the meaning of the communication is in the response you get.
3. If something isn't working...try anything new
4. The one with the most flexibility of thought and actions is the one most likely to
5. Choice is better than no choice and people always make the best choice available to them at the time.
6. Every behavior is useful in some context.
7. The map is not the territory. (People respond to their view of reality and not reality itself.
8. There is a solution to every problem. Experience has structure and anything can be accomplished if broken down into small enough pieces.
9. Each person is unique but one thing they all have in common is each person already has most of the resources they need for a change.
10. People aren't broken, so they don't need fixing.

## Meta Change Pattern

### 4-Steps to Successful Change Work

1. Associate client INTO problem state
  - “When was the last time you experienced this?” (Specific real example)
  - Look for gestures, body language
  - Listen for words and how they process their world
2. Dissociate client FROM problem state
  - “What do you want to feel instead” (Specific/positive) If they are still in the problem— If they are still in the problem you can go into the future “If you were completely over it how are you going to feel?”
  - Play a game, ask an unrelated question, get them to focus on that good feeling they want.
  - Important step to showing clients they get to choose what they’re thinking.
3. Associate the client INTO a resource state
  - Suggest the client think about a time when.... They were confident, knew the answers, etc.
  - Have them really get into it...feel it, hear it, see it...embellish it to the best of their ability.
  - What made that time so powerful? How were they standing, look on their face, what inner dialogue were they hearing?
4. Move the resource to the problem state to change it.
  - Take those resources and apply them to the change the client wants to make.
  - How is the situation different when these tools are applied at the time the problem is triggered?
  - Rehearse the new feeling in as many [future] situations as necessary.

## Top 20 Magic Change Words

- |   |   |                                   |
|---|---|-----------------------------------|
| 1. <b>Easily</b>  | } | Softens whatever comes after it.  |
| 2. <b>Naturally</b>   |   |                                   |
| 3. <b>Automatically</b>   |   |                                   |
| 4. <b>Aware</b>   | } | Whatever you tell them they will. |
| 5. <b>Realize(ing)</b>  |   |                                   |
| 6. <b>Experience(ing)</b>   |   |                                   |
| 7. <b>Notice(ing)</b>   |   |                                   |
| 8. <b>Expand(ing)</b>   | } | Causes SCM to focus on space.     |
| 9. <b>Beyond</b>  |   |                                   |
| 10. <b>Unlimited</b>  |   |                                   |
| 11. <b>Before</b>   | } | Causes SCM to think of time.      |
| 12. <b>After</b>  |   |                                   |
| 13. <b>Begin</b>  |   |                                   |
| 14. <b>During</b>   |   |                                   |
| 15. <b>Now</b>  |   |                                   |
| 16. <b>Imagine/Create</b> ---Sends the SCM into the (right) creative hemisphere.    |   |                                   |
| 17. <b>Don't</b> ---The SCM says, "Watch me!" (Or misses it altogether).            |   |                                   |
| 18. <b>But</b> ---The mind automatically negates everything before it.              |   |                                   |
| 19. <b>And</b> ---The mind naturally includes everything after it.                  |   |                                   |
| 20. <b>Because</b> ---Gives a reason. The mind easily believes everything after it. |   |                                   |

## Top 10 Language Patterns

Karen Hand  
from Magic Words and Language Patterns

### Scripting

1. You probably already know...
2. Can you imagine...
3. You can \_\_\_\_\_, can you not?
4. A person is able to \_\_\_\_\_.
5. Sooner or later...
6. Try to resist...
7. If you \_\_\_\_\_, then \_\_\_\_\_.
8. \_\_\_\_\_ said \_\_\_\_\_.
9. What happens when you \_\_\_\_\_?
10. The more \_\_\_\_\_, the more \_\_\_\_\_.

### **BONUS:**

11. The more \_\_\_\_\_, the less \_\_\_\_\_.

## Language Patterns / Embedded Commands

### 1. I'm wondering if...

I'm wondering if you will, right now, while you are in this workshop, *discover the unlimited use of embedded commands* because when you get home, you'll want to *use them immediately*. I'm wondering if you can *imagine being totally smoke free and realize the good feelings it will give you?*

\*\*\*I never told you to do anything.... I'm just wondering!

### 2. You probably already know....

You probably already know that most people who *experience hypnosis* are helped by it. On a deep level, you probably already know how natural and useful indirect communication can be.

