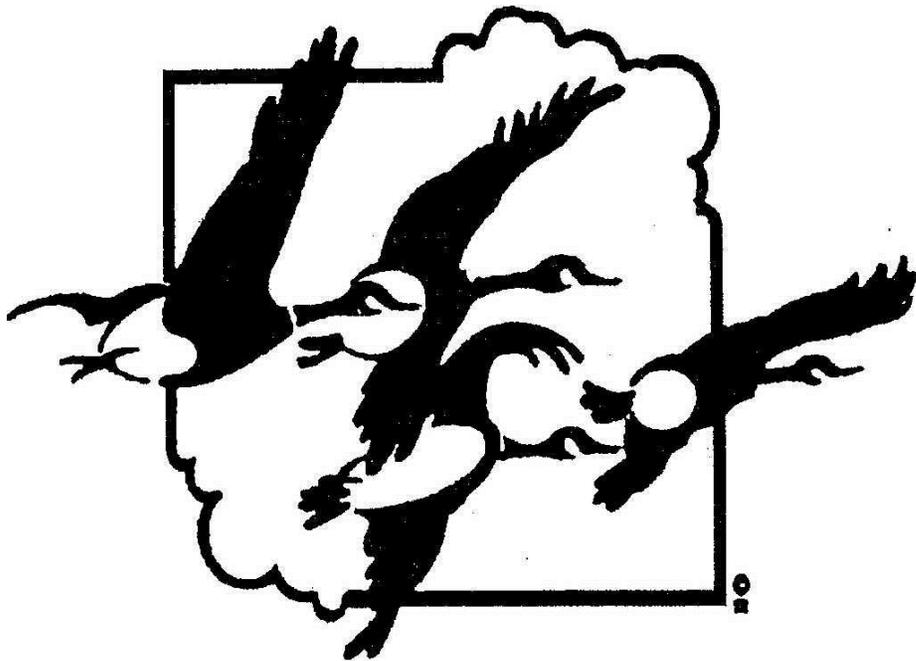


The Patter Script Book

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Alcohol Four Session Program

Session 1

Now as you sink deeper and deeper relaxed...deeper and deeper and deeper, all the sounds fade away in the distance and you pay attention only to the sound of my voice. Going deeper and deeper and deeper...there are five points...in the elimination of any alcohol problem...the first step is relaxation. You must obviously be relaxed so that adequate communication can take place between yourself and the hypnotist...Therefore, if for any reason at this moment you are not completely relaxed, I now want you to completely relax...let go of everything...let all your arms and your legs and your entire body completely let go and relax completely...now that you are relaxed...relaxed more than you have ever been before, we come to the second point...

The second point is realization...you are going to be made to realize the cause of your drinking problem...and understand it completely...first of all, in almost every case of a drinking problem...in your mind the person with the drinking problem, including yourself, was formulated in your own mind...the deficient father figure or a deficient authority figure...maybe your own father was an alcoholic, or at least a heavy drinker, or maybe your mother on frequent occasions accidentally placed either you or someone else in a trance like state, screaming at you that you are nothing but a bum, a no good bum...and that you are going to be a bum just like your father, or a drunk just like your father...if this hasn't happened, a suggestion similar to it has been planted deep into your subconscious mind somewhere in childhood...it may be frequently one of multiple causes...but you recognize that somewhere along the line you have a deficient father figure. Whatever it is, someone in the position of authority, somewhere, has let you down. And your mind has picked this up and it has become an integral part of your personality even though you do not even say it...and if one of the main causes of alcoholism is a deficient father figure, then, obviously the formation of the father figure should promote a cure. Since the insertion of an adequate father figure does promote a

cure, we can assume that part of the cause of alcoholism is a deficient father figure.

2.

The second most frequently observed cause of alcoholism which also appears in over 95% of all cases is a great deficiency of ego. The alcoholic always says, "I'm no good. I'm a bum." And if you argue with him when he is drunk, and you say you're all right, he'll say, "No, I'm not." And somewhere in an incident in the past, an alcoholic has almost always been physically kicked. Certainly nothing is more damaging to the ego for an individual than physical abuse from the foot of another individual. And further more, since emotion concentrates the mind, and since a particular incident in which one is being physically kicked, is very likely also to be one caught with deep emotions. It is easy to understand other suggestions of heavy ego damage can be implanted in the mind with great force at a time such as this. And so, we are giving you a number of suggestions as far as realization. First, you will realize how you became an alcoholic, how you accepted a deficient father figure, and why the father figure doesn't need to describe you. You are not like your father, you never were your father.

Regarding your deficiency of ego, we are going to build it up, from this moment on you are going to think well of yourself in every way. You are going to be surprised and amazed at what a better person you are, not so much because of what you do but because of what you are. Your composition, the fact that you are, from this moment on it is important to completely re-educate you, to get rid of the habit pattern because you finished with the relaxation and you finished with the realization and now comes the re-education. And so from this moment on, you have no compulsion to drink, that has been removed. You are going to be surprised and amazed at how much better you feel. You have lost all desire to run into a bar. The bottle is gone for you. You are no longer interested in alcohol in any form ... and all those suggestions take complete and thorough effect on you. The fourth point in hypnotherapy of the alcoholic is rehabilitation. That consists of breaking the habit pattern and strengthening the ego. The habit pattern is only part of yesterday and yesterday's habit pattern with regard to alcohol is gone. And your

damaged ego has been repaired. For this is a dynamic way with dealing with alcoholics. And it is a pattern, and alcohol to you is very distasteful, you have no desire for it in any form and should you even taste it, it will be distasteful to you.

Your ego is strengthened and these suggestions are reinforced which is the fifth point ... over and over again in regular intervals in your life. Now you sink deeper and deeper relaxed, deeper and deeper and deeper, deeper and deeper and deeper ... and your alcoholic problem vanishes leaving you sound in mind, sound in spirit, and sound in body and sound in health.

Emerge

Alcohol

Four Session Program - Session 2

As you go deeper and deeper relaxed all of the sounds fade away in the distance and you pay attention only to the sound of my voice. As you listen carefully to the sound of my voice, we are going to remove a number of suggestions which have been in your mind. We are going to remove them completely and as you listen carefully to them, we are simply going to dissolve them, throw them out of your mind completely and forever ... nothing disturbs you and nothing bothers you and nothing can distract you in any way from listening to the sound of my voice ... and from completely accepting everything I tell you, for everything I tell you is the absolute truth to you ... and we are going to remove all suggestions from your mind that have been detrimental to you in the past.

The first suggestion you had in your mind is that somehow or another alcohol, a bottle, has been of some use to you. Drinking alcohol is of no use to you and you know it. You are through drinking alcohol for any reason. It does not make you relax, it doesn't make you sleep well, it does not do anything for you. As a matter of fact, it ruins your efficiency ... and consequently you are through with it. The fact that alcohol has ever been beneficial to you in any way is completely removed from your mind. I am going to count to five and that suggestion is completely removed from your mind, never to return. One, Two, Three, Four, Five. The next suggestion that you may have accepted is that alcohol is a good means of punishing yourself. In the first place, you are through punishing yourself and, in the second place, you are through using alcohol as a means to do it. You are through punishing yourself and you are through using alcohol as a means to do it. The only reason anyone ever punishes himself is because somewhere deep in his mind he feels guilty and you're through allowing yourself to feel guilty.

And so with one count we are going to remove the guilt, whatever it is and whatever source the punishment, the need for punishment, and that alcohol could be used as a vehicle to achieve it. One, Two, Three, Four, Five. Those ideas are all gone.

Alcohol to you is a poison and a lousy, inefficient poison at that ... just enough poison to make you sick and ineffective. But then you are through poisoning yourself and you are through using alcohol, and so, that need is also removed from your mind. One, Two, Three, Four, Five.

Now we are going to remove any and all connections that alcohol has in your mind. The only kind of alcohol that you care about or know anything about anymore is rubbing alcohol. And the only use to which you put rubbing alcohol, is to rub it on you. That is wonderful for that. It is a nice back rub. That is all it means to you. As a beverage, it is out. And so you remove all connections in your mind that have to do with alcohol as a way of life. You don't even think of it, you don't ask for it, you don't desire it in any form. Even if offered it, you could refuse it, because you think of it as disgusting, foul tasting and vomitous producing. And so the negative suggestions are now removed from your mind and those suggestions which I have given you now replace them. At the count of Five. One, Two, Three, Four, Five. From this moment on you are free, free from the specter of alcohol, free from its entangling octopus like tentacles, free from its degrading self-punishing nature, free from its ruination, free from its ability to wreck your life.

You are completely free because all the connections in your mind with the alcohol beverages have been completely removed. The wires have been pulled out and you are unable to restore them even if you should want to. Just imagine that a big telephone switchboard exists in your head and that we pulled out all of the wires connected to the hole marked "alcohol" so that even if something is plugged into it, nothing will happen. You don't want it. You can't buy it. You don't drink it and if offered you would refuse it. It is disgusting to you. Tastes foul. Has a terrible effect and makes you sick to your stomach to even think about it. -And so you drop it. One, Two, Three, Four, Five. Now you are going to be completely successful in every way and surprised and amazed at the self control and self discipline and confidence that you have in yourself knowing that you have licked the problem and that it will stay licked. Now go deeper relaxed. Deeper and

deeper. And your mind concentrates on the sound of my voice and you go deeper and deeper and deeper.

Emerge

Alcohol

Four Session Program - Session 3

Now as you sink deeper and deeper relaxed all of the sounds fade away in the distance, and the only sound you are interested in, is the sound of my voice. You sink deeper and deeper and deeper with every breath you take. Deeper and deeper and deeper, completely relaxed. In the past alcohol may have been to you something that meant life. In your mind you may have accepted a suggestion that alcohol saves your life or alcohol protects you from being injured, alcohol is good for you in some manner or another. But that was yesterday. All that was yesterday because alcohol may have protected you from injury in the past, it could have even saved your life. Alcohol to some people is a medicine so terribly necessary. And those suggestions may have been good suggestions at one time, but they have outlived their usefulness and if any of those suggestions are present to any degree in your mind, they are completely removed as of now. And that suggestion takes complete and thorough effect upon your mind, body and spirit.

Now to other people, alcohol means death. It is a way of punishing oneself. It is a poison and people want to poison themselves. It is a method of slow suicide. How nice. Well, you don't need that either. If alcohol ever meant death and suicide to you and you had a need to punish yourself, that need is now long gone and we remove that suggestion. The truth of the matter is that, alcohol is just alcohol. It is not life. It is not death. As a matter of fact, it is not anything to you anymore. It is nothing. It is a habit that you don't need, nor do you want it. You have lost all desire for alcohol in any form. You are interested in life and health. You are interested in coffee and tea. Hot or iced, and especially when it is good. Unless you are limiting your caffeine intake, in this case, the last suggestion for coffee and tea is removed. There are many other beverages that you like and you can drink. There is milk and cocoa, and many soft drinks, a number of which you enjoy. But the one that does not do you any good, and that you do not even care about anymore, is alcohol.

Now that was yesterday, when alcohol may have saved your life, or protected you, or when it was a means of self punishment. That was yesterday, when you ran yourself down and lost your ego. That was yesterday, when you thought ill of yourself. That was yesterday, when you made yourself into a failure. But this is not yesterday, this is today. And today is when you put alcohol aside forever. And when you put it aside, with all the other means of self punishment, with all the fears and anxieties, and everything else. Because you do not need any of that. Today is the day in which you make yourself successful.

