

PERSONAL TRANCE WORD QUESTIONS

Ask one or all of these questions as necessary to obtain the information you need to aid in the Trance Formation that leads to Transformation. You may want to preface these questions with an 'off-the-cuff' remark such as, *"I ask a lot of weird (or interesting/silly) questions"* - just to keep the conversation flowing naturally. You can ask them at the end of the Outcome Specification Questionnaire or interject one or more to break a state while gathering information. The more you work with the conversational style of Trance Formation, the more comfortable you will become and the more conversational the trance will feel to the recipient. It will, however, continue to add to the natural fractionation that forms the wide-awake Transformation. It is indeed Hypnosis, but creates much less resistance because it feels as if it is 'just a conversation'.

1. **What do you need in a job for it to be enjoyable?** (Covertly eliciting the client's motivation strategies. USE THEIR WORDS...DO NOT PARAPHRASE. Their words have inherently deep meaning to them)
2. **How do you know you've done a good job?** (Answers will help determine if the client is internally or externally motivated. "I just know" is internal. "I get paid" or "I look for/hear the feedback" is external motivation. Both are good clues in helping your client achieve their desired goal.)
3. **What makes a friendship/relationship meaningful to you?** (Value words. Again, USE THEIR WORDS...DO NOT PARAPHRASE)
4. **WHAT IS YOUR HOBBY?** (A very easy way to help elicit client metaphors along with those that naturally show up during the outcome questions.)
5. **What draws you to (or excites you most about) that hobby?** (Motivation and values)
6. **What is the most relaxing place you can imagine?** (An easy road to an induction for formal trance.)