\*\*\*The presumption is that it's true since you probably already know it anyway.

### 3. Can you imagine....

Can you imagine what you will do with all the money *you save by being smoke free?* Can you imagine now the power of just this one language pattern to *expand your success* after practicing it and *using it regularly?*

\*\*\*You probably already know that people are more likely to do what they are familiar with and imagining something is a great way to create familiarity.

### 4. A person might, (person's name)—One can, (person's name)

A person might, Susan, *enjoy the thrill* (personal trance word) *of being at your ideal weight*. One can, Frank, *find some good reasons that would make being hypnotized useful*. A person might, Rita, use this time to *relax completely*. One can, Alfred, imagine the growth potential of automatically *speaking with ease in front of a group*.

\*\*\*The presupposition is that it's true because "a person can/one might" and the conscious mind is much less likely to resist. Adding the person's name then makes the suggestion much more powerful and the embedded command much more personal.

### 5. You can \_\_\_\_\_, can you not?

You can *appreciate the benefits of regular exercise* to reach your goal, can you not? You can find lots of reasons to *shift your awareness to your breathing*, can you not? You can *begin now to smile with understanding* at the power of these language patterns, can you not?

\*\*\*Can you not is a great way to end a statement. It turns the statement/embedded command into a question and makes it less threatening. And it makes it so confusing to try to disagree with.

6. I don't know if \_\_\_\_\_

I don't know if you're going to like this training more than any other training you've ever experienced. I don't know if you're going to enjoy the fun of language patterns more than anything else. I don't know if this experience is going to change your life.

\*\*\*Don't ask me, I don't know.... but the presupposition is that YOU DO!

7. A person is able to \_\_\_\_\_.

A person is able to make the kinds of changes she wants, and cause them to be permanent. A person is able to realize how disastrous it is to fail to protect his health by becoming smoke free. A person is able to understand that this word pattern is very powerful.

\*\*\*What do most people do when one comments on what other people are able to do? They usually do an internal check to see if they can do it too.

8. Sooner or later....

Sooner or later you'll be aware hypnosis is the easy way to get what you want. Sooner or later everyone finds out that experiencing hypnosis provides unlimited benefits in the long run. Sooner or later you will find yourself using this easy language pattern.

\*\*\*This one rolls off the tongue automatically because everything happens sooner or later.

9. If you \_\_\_\_\_, then \_\_\_\_\_.

If you experience hypnosis, then you will discover how easy it is to make the change you want. If you direct your attention to your breathing, then you can relax deeper on each exhale.

\*\*\*This statement is a cause and effect statement, and it doesn't have to make much sense. In order to verify that the then part is true, the person has to do the if part, which is what you want.

10. Try to resist...

Try to resist knowing that pro and Olympic athletes use hypnosis to reach their goals. Try to resist knowing that daily, all over the world, people just like you use hypnosis for positive change. Try to resist believing that you are worth the effort to eat premium foods and maintain your body, your machine.

\*\*\*Try to resist implies that you will try, but you won't be able to do it. You can use your voice inflection to strengthen this implication.

## Outcome Specification

1. What do you want? (Positive, controlled by client, specific sensory based, small chunk size)

What specifically will that do for you?

2. How will you know when you have it?

3. Where, when, and with whom do you want it? (Sensory based and ecological)

How will this affect other aspects (or people) in your life?

4. What stops you from having this already?

5. What resources do you already have that will help you obtain your outcome?

6. What additional resources do you need to obtain it?

7. How are you going to get there?

First step-----Be specific and achievable

Is there more than one way to get there?

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### Personal Trance Words

What do you need in a job for it to be enjoyable?

How do you know you've done a good job?

What makes a friendship/relationship meaningful?

What's your hobby? What draws you to that hobby?

What's the most relaxing place you can think of?



**Please tell me what you think about this Magic Words Training**

Name (and credentials, i.e., B.S., M.A., Ph.D., M.D. etc.) \_\_\_\_\_

How did you hear about this course? \_\_\_\_\_

Please write down what you think was most valuable about this course.

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Please write down your comments about Karen Hand as an instructor of this course.

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Please write down changes you would suggest for this course in future offerings.

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*Please use the other side of this form for any additional comments.*

May I use your comments? Yes \_\_\_\_\_ No \_\_\_\_\_ May I use your name? Yes \_\_\_\_\_ No \_\_\_\_\_