Today is the day in which you strive towards the goals which you seek. Today is the day in which you have a nice clean cut appearance, in which you feel sober and can think straight and reason and make decisions based upon good judgment and past experience. Today is the day in which you start loving yourself and appreciating yourself for the really good, smart and intelligent individual that you are.

Today is the day in which you turn yourself over and turn your life over to something higher than just you; not only to a higher principle, but a higher power. Let that power run your life. Today is the day that you will bury your past mistakes and make something out of yourself. Today is the day that you wipe failure out of your book of life and that success becomes really meaningful to you in a very personal way. To be completely succinct about this, today is the day that you throw alcohol away. You throw it away for good. You do not need it and you will never need it. You can not want it and you will never want it. You can not desire it and you do not. You're through with alcohol. You do not need it, you do not want it, and you can not drink it. It tastes terrible. It acts terrible. And it makes you feel terrible.

You are going to enjoy life fully in every way and feel happy, live, laugh, love, and be happy for that is what today means to you. Now all these suggestions take complete and thorough effect upon your mind, body and spirit as you sink deeper and deeper relaxed and they seal themselves into your subconscious mind and they reinforce themselves over and over again.

I am going to give you a period of silence in which all this takes effect and that period of silence begins now ...

Emerge

Alcohol

Four Session Program - Session 4

Now allow yourself to go deeper and deeper relaxed, completely relaxed. Every muscle and fiber of your being completely relaxed. To an individual who has had a drinking problem, alcohol is poison. It is poison in two ways. First of all, it is poison because it breaks down the very will power, the very ego, the very faith in oneself that the individual is able to build up. And so it is a psychological poison because having once conquered the alcohol problem, if you ever allow it to get back into you again, then you begin thinking about yourself all the thoughts that you thought about yourself before, namely, well, I really am no good anyway, I really didn't lick it and so on. It is a psychological poison.

Now in addition to that, for anyone who has ever had an alcohol problem, it is a physical poison. It actually poisons your system. Because you are allergic to alcohol just like other people are allergic to other things. And so if you are allergic to something, even penicillin, it is poison to you and you must never take it. The same is true with alcohol. If you are allergic to it, you are through with it.

Now you have been allergic to alcohol. Alcohol is a poison to you. What is even more fascinating is that usually the reason why one is drawn to alcohol is not for most of the reasons that most people reiterate, namely, that it makes me feel good, I like the taste of it, all these things. On the contrary, almost every person who has an alcohol problem will tell you just the opposite. I do not like it. It is ruining my life. It is terrible. And if that is true, why are they drawn to it? For precisely that reason. Because it is a poison and because they, in their subconscious mind, need to commit suicide, and so they do it, the slow torturous way. And so that is why it is so important that the underlying cause of the problem be completely removed so that you do not need to punish yourself again with alcohol. And that is why we have removed them. That is why you do not need to punish yourself anymore. Because you realize you are not guilty of anything to begin with. And you are not guilty, you do not have to punish yourself. That is God's domain and you

have no right to take it over. He does the judging and the punishing according to His laws and His ideas. And since you are through punishing yourself, you are through poisoning yourself.

And alcohol is a poison. It is important that you realize that it is a poison and you are leaving poisons alone. Because you do not need poison anymore. You do not need to poison yourself. You do not need to punish yourself. You are through with all that. You are going to appreciate yourself. It is what you're going to do, appreciate yourself for the talents that you have, for the fact that you have a good life, for all the good that you can do in that life for yourself and others. In talking about alcohol, we frequently say, "He certainly got stiff," but we use that same term to describe a corpse. We say, "Gee, he's dead drunk." Interesting how dead and drunk go together. You are through with alcohol. You do not even smell it. You are just beginning to appreciate yourself, to value yourself, your mind and your body and to make them really work for you.

You are going to make yourself happy and you are going to make others happy by staying sober, by avoiding completely, like the plague, any compound which you are allergic to, and alcohol especially, for you are most allergic to that. You have obtained a great victory in forever placing alcohol behind you, for you have now placed a beautiful future before you. For no matter what may befall you, good, bad, indifferent, it is still better and easier and happier to face the future sober rather than drunk. Indeed, you are going to have twice the fun sober than you ever had drunk, because drunk you never had any fun. You were only using alcohol to punish yourself, to poison yourself, to get rid of yourself, to stiffen yourself up and to become dead drunk And you almost succeeded in that. But you removed all those thoughts from your mind. You are through punishing yourself. You are through beating yourself down.

You are now going to build yourself up. You are through assassinating and you are going to appreciate and, as you start appreciating instead of assassinating, you are going to build yourself up more and more and more with every breath you take as you go deeper and deeper relaxed, deeper and deeper and deeper. And all these

suggestions are going to be reinforced in your mind every single day of your life.

Emerge

Asthma

Now for years, you've been stricken with a disease which you have labeled asthma. The interesting part about asthma is that asthma really is not a disease at all, asthma is merely the symptom. Asthma is caused by the constriction of the bronchi and this in turn is caused by little messages that are sent from the subconscious mind, from the thalamus area of the brain down to the muscles that surround the bronchi and they tell the muscles to constrict. The muscles constrict, the bronchi constrict and the bronchioles constrict and pretty soon the individual has difficulty breathing out. Usually, a person with a symptom of asthma can breathe in, but when they breathe out, they wheeze; they make noise. This noise was called, or named by Freud, as a cry for help. Frequently, the asthmatic wheeze is just that; a cry for help. It represents the time in an individual's life in which they were very, very frightened, so frightened they don't want to remember that incident at all. They cried out for help, they thought they were really going to die or something terrible was going to happen; they cried out for help and nobody came.

Well, they lived through the incident all right, but in the process, they repressed into the deepest part of their subconscious mind this incident, this incident where there was a cry for help. Sometimes, this happens in an operation; sometimes it happens at the time of war. It can happen almost anytime, but it's generally a time where the individual feels very, very threatened. They cry for help and no one is answering the cry. And so they keep right on crying for help by wheezing, because, the wheeze is merely a symptom of the underlying problems still deeply implanted in the subconscious mind. Therefore, still giving rise to nervous energy that goes down the nerves to the muscles and keeps the bronchi and bronchial constricted. Now, there is still another reason for this cry for help, because this cry for help is reassuring to the patient even though no help has come, where if nothing else, if nothing else, it does remind the patient of one thing, that thing being, that the patient is still alive. After all, if he can hear himself breathe, he knows he's breathing and he knows he's still alive.

It has still a third function. That third function is this; it punishes the patient so that if the patient feels guilty in any way about the incident that happened, it serves as a means of self-punishment. And so, therefore, we have three things that the asthmatic wheeze does do for the patient, it summons help in a situation where help seems to be desperately needed; it reassures the patient that he is still breathing because he can hear himself breathe; and it punishes the patient in case the patient has guilt feelings about the situation. Now one or more of these reasons applies to you. Only the deepest part of your subconscious knows exactly how much each one of these reasons applies to you, for you have repressed into that subconscious mind this particular incident.

But you're going to get rid of asthma completely and we're going to see to it that you do, because we're going to eliminate the need for these three things. First of all, you don't need to punish yourself anymore. Whatever you felt you may have done, caused a divorce, killed somebody, maybe you just wished somebody would die and they did, whatever you did, it's fantasy, but regardless of that; whenever you feel guilty, you certainly don't need asthma any more to punish yourself because you really don't need the guilt feeling in the first place.

Now, secondly, regardless of when you may have thought you died, or that you were going to die, or that you were very, very sick or that something happened which frightened you completely, you are breathing all right now, and you are going to breathe better and better and better and you do not have to hear yourself breathe in order to know that you are still breathing. You are still breathing and that is all there is to it.

Now thirdly, the cry for help itself, regardless of how severe that incident may have seemed to you at the time, regardless of how severe that incident may have seemed to you at that moment, that moment was yesterday. It is gone. You are not in danger now. The danger is over and you do not need to cry for help anymore. And so, your reasons, your need to wheeze, your need to utilize the symptoms of asthma is rapidly disappearing so that very soon you are going to dilate those bronchi and bronchial, you are going to

relax and let them open up w-i-d-e, very w-i-d-e and breathe deeply, all the way in and all the way out. Breathe all the way in, feel your lungs open up and fill with air better than you ever have before as you let all the air out easily and comfortably and all the muscles surrounding the bronchi and bronchial and lungs let go. Let yourself relax completely and with certainty. And you breathe deeper and deeper, on and on, one breath after the next, more and more comfortably with every moment that passes, reassuring yourself that already the asthma is leaving you, being replaced by confidence, great breathing, more and more normal with every day that passes.

Now, I want you to sink into a very deep and relaxing sleep and breathe deeply for the next few moments, allowing this feeling of being free, free from tension, nervousness and asthma, allowing that feeling of freedom to circulate throughout your entire mind and body, making you sound in mind, sound in body, sound in spirit and sound in health. I am going to give you those few moments of silence, beginning ... now"

Emerge Your Client

Baldness

Now, as you sink deeper and deeper relaxed, all the sounds fade away in the distance and you pay attention only to the sound of my voice. You sink deeper and deeper relaxed - all the sounds fade away into the distance and you pay no attention to any other sound other than the sound of my voice. You pay attention only to the sound of my voice and you listen carefully to the suggestions I am going to give you. The truth of the matter is that men frequently shed hair instead of tears.

Baldness is very much a stress disease like duodenal ulcers or high blood pressure. Casual observation in any theater reveals the shining domes of tired businessmen alternating with the elaborate coiffures of their consorts. This confirms practically the only real fact about baldness known to medical science, and that is, that men get it more than women. One of the main reasons is because women are able to cry and men aren't. Many theories have been utilized to explain the extreme preponderance of baldness in men - glandular disorders, hereditary factors, vitamin deficiencies, etc. But most of those could equally apply to women. They don't explain why baldness should be almost exclusively a male prerogative, and why it should affect certain men and not others. The baldness we're talking about here is the kind that you have had, the baldness that results from diffuse hair fall for no apparent reason that sooner or later leaves the scalp naked and often not unashamed. We're not talking about a well-known loss of hair that occurs after certain fevers or severe illnesses or that may result from a natural disease of the scalp. We're talking about a vast amount of baldness that occurs for no apparent reason. Tight feelings in the head commonly accompany nervous disorders, so that the actual mechanism in the process may be due to a diminution, decrease, of the blood supply to the scalp with loss of nourishment to the hair. Or the tension may literally strangle the roots of the hair which accounts for the old idea of baldness resulting from tight hats. But, there are a number of points in favor of a nervous cause of baldness. First of all, men especially like yourself, tend to bottle up their emotions. Women are more likely to let

go and obtain relief in a flood of tears. By keeping a stiff upper lip, the strong, silent man may be reserving himself for a bald upper pate. When you get ready for fight or flight, you secrete and pour out adrenaline and adrenaline constricts blood vessels and increased adrenal and oxygen is believed to play a big part in the loss of hair. Men who can let themselves go and express feelings in various ways like musicians, actors and artists are usually well endowed with flowing locks. The few toupee toting troubadours and thinning thespians are the exceptions to the rule.

Men expect baldness and women do not. Toupee terror creates fear, worry and anxiety in the prospective victim and creates tension and probably helps to bring about the very thing he fears the most. Baldness is rare in peasants who do hard physical work in the open; it's common in sedentary and city workers who suffer more mental stress. It is well known that a severe nervous shock can cause the hair to change color, turn white, or fall out all together, so is it not unreasonable to suppose that a less spectacular, but more prolonged nervous strain may also bring it about? Of course, that is true, but what is more important is how to get rid of it and if that is the cause of it then, while hypnotism, can not grow hair on a wooden leg there is every reason to believe that hypnotic suggestion can affect the growth of hair, just as it can influence any organ or gland in the body.

