

Outcome Specification Questions

You can ask these questions straight down the list (doctor-style) and note the answers. The system will work just fine. But the more you understand the questions and how to listen strategically for the client's motivation strategy and limiting beliefs, the more conversational and rapport-building the questioning will become. It is not the Spanish inquisition. It is curiosity. You may be the expert on Hypnosis, but they are the expert on their own patterns and limits. They may have never been listened to in such a complete way before. You are encouraging the client to talk about their favorite subject, themselves.

Hypnotic Fractionation occurs as the client goes inside their own mind to find the answers and then "comes back out" to give you the answer. As that happens repeatedly, trance forms automatically and transformation occurs naturally.

1. **What do you want to change today?** (Keep digging until you find answers that are positive, self-controlled, specific, sensory-based, and small-chunk size)
2. **What specifically will (the outcome) do for you?**
3. **What stops you from having (the desired outcome) already?**
4. **How will you know when you have it?** (Look for specific evidence)
5. **How will this (desired outcome) affect other aspects (or people) in your life?** (Specifically, where, when and with whom will it be of benefit. This will help you tailor suggestions for maximum effect.)
6. **What resources do you already have that will help you obtain (desired outcome)?**
(If the client has no answer to that question – ask)
Who do you know who has (desired outcome).
(Don't fall for it if they 'don't know'. Remember, they can't ask for something they know nothing about. If they truly have no ideas here...go to the most ridiculous example you can think of and ask if they are willing to do that.)
7. **What additional resources do you need to make the change now?**
8. **What is the first, smallest step that you can take today to reach your goal?** (Keep drilling until they have specific and achievable steps)
9. **Is there more than one way to get there?** (Looking for additional options to avoid excuses that hamper progress.)

You are not obligated to ask EVERY question on this list. And, feel free to break a state with Personal Trance Word questions. Or to do an intervention technique at any point along the way. You can always come back to the list as necessary.