

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.