It is well known that the mere idea of food can make the mouth water. If the thought can make the salivary gland work, there is no reason to doubt that appropriate suggestions can influence other organs and glands, even those controlling the growth of the hair. The first thing that is important to know is that people have grown hair through hypnosis, and you can too. Forget the business of the hereditary factor or any other factors. If you want to grow hair, you can grow it. Secondly, you are going to relax. Relaxation is the best hair restorer there is. It dispels tension and gives the hair a chance, and may very well benefit you in many other ways as well. Thirdly, thinking can improve the thatch. Positive suggestions of hair growth will overcome the negative ideas of baldness and give you the best possible help. And so, I want you to imagine in your mind's eye that all those little capillaries surrounding the hair follicles are expanding,

expanding, expanding, bringing a great deal more blood and oxygen to the hair follicles. The follicles themselves, instead of being constricted as they were in the past, are expanding ... expanding ... expanding, and therefore, they are getting the nourishment that they have not gotten in the past because of all the tension and tightness of the head. And as the follicles expand and the blood supply expands, the hair begins to grow. And it is going to grow ... it is going to grow longer and longer. And it's going to grow ... it is going to grow longer and longer and longer and faster and faster and faster; as it receives more and more nourishment, more and more oxygen and as the restrictions around it are relaxed.

Now, all these suggestions take complete and thorough effect upon your mind, body and spirit, and seal themselves in the deepest part of your subconscious mind and are reinforced every single day, as you look into the mirror, each morning and night.

Now relax, sink deeper and deeper, let the blood vessels and hair follicles expand, feel the hair growing ... and sleep.

Emerge Your Client

Bruxism

Now, you sink farther and farther down, deeper and deeper relaxed. I am going to give you some suggestions that will cure you almost instantly. It will cure you almost instantly of that horrible habit that you have had of grinding your teeth, especially during sleep. You have been grinding your teeth while asleep as an expression of suppressed aggression or hostility.

Now, this grinding of teeth is very detrimental to your gums and teeth, so that instead of expressing this aggression or hostility towards the person it was intended for, you have actually been causing yourself distress. From now on, at the moment you start grinding your teeth, you will suddenly wake up and be very angry at being awakened.

However, once you are awakened and the anger feeling has been felt, you will suddenly feel comfortable and pleased because you will immediately return to a deep, sound, restful and health-giving sleep. Instead of grinding your teeth, you may wish to substitute clenching your fist. That doesn't hurt anything. And also, from now on you will say to yourself as you fall asleep, "Lips together, teeth apart all night long. Lips together, teeth apart all night long" and you will repeat this at least three times before falling asleep - you will repeat this at least three times before falling asleep.

Now, all these suggestions sink into the deepest part of your subconscious mind, never to be released. They now become a permanent part of your mind, body and spirit and you sink deeper and deeper into this very pleasant state we call hypnosis.

Emerge

Depression

Now, as you continue to relax ... I want you to realize the harmful thing you have been doing to yourselfI want you to realize that you've attached an undesirable label on yourselfyou stuck it on yourself just like you'd stick a label on a bottle, and the label that you've placed on yourself is the label of ... DEPRESSED ... you've been calling yourself depressed ... you've been allowing yourself to be depressed ... and you realize that every time you said the word depressed to yourself, you increased the belief that you truly are depressed ... for you see, we fail to sometimes realize that people tend to believe what they say about themselves ... in other words, you are basically what you believe yourself to be ... Now, that's a real simple concept ... I want you to see it ... it's a real simple concept for you understand that an American acts like an American because he believes himself to be an American. If you really thought of yourself as belonging to any other nationality, then you'd act like that ... because we ALL are what we believe ourselves to BE ... and those of us who believe ourselves to be doctors, we ACT like doctors ... just like lawyers ACT like lawyers ... so every once in awhile, you have people like yourself, placing labels on themselves.

They place labels on themselves just like YOU'VE done in the past ... in the past, you've labeled yourself ... depressed ... Now, you're going to tear off that label of depression, and you're going to replace it. Now, you're going to label yourself HAPPY! and you know what? We tend to live up to the labels that we place on ourselves ... for you realize that the truth of the matter is that ALL your actions carry you toward the image that you HOLD of yourself in your subconscious mind, and right now, you hold a good image of yourself. See yourself proud ... see yourself with new confidence in yourself, see yourself happy for a change ... you WANT to label yourself full of happiness. You WANT to label yourself joyful ... and you're going to label yourself happy, and you know that you are no longer going to let depression overcome you ... you know that you are no longer going to let sadness fill your heart, because there are times when you can and do

have the joy of good fellowship with yourself ... and with people whom you love. If you allow it! ... Now, I want you to realize the harmful thing that you've DONE to yourself in the past ... for you see, in the past, you have ACCEPTED the label of depression. In fact, you even said to yourself, "I just can't overcome my sadness." You've said to yourself, "I just feel completely inadequate in trying to remain happy and joyful ... I have difficulty in looking on the bright side of things." Now, I'm telling you that this is SERIOUS, because it doesn't take long to BELIEVE it ... once you start the thought in motion ... and you know once you've given yourself the suggestion that you can't get out of your depression, once you've given yourself the suggestion that you HAVE to feel sad and empty ... once you start thinking that your confidence is slipping, once you begin to think your ability to RESIST becoming depressed is slipping, it is just a step away from thinking, "I wonder if I'm really worthy of being successful at ANYTHING ... you see, it's just a step away from thinking, "I'm just not worthy enough to have ANYTHING good happen to me." Now, do you see how subtle that is? Now, you're going to refuse to allow your subconscious mind to play tricks on you. In fact, you're going to hold ON to that label of happiness.

You are going to hold ON to that label of joy. You are going to hold ON to that label of brightness. You're going to hold on to that label of success! For you realize that the truth of the matter is that most people who fail, are failures because they have labeled themselves failures. They have convinced themselves that they are failures! And get this, they're merely ACTING OUT THE LABEL OF FAILURE that they, themselves, have PLACED on themselves ... they're merely acting out the label of depression that they themselves have placed on themselves ... so right now, you are going to accept the suggestion that you WILL develop the habit of being happy. You WILL let yourself look for the silver lining, so to speak. Look for the good in everything that happens to you.

So, you are going to rip off that label of depression that you have placed on yourself. You are going to rip off that label of sadness that you have placed on yourself in the past, so in your mind's eye, RIGHT NOW, as you hear the sound of my voice, I want

you to let that label be seen in your imagination ... I want you to imagine yourself with the label, depression ... I want you to imagine yourself with the label depression on you right now, imagine it! ... and I want you to reach up in your mind's eye, and tear that label off COMPLETELY! Tear it off! Right now!

You don't need it anymore, in fact, you never did need that label of depression, and if you ever thought that you did need that label of depression, right now, you realize that the need to have that label has outlived its usefulness ... you realize that it hasn't helped you at all in the past. It's only been holding you back! In fact, you realize, you're the one who's being punished by keeping yourself in depression. You're the one that is being punished by keeping yourself in sadness. In fact, you realize that your depression only causes you to perform inadequately, so you REFUSE to identify any longer, in any way with depression or sadness. Even if you feel completely empty of the ability to be happy, label yourself full of the ability right now, anyway, and begin to fill yourself with DETERMINATION to be happy ... fill yourself with the WILL to succeed ... and you're going to succeed. Every day, in every way, you'll allow yourself to become more disciplined. You are what you believe yourself to be ... and what you think in secret, you realize comes to pass. And since the picture of yourself determines your behavior, you MUST have confidence in your ability to get along without depression or sadness.

Now, you set a goal for yourself. You've set a goal for yourself, and that goal is to be happy, in every situation, and listen to me now, if you don't pursue that goal ... if you don't pursue the goal to be happy, you realize you'll fall prey to the thought, "I'm not really worthy of succeeding at anything!" Then, self pity will set in, and more fear of failure sets in ... now, do you see how destructive all this is?

Now, listen to me ... your determination to be happy is the promise you've given yourself ... your determination to be happy is the PROMISE you have given yourself ... and allow yourself to accept that promise, as the absolute truth to you ... allow yourself to realize that these aren't just some nice sounding words that you're hearing me speak.

This isn't just some dream. These aren't just some cliché's that I'm giving you. It's a FACT! Believe it! Say it to yourself! Say it to yourself right now! My determination to be HAPPY within myself can never be changed. Say it to yourself, my determination to be happy within myself, can NEVER, NEVER be changed.

Now, I'm going to give you a moment of silence, and during this moment of silence you're going to contemplate any other label that you've placed on yourself that shouldn't be there, and you know what they are ... and during this moment of silence, I want you to see those labels on your body ... you are going to replace those labels with good labels that you glue permanently on yourself. Labels like confidence, labels of self assurance ... Even a label of self- reliance ... a label of determination to succeed. You are going to let yourself be relaxed, as the moment of silence begins now ...

After a moment of silence...

Emerge

Enuresis

Now as you continue to go deeper and deeper relaxed, I am going to give you some suggestions to assist you in keeping your bed dry at all times. In fact you realize that from this time on ... you are going to be able to keep that bed 100% dry ... You are going to be able to keep that bed 100% dry because, now, you are in control ... you have control over your sphincter muscles. Those are the muscles that shut the urine off and on. As you sink deeper and deeper down, you realize that from this time on, you are going to be able to keep that bed 100% dry, 100% dry because you now have the control, sufficient control over your sphincter muscles. Those are the muscles that shut off the urine. You have control over those muscles so they will be able to hold up all night long. And I also give you a suggestion so that as your bladder fills in the night, if you do sleep for a long time and your bladder does become full, your left hand will also rise and touch your face and wake you up, so that you keep the bed at all times completely dry because before your bladder is completely full, your left hand will touch your face and wake you up, which means you will then get up and go to the bathroom and then go back to sleep.

Now, you probably won't have to get up and go to the bathroom because your bladder probably won't be full during the night, but if it's full, if it gets up to the point where you might wet the bed, if there is any chance of it at all, then your left hand will touch your face and wake you up and you'll get up and go to the bathroom and then go back to bed so that you won't wet the bed.

As a matter of fact, you are through wetting the bed altogether. And when you do go to the bathroom, in order to strengthen that muscle that controls the urination, every time that you urinate, you will shut it on and off at least five times--on--off, on--off, on--off, on--off, on--off. And as you practice that, you are actually working that muscle, strengthening that muscle, exercising that muscle just like you would exercise and strengthen any other muscle. And so to exercise and strengthen that muscle every single time you go to the bathroom, shutting the stream on and off, on and off, on and off,

at least five times, and this is true also in case you are awakened in the middle of the night. And so you are going to be able to keep the bed completely dry, and it is going to be easy for you, especially now that your bladder muscle is becoming more and more developed, the sphincter muscle, the one that controls urination, is becoming more and more strengthened, more and more strong, more and more developed.

Now, as you sink deeper and deeper, every one of those suggestions takes complete and thorough effect upon you. First of all, you keep the bed 100% dry. Second, your control of your sphincter muscle, the muscle that controls the urination, is greater and greater every day that passes. Third, you strengthen this muscle by turning the urine stream on and off every time you go to the bathroom. And fourth, when you are sleeping at night, if your bladder does fill up, and before it gets to the point that you would urinate, your left hand will touch your face and wake you so that you will immediately go to the bathroom. Just like an alarm clock, it wakes you up, only it wakes you up before you urinate in the bed.

Now all these suggestions take complete and thorough effect upon you - mind, body and spirit, sealing themselves in the deepest part of your subconscious mind. And you can be dry all the time - at a friend's home, anywhere. And this, of course, means that you are growing older and more mature, that you are having better control over yourself and over your musculature. Now, you sink deeper and deeper relaxed and all these suggestions take complete and thorough effect upon you - mind, body and spirit. And you sink farther and farther down, deeper and deeper relaxed, deeper and deeper relaxed, deeper and deeper relaxed; all the suggestions that I have given you are going to be reinforced in your mind ten times over, making them very, very strong and keeping you 100% dry. All the suggestions that I am giving you are reinforcing themselves over and over ten times, keeping you 100% dry. All the suggestions I am giving you are repeated and reinforced in your mind ten times over, keeping you 100% dry. Reinforced over and over during the period of silence which begins now ...

Headache (General)

Now you have had these headaches far too long. You have had a number of headaches, maybe one particular headache is bigger than the rest, but regardless of that, no headache is so big that you can't get rid of it. There is no pain so great that it can not be extinguished. There is no fire so big it can not be put out. Hypnosis is the most powerful anesthetic in the world. Now there are people who are dying of cancer, and have so much pain that even 20 grams of morphine a day won't hold them, who can not be held on that amount of dosage and, nevertheless, can be put on hypnosis and be completely pain-free. So, it is a cinch we can get rid of a little headache, and we are going to. Not next month, not next week, not next year, not even tomorrow, but TODAY!

Now, as you sink deeper and deeper into hypnosis, I want you to imagine that we are placing a great big helmet on you. It is a very unusual helmet. It is a heavy metal helmet that fits your head, except that it is extremely big. It fits completely all the way around. It covers clear down, clear down to the very eyes and the front and then the sides of your face, covering your ears, covering all the back of the neck, the back of the head, the sides of the head, the front of the head, covering the head entirely. Now as you sink deeper and deeper into hypnosis, you see this big steel helmet. You notice it is a very unusual helmet because it has a lot of coils on it and it *is* connected up. It is connected up to a current and it has fluid circulating in these coils and these coils are becoming very cold so that the inside of the surface of the helmet is becoming completely frosted over. Very, very quickly, this frost turns to a thin layer of ice and that layer is thickening with every second that passes. Thicker and thicker, and thicker, so that the helmet is no longer too big for you, but actually is beginning to fit very snugly because the ice is forming underneath and pressing against your entire head, the sides, front and back and when it gets to the point where the ice is touching your head in every place, it doesn't pinch you anymore because the ice begins to melt and transfers that feeling of coldness and numbness to every single part of your head.

You feel it in the back of your neck, you feel it in the back of your head, you feel it in the top of your head, you feel it all over your forehead, throughout your temples, the sides of your face, your ears, the back of your head down to your neck. And as the ice melts, it catches in a little gutter around the bottom and drains off to a bucket on the floor. But as it melts, it also transmits the cold to your head, making your head very cold and numb. Cold and numb, cold and numb, cold and numb, cold and numb, colder and colder, colder and more numb, colder and more numb, colder and more numb. Cold and numb, cold and numb. Colder and more numb and colder and more numb. Always going deeper on down ... deeper and deeper. Deeper relaxed. Always going deeper on down ... Colder and colder ... more and more numb. Feeling your head grow colder and more numb as you go deeper relaxed. Breathing deeply, settling down, resting and relaxing as you go deeper and deeper,. deeper relaxed. Letting your head grow cold and numb ... numb and cold ... cold and comfortable ... so relaxed. Feel yourself go, letting go, so cold and comfortable. So relaxed, cold and numb, cool and comfortable. Feel those blood vessels shrink right down. They grow cold, cold and numb. All the pressure just lets out as you grow cool and comfortable ... so relaxed. Colder and more numb, more and more numb and colder, more numb, cooler, colder and relaxed, more numb, cooler, more comfortable, cold and relaxed.

Now as you sink deeper and deeper, the effect of the helmet producing the ice is making your head cold and numb, cool, comfortable and relaxed. It has eliminated every trace of discomfort from your head, so that the headache has completely vanished. You may or may not have headaches in your life. You may or may not have situations in your life which you term a headache, but you are through having the aches in the head. You are through having pains in the neck. You might have a thing that you call a situation, that you'd call a pain in the neck, or a situation that you would call a headache, but the real pains and discomfort and aches in that region are gone. Gone completely. Permanently in every way, for you are going to keep this cool, comfortable feeling right with you as a preventative technique so that a headache will no longer even get a chance

to form. It doesn't have a chance anymore.

It is through for me, and you are through with headaches completely, in every respect. And as you go deeper and deeper, you realize the truth of this. And when you are fully convinced, and when you realize that you are cool and are fully convinced, and when you realize that you are cool and comfortable and relaxed, and the headache is completely gone in every respect, then you can lift this helmet off you. In your mind's eye, you just lift it off and set it aside. Now it is very cold, so be careful. And it is heavy because of the ice, but you just lift it off and set it aside and remain cool and comfortable from this moment on.

Now you go deeper and deeper relaxed and let all these suggestions that I have given you, take complete and thorough effect upon your mind, body and spirit, for they seal themselves in the deepest part of your subconscious mind, and reinforce themselves over and over during the period of silence which follows now ...

Emerge Your Client

Headache (Migraine)

Now, you have been plagued with a very painful, frustrating and disagreeable disorder which we call migraine headache. Along with this you may have had nausea or vomiting. Just before your headache you may also have had tingling of the lips, your hand or nose or some other part of your body. And you just knew you were going to have one of those migraines.

Well, this is now a thing of the past ... one of those memories of the past. You are so glad and thankful they are in the past, because when I emerge you after this session they will be a thing of the past.

First of all, I am going to explain exactly what a migraine headache is, and how it happens. As certain tensions and emotions build up in your subconscious mind, the need is there to be released. There is a bundle of nerves (like a telephone cable) that goes from your subconscious mind to the blood vessels in your brain. When those tensions build up to a certain level, a pressure, or a "trigger incident" occurs, impulses (or messages) are sent up these nerves from the subconscious mind to the blood vessels. This causes an over constriction of these blood vessels, which in turn, causes a diminished blood supply to a particular area of your brain. THIS is what causes the tingling, or nausea or warning that a migraine is coming on. We call this the aura. Then suddenly the impulses cease because the tension has been released. Then comes the over dilation of the blood vessels. This is what causes the severe throbbing headache and all of those attending symptoms that ensued to cause you so much distress. We are going to change all that now.

In your mind's eye, I want you to imagine you can see this bundle of nerves I described to you... there it is... it is something like a telephone cable from the subconscious part of your mind, bypassing the conscious upper part of your mind and connects to the blood vessels in your brain. See it VIVIDLY now. (pause) Ok, in your mind's eye call a stone mason and have him build a wide thick high wall around this bundle of nerves ... the mortar is very fast drying and will be set by the time the wall is built. I will give him about 30 seconds to get this job completed...starting NOW...

(30 second pause) Now the wall is complete with the bundle of nerves running through the center of the wall, right? ... Ok, now in your mind's eye have the electrician use his wire cutter and completely clip this bundle of useless nerves on the blood vessel side of the wall ... make sure he cuts them close to the wall ... now have the stone mason build another wall over the exposed ends of those nerves. Again he will have about 30 seconds to complete his job. (30 second pause) Now ... the 2 walls are built with the cut end of the bundle of nerves deeply imbedded into the mortar and stone. This now will completely prevent all future migraine headaches ... BUT, this is like fastening the lid of a boiler or a tea kettle down tight and not turning down the flue. So ... we will give you another release or safety valve for the release of the tensions that may build up in the subconscious.

Again, call the electrician and have him put in a bypass. In your mind's eye, have him hook up a "jumper wire" from the bundle of nerves from the subconscious mind that is embedded into the wall, to the nerves to your left little finger. It should take him about 30 seconds to do this job. (30 second pause) Now, you have a safety valve of a bypass so that should the tension in the subconscious mind ever build up to the point where you would have had a migraine, the impulses or message will travel up the bundle of nerves, run into the wall, and if necessary can go up and around the bypass to your left little finger. And guess what will happen ... you guessed it ... your left little finger will twitch. So who cares if your left little finger twitches on occasion ... it is one heck of a lot better than those miserable migraine headaches you USE to have. If you have done all those things I told you in your mind's eye, you are now cured of your migraine headaches forever. You may or may not have also needed a full hypnoanalysis of the deep seated cause of these headaches ... if you have, this will greatly expedite your cure ... if you have not needed the full analysis, it shows that you are an especially fortunate person and this was all that was needed to affect a cure. Either way, isn't it a wonderful feeling to know all those miserable migraines are a thing of the past? Now I want you to completely relax and go into a deep state of hypnosis. In your mind's eye, go over all the previous suggestions I have just give you. Check the wall, the main nerve bundles and the bypass.

Make sure the wall is strong, the connections are firm and complete. If they are not, then immediately make them so. Now, seal all these suggestions into your deep subconscious mind, never to be released. These suggestions are for your benefit and are permanent. I will now give you 60 seconds to insure all is in order and to seal these suggestions in your mind forever. Now go even deeper relaxed, (60 second pause).

Now all the suggestions are completely accepted and permanently sealed in every cell of your body, mind, and spirit, never to be released as long as you live. Now again ... go deeper relaxed, and feel the wonderful feeling of relief. There will now be a period of silence to reflect upon these suggestions and enjoy the wonderful feeling of relief.

Emerge

Insomnia

And now you are going deeper and deeper relaxed. You hear all the sounds around you, but they just kind of fade into the distance and you pay no attention to any other sound but the sound of my voice.

I want you to visualize, I want you to visualize in your mind's eye a beautiful, restful scene in the Swiss Alps. See the towering snow-capped mountains, surrounding a beautiful clear lake. The water is a deep blue and smooth as glass. Overlooking the calm waters of this peaceful lake is a picturesque Swiss chalet. A thin curl of smoke gently rises, gently rises from the old stone chimney of the hospitable inn, perched on the side of a beautiful mountain, overlooking the lake. The huge aged logs which form the structure are an invitation to you, the tired traveler, to obtain a tranquil rest inside the mountain hostel.

Now that you have the outside of this beautiful mountain hotel visualized, I want you to walk up to the door and as you open the door, you will find yourself in a large, comfortable room with massive pine beams crossing the arched ceiling, low leather couches surrounding the open fireplace. The jolly Swiss innkeeper smiles at you hospitably from behind his desk and informs you that a room already has been reserved for you. You sign the desk register and the innkeeper gives you your key, indicating to you that your room is the second door on the left, on the second floor.

Tired and weary from the physical exertion of traveling a long distance, you climb the time-worn steps, noticing the highly polished wooden handrail as you ascend to the second floor. Walking down the hallway, you find the second door on your left, insert the key, unlock the door and step inside. You close the door behind you, placing the key on your dresser to the right. Immediately your attention is directed to the large, comfortable bed with crisp, clean white sheets, and an old fashioned comforter. You open the french doors in front of you which lead out on to a balcony overlooking the lake, immediately, as you open the doors you feel a rush of the fresh, cool, pine-scented mountain air. You take a deep breath. (hypnotist take a deep breath) You step out on to the balcony,

relaxing completely. Over to the side of the balcony, you discover three large stones. You become very curious about the presence of these stones and you develop an uncontrollable urge to cast these stones into the lake. You pick up the first stone and it makes you very, very tired. When I count to five, and at the count of five, you will throw the stone into the lake. One ... Two ... Three ... Four ... Five, and away ... it is gone ... in the air ... splash.

As the stone hits the water, ripples begin moving from the point of impact, outward to the edges of the lake. And as you stare at these ripples, you become extremely drowsy and sleepy, so drowsy and sleepy that you cannot stay awake no matter how hard you try. Every muscle in your body relaxes, your garments feel like lead and it takes your last ounce of strength to lift the second stone. As tired as you are, at the count of three, you nevertheless manage to heave it into the lake: ONNNNNNNNNE, TWWWWWO, THREE AND AWAAAAAY IT GOES, SPLASSSSSH. The ripples start once again and change this state of hypnosis into a deep state of natural sleep. You fall into bed, eyes closed unable to lift the third stone. And then, with the last ounce of super-human strength, with both hands, you lift the last stone, tossing it immediately into the lake, there it gooooooes, splassssssh, and before the ripples thus produced have faded away, you will be fast asleep, for whatever length of time your body requires. When you do wake up, you will wake up clear-headed, refreshed and alert, feeling wonderful in every way. You will not fall asleep in my office but whenever you concentrate on this scene at home when you want to fall asleep you will find it will work rapidly and thoroughly in every respect. You will utilize this same technique at home every night. You will lie on your back completely relaxed, free of outside stimulus, concentrating on the Swiss chalet, the bed, the rock, the ripples in the lake, until you drift into a deep, natural sleep.

Therefore, you are going from the state of hypnosis into natural sleep, rather than from the waking state, and because you have moved from the waking state into hypnosis you have already gotten rid of all your cares and worries so it's easy to go to sleep from the hypnotic state. You will find. that you will be sound asleep

before the ripples cease after the third stone, and many people are sound asleep before they even throw the third stone. In every case, it is impossible to erase all the ripples from the clear surface of the lake the third time before you have already dropped asleep. In fact, a much deeper natural sleep will be induced in this manner than can be obtained in any other way.

Now you will relax completely and you remember the entire situation and you remember the entire experience, all the way from beginning to end. For you are going to relax now, very deeply and in a few moments it will be repeated to you, exactly as I have said it before. Now relax, sleep.

Emerge

Itching

And now as you sink deeper and deeper relaxed, deeper and deeper with every breath you take, all the sounds fade away in the distance and you pay attention only to the sound of my voice. You sink deeper and deeper and you relax completely in every way. Your arms grow heavy like lumps of lead. Your legs grow heavy like lumps of lead. Your body grows heavy like lumps of lead. You sink deeper and deeper, deeper and deeper relaxed so that your arms become so heavy that you cannot move and your body becomes so heavy that you cannot move and they grow heavier and heavier and heavier with every breath you take. Much deeper. I want you to imagine, I want you to imagine now that we are going to cover your entire body with a cake of ice, very cold material, very cold freezing material and we are spraying this freezing material, this material is going to freeze instantly. We are just spraying it on. Right now we are spraying it on your arms, your legs, we are spraying it all over your body, your back, your chest. We are spraying it all over your head and there is plenty of room for your eyes, your nose and your mouth. All the skin is just receiving this very ice cold spray and it is very cooling and comforting and we are just spraying it all over. You can imagine your entire body is being covered with this and it is just freezing, just freezing and small pieces of ice are forming over your skin. It is making your skin cool and numb. Cool and numb.

All discomforts and all the itching just goes away and dissolves because your skin gets so calm and cool and numb that you are just relaxed completely and you feel this frozen feeling as though there is ice all over you, very cold and numb. You can just feel and imagine a cake of ice forming, just layers of clear ice as this material is sprayed all over you. You feel these layers of ice that just cool your skin and numb it completely, cool and numb all over your back, all over your arms, all over your legs, all over your abdomen, all over your chest, all over every bit of skin on your entire body is just made cold and numb. Cold and numb completely in every way and you visualize or imagine this ice, the layers of ice forming one layer of ice upon another, just forming right over

the skin and relaxing the skin and cooling the skin, cooling the skin completely. As you relax completely, you feel very comfortable and very, very calm and very, very cool and relaxed. And as you relax you let go more, and as you let go more all this feeling of smoothness and calmness and coolness just permeates every cell of your body and you relax and go deeper and deeper and go heavier and heavier and you sink farther and farther into hypnosis. And you feel, above all, a tremendous letting go and a tremendous relief, a tremendous relief as all the symptoms just vanish and let go. And all the symptoms do vanish and let go as you sink deeper and deeper and you go farther and farther into hypnosis, deeper and deeper relaxed with every breath you take. And you just imagine that the cold smooth ice has melted on your skin. We are just placing new layers of ice over the old layers and as a layer of ice melts and cools and calms, smoothes out your skin, we are replacing a new layer over it. We are just spraying new layers all the time to maintain your skin as cool and comfortable and relaxed and comfortable in every way. Feeling wonderful. You feel so wonderful you just feel more and more calm and more and more relaxed, you go deeper and deeper and most of all, you just feel relief, relief that the itching is gone, relief that the symptoms have dissolved, relief that you can relax and relaxing because you are relieved. You are relieved because you are relaxing and you are relaxing because you are relieved.

And you say this to yourself over and over again. It goes round and round, round and round just like a circle. I am relieved because I am relaxing and I am relaxing because I am relieved. I am relieved because I am relaxing and I am relaxing because I am relieved. I am relieved because I am relaxing and I am relaxing because I am relieved. As you do so, you can just feel the effect of the smooth clear cool ice upon your skin. Relaxing your skin and relieving it of the symptoms, relieving it of the symptoms and relaxing it in every way. As you go deeper and deeper, you go cooler and cooler, and feeling wonderful all over and this feeling of coolness, or numbness and relaxation and relief is going to last, last a long, long time. After you have awakened, it will last a long, long time because you will feel so calm and so smooth and so relaxed in every way. Even

after all the ice melts, even after all the spraying is done, that feeling of coolness and calmness and relaxation and relief just lasts on and on and on and on and on and nothing disturbs you whatsoever in any way. Now as you sink deeper, much deeper, deeper and deeper and deeper and deeper. Relax. Relieved and relaxed. Relaxed and relieved and you go deeper and deeper, feeling this tremendous relief and this tremendous relaxation as you become more comfortable in every way, realizing that this state of wonderful comfort is going to last and last.

I am going to give you a period of silence during which time all these suggestions seal themselves into the deepest part of your subconscious mind and reinforce themselves over and over again in your mind and so as you relax, this period of silence begins.

Emerge

Memory Improvement

Now I am going to give you a few suggestions about memory recall. In the first place, the art of memory is attention. You must pay attention to anything in order to remember it. People with excellent memories that don't pay attention, don't remember. People with most excellent memories - heads of state, governors, famous doctors, lawyers, who are at a party and are introduced to people, may say, "How do you do, Mr. Smith?" and one minute later, don't know what the man's name is. They don't know. Why? Because they didn't remember. Why don't they remember? Because they paid no attention at the time he was being introduced. To remember something, you must pay attention. You think of the name, you look at the man, you associate. You think of the name, you look at the man, you associate them, you want to know the man's name. You really want to remember.

Some people carry this inattention over for the rest of their lives and just pay no attention. They don't really care about remembering till the time comes that they need the information, then they want to remember. That's not good. The very first lesson in being able to recall something is to remember it in the first place. You have to put the facts in a memory bank before you can recall it. When you feel excessively fatigued and when you're tired and when you're worn out, and when you don't feel good, the tendency is to say, "Ah, the heck with it. I won't pay attention to that." And then your memory fades. It's not because you don't have a good memory. You have an excellent memory, but you're not using it because you're not paying attention. You must literally pay attention. Then you store the facts properly in the memory bank and it's ready for you when you need it. So the first point is, from this moment on, I don't care how fatigued you are, I don't care what difficulty you feel, I don't care what you've got on your mind, from this moment on, you're going to utilize the good memory you have by paying attention. Paying attention to what's going on around you, to what's being said and what you hear, what you see, so that when you need to go into the memory bank to make a withdrawal, you don't hold them up with a pistol.

You fill out a withdrawal slip or write a check and have it cashed. You do the same thing with a memory bank. You don't force them to give you the money. You don't force your memory bank to give you the information. As soon as you try to force, you won't be able to think of it. You say, "I've got to know that, I've got to know the name of that song. I need to know the name of that person or phone number. What was it? What was it?"

Immediately, you find your subconscious mind rebelling against you and the harder you try, the harder it is to remember. This does not mean you have a bad memory. This is true for every single living human being. It's part of the way we are made. It merely means you are using the good memory that you have improperly. Just like if you went up to a bank with a gun, you'd be using the bank improperly. You'll get more money by writing a check than by using a gun.

That only leads to frustration and that same thing is true with a memory bank, if you try to force it. It will lead to frustration. In order to recall, you let the subconscious do the recalling for you. And it comes to your mind naturally, and if it doesn't come immediately, forget it. And it will wash up on the sands of consciousness in a few moments when you least expect it. One method of recall known to everyone is by simply going down the alphabet. What was the name of that hotel? Was it B or C or D? Oh, D. That's it. It's the Dubuque Hotel. That is to say, you had a hook, a hook which you stretched down into the bank and withdrew your memory. Just like the check that you write. You wrote the check.

By picking the proper letter, you gave the letter to the teller of your memory bank and up came the answer in cash. Now the same thing can be done in many ways, not only the alphabet. If you want to remember where you left something, you simply go through the motions of what you were doing at the time that you left it. You retrace your steps mentally. By retracing the steps, since the memory is hooked in with it, you write a check and it's cashed by the memory bank. In many, many ways, you're going to learn to retrace your steps mentally. To write that mental check by doing something that's associated with

the memory you want, you use that other bit of information as the check that you write in order to get a withdrawal from the memory bank. This fact alone, the practice of this system, will increase your ability to recall 200%.... 200%! Your memory has always been good.

It isn't a question of needing to improve your memory. It's a question of properly utilizing the memory bank that you have in order to obtain the maximum recall or withdrawal from that bank. Now all these suggestions I have given you are very important, for they represent the proper way to begin utilizing the good memory you have. First, you make the proper deposit in the memory bank by paying attention, second, when you want to make a withdrawal from the memory bank, your memory recall is successful because you withdraw in the proper manner using a check, not a pistol. You don't force it. You utilize some association that you already know to bring it out. These suggestions alone will improve your memory recall over 200%.

Your memory from today on is improving in every department. You shall always remember what you need to know at every moment of time. The impressions received will be clearer and more definite. Whatever you wish to recall will immediately present itself in the correct form in your mind. You are improving rapidly every day, and very soon your memory will be better than it has ever been before. Whatever you need to remember will be easily and readily recalled.

Whenever you need something from your memory, you will formulate the question in your mind, stay relaxed and wait for the answer. Whatever you need to remember will be easily and readily recalled. Whenever you need any bit of information, it springs naturally to your mind just like water gushes from the source. Whenever and wherever you have use for a given bit of knowledge, the very need of that material makes you calm and easy. The mere need of that bit of information or knowledge makes you feel at ease, calm and self- possessed, because you know you now have a better memory. You now have a greatly improved memory for many reasons; you are more interested in retaining everything. You are more interested in remembering because it makes for a

more interesting life. All obstacles which up to now may have influenced your memory are fading away and everyday in every way your memory is becoming better and better. Whatever you have learned or need to remember is always at your beck and call, and you are always calm, at ease and composed.

When you are faced or confronted with _____ , all the material that you have learned flows freely and easily through your mind and is easily recalled.

The 3 Parts of a Good Memory:

1. Impression - you concentrate on what you need to remember.
2. Retention - your retention span is steadily increasing.
3. Recall - whatever you need to know flows freely and easily through your mind.

Emerge

Motion Sickness

As you go deeper and deeper relaxed, from this moment on you realize that you are going to be completely at home, completely safe and completely secure in any situation involving motion. And the first principle about motion sickness of any kind, whether it is sea sickness, air sickness, car sickness or whatever it is, that motion creates fear and that fear causes an increased amount of electrons to be sent down the vagus nerve and thereby causes excessive acid to be poured into the stomach which churns around and in turn makes the individual sick.

In addition to that, it causes adrenaline to pour into the bloodstream and the adrenaline makes the muscles chum around even more. And so, of course, even those people who remain afraid can stop sickness to some extent by keeping a full stomach. That is something sailors have known for a long time. That is, if the sea is going to be choppy, they will have a hearty breakfast before they put out to sea. This especially is true of fishermen who go out for a day and are back the same day, because before they ever begin to feel the motion, they have a full stomach for the acid and the muscles to work upon.

Since it is normal to secrete acid and it is normal for the muscles to contract when there is food in the stomach, whenever contracting does occur, it will not be much different than if the person had eaten a big meal normally. So that's one thing everyone does and it is especially true if you can eat the full meal before the motion begins, before you get on the ship.

Secondly, this can be cut down to a certain degree by the use of medication, the most popular and well known of which is Dramamine. But there are many others. And so, for the first two things we have: Fill the stomach, so that it has something to work on, and two, cut down the amount of muscle stimulation and stomach stimulation with Dramamine or some other such medication. And then we have three, the removal of the fear in the first place, and that comes from clinical hypnosis.

Some people are afraid of any motion, of any motion at all. Just the motion of

a car or an airplane can cause it, or the general motion of a ship, even a ship on a calm sea. With other people, it takes a great deal of motion. It has to be a very small plane or a small boat, one that gets really tossed around.

But in any case, the basic thing is survival, the fear of surviving. The thought that gnaws at one, "What would happen if the boat sank? What would happen if it was a little more rough and the airplane crashed?" Of course, what would happen is that the individual would not survive, so basically it is a fear for survival. Now, there are two ways to look at this. If you are on a bucking horse and you don't know how to ride a horse, you will pretty well get thrown off. On the other hand, if you concentrate your entire mind upon riding the horse, there is no mind power left to even think about the fear of what happens when you get thrown off even if you knew you were going to get thrown off. In fact, the cowboys who ride bucking horses do not worry about being thrown off at all. They fully expect to be and so what? They have a term that they yell at each other that urges them on. It's called "Ride 'em cowboy!" Now, "Ride 'em cowboy!" is a very good term because it insists that the individual do something. If you're flying a small plane and the turbulence is very great, an instructor may frequently yell at the student who he sees is practically frozen at the controls because his mind is concentrated upon fear, "Ride 'em cowboy!" "Ride 'em cowboy!" Meaning take over the controls and fly the plane, don't let it fly you. How wonderful it is for you who has something to do. You're not just sitting there.

That is also important in a small boat. Take over the controls and do something. Set the boat into the waves to cut down the amount of turbulence, ride the waves just like you ride it in the air. Ride it out! Enjoy it - get a big kick out of it. Whoopee! And the more you concentrate your mind on the whoopee, what fun it is that you have got some motion, that you are not just sitting there flat with nothing to do, the more you will begin to enjoy the very thing that caused you fear in the first place. And from this moment on, that is exactly the approach that you are going to take. You are going to enjoy the very thing that turns your stomach into a knot. You are going to have fun motion like riding a

roller coaster. It is fun. After all, people pay for that privilege. What a really dead feeling it is if the air is so calm, or the water is so calm, or whatever it is that the vehicle is traveling in, is so calm that you do not even know you are moving. If that is true, why travel? The kick out of traveling is to know you are traveling. What fun is it to travel in a great big bus compared to a small sports car? It is much more fun to fly a fighter plane, than it is a great big huge bomber. Motion is and can be great fun, especially if you really enjoy it and let yourself enjoy it and if you get a great big spray of water in your face, wonderful! All the more fun! It's exhilarating, it feels good and you are going to love it.

The more the motion, the more the fun, and those thoughts just sink into the deepest part of your subconscious mind and register fully in every way. "Ride 'em cowboy!" Now you can show what is really in you, you can really show how good you are! Fly that plane, steer that boat. Have the fun you want to have. Do what you want to do. Be what you want to be and show what a good sailor or pilot you happen to be. Let these phrases bum right into your mind so you never forget them and say them to yourself every single time that you are faced with a situation. The more the motion, the more the fun. "Ride 'em cowboy!"

Emerge

Nail Biting

Now, from this moment on, from this moment on, you are going to be very, very proud. You are going to be very, very proud of the handsome fingernails that you have. You have beautiful fingernails and they are growing to exactly the desired length. And you are going to be very, very proud of them. So proud, that you are going to take care of them, keeping them just exactly the way they should be. And from this moment on, you are through biting your nails altogether.

You can keep your nails neat with an emery board, with a clipper, you can carry these tools with you, if you like. You can carry a nail file, you can clip off the cuticle, you can do anything you want with them, but bite them. But, you are through putting your fingers in your mouth altogether. In the first place, from this moment on, they will taste very, very bitter, as bitter as the most bitter substance you have ever tasted. So that should a finger ever find its way into your mouth, you would immediately know about it because of the bitter taste involved. You will immediately call it to your attention, in which case, you will remove your finger from your mouth before any biting or disfiguration has taken place. You're through disfiguring yourself in any way.

Now, should you find that you feel that you just have to bite your fingernails, you can bite the fifth fingernail, the smallest one, and you can bit it five times as much. But, under no circumstances will you bite any of the other fingernails. Because you can bite the fifth fingernail five times as much, if you have to bite anything. Very soon, however, you will find that the urge to bite your fingernails has completely left. Even the urge to bite the fifth fingernail, and consequently, you will find that all fingernails will grow out perfectly well and be taken care of because you will give miraculous care to your fingers, fingernails, hands and to the rest of your body as well. Now, all these suggestions take complete and thorough effect upon your mind, body and spirit, and seal themselves in the deepest part of your subconscious mind.

First of all, you have lost all the urge to bite your fingernails. Second, the habit

pattern is completely broken up in every way. Third, should you ever find your finger in your mouth, it will taste extremely bitter, as bitter as the most bitter substance you have ever tasted. And fourth, if you do bite your fingernails, the only one that you can bite is the fifth fingernail and you won't be able to bite that for long. And fifth, in a very short period of time, you will find that all your fingernails are grown out, and look great, and you will devote an increasingly longer amount of time to taking care of your fingernails and care of your hands, so that they do look nice at all times. In fact, if you need a new habit to replace the old habit, you can even become compulsive about your care of your fingernails and hands in order to keep them looking nice. You're through hiding your hands. You're through shoving them in your pockets, folding them under your arms in order to keep them from being seen. You are going to want them to be seen now because you are going to be extremely proud of the way you care for your hands, fingers and fingernails.

Now, all these suggestions take complete and thorough effect upon your mind, body and spirit, and seal themselves in the deepest part of your subconscious mind. And, they reinforce themselves over and again, becoming stronger and stronger with every breath you take. Now you sink deeper and deeper relaxed and let these suggestions take complete and thorough effect upon you. The habit of biting your fingernails is has been broken, the habit of taking care of nails is instilled. The urge to put your fingers in your mouth for any reason is gone; and you relax, confident in the knowledge that you have conquered this problem.

Now your mind concentrates on the sound of my voice and on the suggestions that I have given you. And all these suggestions are the absolute truth to you and take complete and thorough effect upon your mind, body and spirit.

Emerge

Pain Control

AFTER ESTABLISHING SOMNAMBULISM: Say: You know it's a terrible thing, I know how sick you have been this last (state time) and I know you have had a lot of discomfort. But I wonder if you realize how much more discomfort you've had than you really have to have. Did you ever realize there is a lot more discomfort in you at the present time than has to be there? (subject: I hurt, etc.) I know, and I'm not denying that you hurt. I'm not saying you don't hurt. I'm not saying you don't have pain. But let me tell you some of the fundamentals for pain and then you'll understand why you're feeling things more than you have to feel them.

When you have a little pain, what do you do? You tense up, don't you? And then what happens? Well, because you tense up, you feel the pain all the more. And then because you feel the pain all the more, you tense up some more. And it becomes a vicious cycle and this keeps up day after day, week after week, month after month. Finally, you are feeling that pain and that hurt, oh, so much more than you have to feel it. Now, let me show you how we can just unwind, get rid of some of that tension and let you feel how little you feel, when you feel it at an ordinary level. Would you like to do that? I can help you, if you let me help you. (HYPNOTIST: 1. Establish TRUE somnambulism. Every breath you take your relaxation will become more intense. AFTER SOMNAMBULISM, ESTABLISH COMA STATE:)

Now you know this is good relaxation mentally and physically and you can already see how much better you feel. But you know there is a stage of relaxation below the one which you now have, the very basement of relaxation.

And I would like to take you right down to the very basement. I want you to see how good you feel right there in that basement of relaxation.

I'll tell you how we're going to start out for that basement. I want you to know just as you can make a fist tense, so that you can't make it any tighter, you can also make a muscle loose so that you can't make it any looser. And I want you to make every muscle

in your body loose like that so that relaxation is through every muscle in your body. Then notice how little you feel things. So we're going to start down to the basement of relaxation and I'll know when you get there, as you will give off certain signs. So the first thing I'm going to ask you to do is just imagine yourself on your own elevator or escalator, whichever you prefer. We're going to ride down to the first floor now. That will be floor "A." We're heading to the basement of relaxation and when we get to floor "C," that will be the actual basement.

Now in order to get to "A," you have to double the relaxation. In order to get to "B," you have to double the relaxation you have at "A." And to get to "C," you have to double the relaxation you have at "B," but when you're at the basement of relaxation you will know it by the way you feel.

Now, I'm going to count to 3, snap my fingers and imagine yourself on this escalator or elevator riding down to floor "A" and let yourself relax as you go, and say the letter "A" out loud when you reach floor "A."

1-2-3-, here we go (snap). Now say the letter "A" when you feel twice as relaxed as when we started that elevator or escalator going. (Wait until the client says "A")

That's it. Now we can go down to floor "B" from here. You've got to double your relaxation and notice how much better you feel on each lower floor. Now I'm going to count to 3, snap my fingers and you'll be on the way to floor "B." WATCH, 1-2-3-, here we go (snap). Now if you can't say the letter "B" out loud, that means you're relaxing your muscles to the point that they won't work. That's what I want to happen; so if it becomes difficult for you to speak, don't worry about it, but try your hardest to say the letter "B" when you get there. (Wait until client says or tries to say the letter "B")

Intractable Pain

That's beautiful. Now notice how good you feel as a result of it. Now let's go down to the very basement, let's double your relaxation again and take you right down to the basement of relaxation, 1-2-3 and here we go (snap). (PAUSE, IF CLIENT DOES NOT SAY "C," ASK HIM TO SEE IF HE CAN TELL YOU WHAT FLOOR HE IS AT. IF HE CAN STILL SPEAK, TAKE HIM TO FLOOR "D," ETC.)

Test for hypnotic coma (DO NOT TEST FOR PAIN)

1. Automatic anesthesia (not with pain client)
2. State "try to lift your right leg."
3. State "try to open your eyes."
4. Test for Catatonia.

Now you'll be able to hold on to this. You'll be able to hold on to the way you feel even after I have you open your eyes.

(Train for post-hypnotic suggestion to re-establish relaxation when needed, e.g. finger pinch, key WORD, ear pull, etc., or just say the following)

“And I want you to hold on to this until your next visit. I want you to feel so good and I want you to see how little you feel any discomfort, just by staying relaxed like this.”

(Emerge by saying)

"You know there comes a time when if you don't open your eyes when I tell you to, you can't have this wonderful state again, so bring yourself up a flight, you'll be able to make those eye muscles work and notice how good you feel when you open your eyes. Now bring yourself up and open your eyes. How do you feel?"

Painless Childbirth

ESTABLISH SOMNAMBULISM PRIOR TO READING PATTERN

How would you like to have your baby with an absolute minimum of discomfort? Perhaps, absolutely painlessly? You know, you can if you'll just follow these instructions.

Now it is in this state when you're physically and mentally relaxed, that it is so easy to have a baby. It's in this state, that the contractions, instead of unpleasant, become very pleasant. Let me tell you how that works.

The average mother to be has heard talk from friends, perhaps relatives, that having babies is a horrible ordeal, and so the expectant mother looks forward to what she has heard referred to as labor and labor pains, and hard labor. There is no such thing as labor or labor pains or hard labor. There's no labor associated with the birth of a baby. All those names are false names that keep a mother's attitude in exactly the wrong condition, but we can change THAT attitude with the RIGHT attitude by having you know just what does happen when a baby is born.

Nature has a method of making the birth of your baby possible by contraction, each contraction you have helps push the baby a little bit forward so that the baby can be born very easily. Now you do have contractions, now you don't have labor, you don't have labor pains and you don't have labor. All you have are these contractions, and the odd thing about these contractions is, that if you look forward to them pleasantly and know that they're going to be something nice to happen, you won't even feel the contractions but you'll only be aware of them in a pleasant way. When you have the first contraction, I want you to close your eyes, just as you have them closed now, and relax completely, just as you're relaxed now. I want you to relax like you're relaxed now and then the birth of that baby will be so easy for you.

One of the wonderful things it will do is to shorten the delivery period considerably. It will shorten miraculously. You'll be so delighted because with each contraction, the contractions will get so pleasant, about the third or fourth contraction

you have, you'll actually begin smiling as you have the contractions and you'll say, "I'm that much nearer the birth of my baby." "Now that that contraction is over, I'm that much closer to the birth of my baby." With each contraction, you'll have that thought and it will keep a smile on your face all the time and you'll feel so good all the time the baby is being delivered.

And then, after the baby is delivered, you'll see the baby instantly, you'll see the baby the second it is born, because you'll be wide awake during the entire delivery. Now remember, that this relaxation that you're having now is going to be used in addition to all the aids that medical science has been able to invent and conceive to make the birth of a baby easier for a mother.

So this is going to be a wonderful plus to everything else that you have to help make that birth of the baby easy. Now after the baby is born, you'll feel so good, why, you'll be able to use the telephone to call your friends a few minutes after the birth of the baby, because you'll be just as strong then as you are now. Your strength will be complete, your feeling of well being will be complete and you'll recover so much more quickly than you ordinarily would. Then if you want to nurse your baby, this relaxation will make it possible for you to nurse your baby so very, very easily. I'm going to give you a tape to take home with you, so that you can practice relaxation, so that you can practice just what you're doing now. Learn how to relax at home, so that when the baby comes you'll be all ready for it and feeling so wonderful on the day of delivery, feeling so wonderful during delivery and after delivery. And now that you're feeling so good, feeling so wonderful, I'm going to bring you out of this relaxed state and just notice how that feeling of relaxation holds on and makes you say to yourself, "Motherhood is going to be a glorious adventure. I'm going to love every minute of it."

Emerge With Positive Suggestions

1. It's important to teach the mother how to enter deep self hypnosis (somnambulism) through some instant post-hypnotic method prior to use of this programming.
2. Make a conditioning tape using this patten and have the mother use it frequently between conditioning visits.

Procrastination

I understand you might be having a little trouble getting things done. Maybe you're procrastinating, maybe you're rationalizing, not taking action. Maybe all you have to do is make a phone call, but you're putting it off.

First of all, let's realize that you're attempting great things in your life. RIGHT? And greatness does not come easy. That's why there is so much mediocrity around. But, you are a star, you are above average. You are a rhinoceros. You are a success and all you have to do is one thing that you are putting off and you are going to rise above the mediocrity.

Now I know that you could not do it. You could easily forget about it and not worry about ever doing it, just like all the other failures in the world would do. It's so easy to quit. It spells automatic failure and you are not built that way, are you? You're a star and if you don't do what needs to be done, no matter how insignificant it may seem, it's going to eat at you inside. You would be frustrated because you would never know what the results might have been. It could have been the turning point of a fabulous success story.

Success is a series of doing things that failures will not do. And when you're on stage telling your success story, it's going to be the result of what you are going to do right now. This little thing you're going to do is the key to your success. It's the key to your Rolls Royce, your appearance on The Tonight Show, your traveling around the world, your dream home on the hill. Your peace of mind knowing others will keep the ball rolling for you and you're helping others achieve success. All things hinge on what you are going to do RIGHT NOW!! Ok, first let's set the proper attitude, and that attitude is that life is a jungle. Now that is exciting because you are a rhinoceros. You're free to run where ever you want. You're free to accomplish anything you want. The jungle can be very exciting, if you make it exciting. Now, there are a lot of wild animals out there but you are bigger than any of them anyway. RIGHT? And let me tell you what the alternative to the jungle is.

The alternative is the pasture, and you know what they keep in the pasture COWS. Dirty, old, lazy, good for nothing, disgusting cows. And talk about boring ... all these cows do is wander the boundaries of the pasture, following each others tails, eating all day, getting fatter and fatter and fatter. Then one day, a little excitement. The fanner opens the door to the pasture, their day has come.

They are fat enough, and the cows are led off to the slaughter house. THAT IS THE ALTERNATIVE. So let's get out of the pasture and get into the jungle RIGHT NOW. The jungle is where the opportunities are, the rewards and the risks. The excitement and the challenges, and best of all the other rhinos, you would be pretty lonely as a charging rhino in a pasture full of cows. OK, the jungle is characterized by action. So now that you're in the jungle that's what you're going to do - take action. Let's go back to the task you have at hand to do now, this one, maybe, uncomfortable task that is the key to your fantastic future. You're going to take care of it right now. You're not going to sit around like a cow, because you're in the jungle now. Now if you don't take action you'll go down in the quick sand. And if you don't get moving right now, the gnats are going to rest on your eyes and torment you. Do it now or the sun will bake you and you'll rot right where you stand. Get charging. You're a success. You're rhinoceros!! Go do it now. Make good things happen.

You're a fabulous star with a fantastic future, because you charge on everything you take on. We want you to do it so you can be with us. Go do it now. You're a winner because you take action. Exciting things are right around the corner, but you've got to walk around the corner to find out what's there. Go do it right now, because if you don't, you never know what might have happened. Congratulations on rising above mediocrity and keep charging!

Emerge

Sales Success

Now as you continue to relax, as you listen to the sound of my voice, you let your mind relax and you imagine what I suggest to you. I want you to let your imagination be fertile. In fact, let it be creative and feel your ability in this regard become greater and greater with every day that passes. In fact, you're going to find your ability to imagine creatively actually increases and becomes more profound with each day that passes.

Now, you have learned to relax. You have learned how to relax your mind and you have learned to imagine. As a matter of fact, you have learned how to remove those negative emotions of fear, anxiety and guilt. And in addition, you have learned how to prevent their recurrence into your life. You have learned how to prevent the reacceptance into your being because you have learned how to recognize negative suggestions when they come your way. You have learned to reject negative suggestions positively and you have learned to reject them out loud, too. So, as you continue to relax your mind, you allow your imagination free rein, right now.

For you see, it's important that you develop an unbounded confidence in your own ability to accomplish whatever you set your mind out to accomplish. Because, you see confidence in your own ability to do something has a great deal to do with your accomplishing it. Because you realize you have to have confidence in your own ability to accomplish what you want to accomplish. Now I want to ask you a question. I don't want you to answer it out loud, I just want you to think about it silently, and contemplate what I ask. How do you get this confidence? Think about that now. How do you get this confidence? Well, you're already on the road to achieving confidence right now. For you know that confidence depends entirely upon your own state of mind. And, of course, your own state of mind is the most important thing that you have. It's the most influential thing that has been influencing you. Now let me emphasize that. Your most important asset in achieving success is your own state of MIND.

Because, you realize that before you can convince anyone else of anything, you must first convince yourself. Before anybody else can have any confidence in you, you must have confidence in yourself. Now you realize that.

And you realize that any really effective salesman must be awfully satisfied with the product that he sells. He must be satisfied with his own product before he can effectively sell the product to anyone else. And there is one thing that you are selling every day. It doesn't make any difference whether you are a salesperson or a doctor or whether you are an executive or whether you are an employee without necessarily a high position, there is one thing that you have to sell all of the time. Every one of us is selling it every day and we are selling it to every person we meet, we are selling ourselves. So you see, you must first be satisfied with yourself before you can effectively sell yourself to anybody else. You must first appreciate yourself. Label yourself appreciated.

You're the only one like yourself, so appreciate yourself for what you are. You must appreciate yourself for your honesty. You must appreciate yourself for your integrity. You must like yourself. Like yourself for all of the wonderful characteristics that you know you possess. And there shouldn't be any question in your mind about your own honesty or your own integrity or any of your own capabilities. No question at all about your own trustworthiness or even about your ability in any interpersonal relationship between you and another person.

Now you like yourself. You like what you do. And you accept the challenge of your own daily duties. For you realize there aren't any lowly jobs, just lowly employees. You know, if a person has the wit to recognize it, he has a challenge in any job that he holds. And you like the job that you hold because it has a real personal challenge. It's a challenge to do a better job than anyone else has ever done. Now, of course, you have a good job. Did you ever think you had a lowly job in the past? Well, let me remind you that EVERY job is essential ... and if it should ever fall your lot to be assigned a job that perhaps seems to be beneath your dignity you might like to recall this story.

A long time ago in Greece, there were some politicians and they thought about

playing a joke on one of their members. So they got him appointed as garbage collector. Well, instead of being embarrassed, this man decided to show what a man could do with such an assignment.

He set his mind to being the best garbage collector there was and, of course, we recognize today that our garbage collectors are essential to our community. But in those days unsanitary conditions, which had encouraged mice and rats and pestilence for decades were eliminated. Habits of cleanliness were promoted and civic pride was developed. In fact, in a few years people came to look upon the office of public scavenger as one of important responsibility and, thereafter, only men of great ability could aspire to hold the job.

You know in our minds, jobs seem to be important or unimportant dependent upon the attitude that the men have who fill them. So you see, you allow yourself to develop confidence in your own ability to accomplish whatever challenge is put before you. And you are going to allow yourself to visualize yourself right now accomplishing whatever you set your mind to accomplish. Whatever you want to accomplish, whatever you desire to accomplish.

Imagine it in your mind's eye right now, for you are going to be surprised and you're going to be amazed as you see your confidence and your own ability grow rapidly. And you have already seen it improve, it's going to improve more because of your new state of mind ... you are going to allow yourself to accept a suggestion that you are going to visualize yourself daily as successful. In fact, visualize yourself successful right now.

Let it be an accomplished fact in your mind, right now. In fact, you are going to be surprised and you are going to be amazed at just how successful you are going to be and how rapidly you become completely successful in every way. And you have been working toward that goal. So right now, let yourself feel comfortable. Allow yourself to feel confident. Allow yourself to feel self-assured. Just feel yourself filling with self-reliance right now. Visualize your self-discipline increasing. Visualize yourself as the most successful person that you know and do it right now, vividly in your mind's eye.

Now relax completely. Sink deeper and deeper and deeper. Relaxing more and more with every breath you take. As you let every suggestion that you hear from the sound of my voice be reinforced over and over and over again in your mind's eye, during this moment of silence which follows.

Emerge Your Client

Self-Confidence

So, as you continue to relax, I want you to realize a harmful thing that you have been doing to yourself. I want you to realize that you have been placing certain labels on yourself. Labels which are very harmful to you. You have been sticking labels on yourself just like you would stick labels on a bottle. And one of the labels that you have placed on yourself is the label of inadequate. And every time you say the word inadequate to yourself you increase your own belief that you are inadequate. For you see, the difficulty is that people tend to believe what they say about themselves. In other words, you are basically what you believe yourself to be. Now you see, that's a real simple concept. For you understand that an American acts like an American because he believes himself to be an American. And if you really thought of yourself as belonging to another nationality, then you would act like that, because basically we all are what we believe ourselves to be ... and those of us who believe ourselves to be doctors, we act like doctors, just like people who are lawyers act like lawyers ..

So every once in a while, you have people placing labels on themselves. They place labels on themselves just like you've done in the past. Then they say to themselves, "I'm just inadequate." After they give themselves that label, then they have the need to live up to that label or live down to it, as the case may be. For you realize that the truth of the matter is that all their actions carry them toward the image that they hold of themselves. And, of course, there are many labels that people can place upon themselves and, at times, even you have accepted the label of lack of self-confidence. And at sometime in the past, you may have said to yourself, I just have no self-confidence.

Now I'm telling you that this is serious. And it is serious because it doesn't take long to believe it **ONCE YOU HAVE STARTED THE THOUGHT IN MOTION!** For once you have given yourself the suggestion that your self-confidence is slipping, it's just a step away from **THINKING**, "I'm not worthy of anything really good happening to me." There have probably even been times in the past when you have kept yourself from being chosen by others for certain honors because you have said to yourself,

"I can't accept this confidence of others because I'm too unworthy. I'm too unworthy to be chosen by them because I'm undeserving." Or, "I don't deserve any better breaks than have already come my way because of my present conduct or my past conduct or my present thoughts or my past thoughts. I don't deserve this because of what happened in my past," you have probably said.

Well, you know more about your past than anybody else, but you have been allowing your subconscious mind to play tricks on you. Playing tricks on you by letting you feel that your problems are too difficult to be resolved. You have said things like, or thought things like, "I'm stuck in the mud and I'll probably be stuck there forever." "I'm inadequate." "I don't have enough self-confidence, I'm unworthy, I'm undeserving." Now, listen to me, all these things are just labels, they are just little labels and they are certainly not you. Now why aren't they you? Well, I'm going to explain it to you and I'm going to give you some examples. Now suppose you have a bottle of penicillin, oh, it's a good bottle of penicillin. The penicillin could be used to fight infection by a doctor if properly used. But suppose you took a label and you stuck that label on that bottle of penicillin and that label said poison in it. You put the poison label on the bottle of penicillin even though the bottle contains good penicillin. Now with a label like poison on the bottle, neither you nor anybody else would take the penicillin and use it. The penicillin might have saved a life, but it is ruined because of a bad label.

Do you get that? The penicillin might have saved a life, but it's ruined because of a bad label. Now you realize it's important that the contents of bottles not be mislabeled. In fact, it is so important that pharmacists are trained to read every label that they fill three times. They read it once when they take the bottle off the shelf. They read it once when they're filling the prescription and they read it once again when they are putting the bottle back on the shelf. That's the rules. They have to do it and rightly so.

But how much more important are people than bottles? So, if you disregard this extremely important business of labeling yourself, then horrible mistakes can occur in

this area too ... so, of all the people you are labeling, what person is more important to you than yourself? Just think about it. How did you come to label yourself inadequate? Where did you first get the idea that you had a lack of self-confidence? And, if you ever placed a label of unworthy on yourself, why did you do it? And if you're so undeserving, who is deserving?

Maybe you applied still other labels to yourself. Labels like, I have a bad memory; I have a bad temper; I'm too aggressive; I'm depressed easily; I'm confused; I'm this; I'm that. **WHATEVER IT HAPPENS TO BE**, you keep giving yourself negative suggestions. You keep sticking labels on yourself. But I want you to realize that the label is not the thing, it's the **CONTENTS** that really count. And the label is not the same thing as the contents. And you know that, because you can see that if you eat the label, even off of the bottle containing poison, even with the word poison written on the label, you won't be poisoned if you eat the label; because you only ate the label, you didn't eat the contents of the bottle. But, obviously, if a wrong label is glued on a bottle of poison, tragedy occurs. And likewise, when the wrong label is glued on you, tragedy occurs just as it does when a drug is mislabeled.

Now there are a lot of reasons why people label themselves as inadequate. And one of the reasons why a person labels themselves inadequate is because of identification with somebody else and that works this way. If a person says to himself, "I'm really just like my father and he is inadequate, therefore, I must be inadequate." Or, "I'm really just like my mother and she is inadequate, therefore, I must be inadequate." Now, if your parents were inadequate, do you have to be inadequate too? Well, that doesn't make any sense at all. If that were true, every person who had inadequate parents would be inadequate and it wouldn't be long until everyone on earth was inadequate. And you know that the truth of the matter is, inadequate people may come from very adequate parents and by the same token, inadequate parents might produce a genius. In fact, actually, most of the great men of all times came from really humble beginnings. Many of our great men have been in trouble of some sort, emotionally and sometimes

politically. Most of them had some difficulty but, they overcame their troubles, they overcame their difficulties and you can learn to overcome your difficulties too.

The truth of the matter is that most people who are inadequate are inadequate because they have labeled themselves inadequate. They have convinced themselves, and get this, they are merely acting out the label they themselves have placed on themselves. They are merely acting out the labels that they themselves have placed on themselves.

That reminds me that someone once said, "They themselves are makers of themselves." How true that is. You know, few people realize that Abraham Lincoln was a failure at age 50. Everybody always thinks that he was very capable, but up until the age of 50, he was a failure. That's just not my say so, for the history books tell us that he felt so inadequate that he wouldn't even carry a pocketknife around with him for fear he might commit suicide. And he was only 50 years old. Apparently, he never did anything right in his life, till he got to be president. He couldn't make money. Every business venture that he entered into went broke and his business partners embezzled his money.

In fact, he spent most of his adult life trying to pay back what his business partners had embezzled and run away with. And whose fault was that? Why, Lincoln's, of course, because he chose the dishonest partners. Now shouldn't Lincoln have had it better? Perhaps. Was Lincoln inadequate? Well, he was very inadequate as long as he attached the label inadequate to himself. But once he removed the label inadequacy and began concentrating his mind on a cause greater than himself, taking care of his country, he forgot this label of failure and the result of his life is evident in every American history book. Age didn't have anything to do with it either. Michelangelo didn't even start painting the Cistine Chapel until he was 80 years old and why? Because for many years he had imposed inadequacy on himself, gave up, said he couldn't do it anymore. It was self-imposed inadequacy, until he began to paint again.

You see the point I'm trying to tell you is that inadequacy is a label, it's a label and it's the wrong label for you. Yeah, you say, well, it was different with Lincoln, it was

different with Michelangelo. No! It wasn't any different. It was no different with them than it is with thousands of other people just like you and I use them as examples simply because they are well known. But they were what they believed themselves to be, and right now, you allow yourself to accept the suggestion that you will be what you believe yourself capable of being. Right now, you allow yourself to accept the suggestion that you will become what you believe yourself capable of becoming. So you are having to rip off that label of inadequacy. You're going to rip off that label of inadequacy that you have been placing on yourself from time to time. So in your mind's eye, right now, as I speak to you, I want you to let that label be seen in your imagination. I want you to imagine yourself with the label inadequacy on you. And I want you to reach up in your mind's eye and tear that label off completely. Right now. Tear it off! You don't need it. It won't help you at all. And I don't care why you put it on, whether it was because you identify with your mother or your father or somebody else who is inadequate, you no longer need to identify with that portion of that person. Mainly, because you aren't that person in any way. You are you and there is only one of you.

Now, lack of self-confidence, is that one of the labels you have placed on yourself? If it is, rip it off! I mean rip it off right now. See it in your mind's eye and see yourself ripping that label off, right now. Because, from this moment on, you're going to allow yourself to be labeled confident and in your mind's eye, put that label on you. Even if you feel completely empty of confidence right now. Label yourself confident anyway and begin to fill yourself with confidence. Because, you needn't be an empty bottle any longer. Every day in every way, you will allow yourself to become more self-confident. You are what you believe yourself to be and what we think in secret comes to pass. And since the picture of yourself determines your behavior, you must have confidence in your ability to set goals for yourself and go after those goals. And if you don't go after them, you realize that you will fall prey to petty worries and petty fears and petty troubles, self pity, all of which you know are self destructive.

Now listen to this. Your vision is the promise of what you shall one day be. The vision of yourself is the promise of what you shall one day become. Now accept that as

the absolute truth to you. Allow yourself to realize that these aren't just the nice sounding words that you hear me speaking, this isn't just some dreaming. This isn't just some cliché's that I'm giving you. It's fact! Believe it. Say it to yourself. Say to yourself, "My vision is the promise of what I shall one day become." And whenever you say that, we realize that we have to reappraise ourselves daily.

For you see, anyone who is overconfident is a fool, you know that. And all great men, and all great women, they constantly re-examine their goals. All successful men, all successful women, they constantly re-examine their actions. They constantly re-examine their thoughts. They re-examine them to keep themselves on course. Just like if we shot a rocket to the moon with some men in it. The goal is the moon, but if it gets off course, they move some little buttons or they adjust a propeller here and they get the thing back on course.

And that's what you are going to allow yourself to do. You are going to allow yourself to set goals for yourself and you're going to allow yourself to re-examine those goals periodically. Re-examine them so that you can see what your motives are. You can feel what your actions ought to be. And sense your values. Sense your goals so that you can allow yourself to become what you want to be. Now I'm going to give you a moment of silence and during this moment of silence you are going to contemplate any labels which you have placed on yourself which shouldn't be there. You know what they are and during this moment of silence, you are going to see those labels on your body and you're going to rip them off! And you're going to replace those labels with positive labels.

You are going to replace those labels with good labels that you placed on yourself. Labels of confidence. Labels of self assurance. A label of self reliance. Labels of love, kindness, generosity. Labels of ability. You're going to let those harmful labels be gone. Those harmful identifications are gone. You're going to put good labels on you because you are intelligent. You are capable. You are effective.

You are self confident. You are self reliant. You are self assured. You have the ability to be relaxed. You have the ability to be comfortable in any situation and you're going to allow it to happen, as you tear off those negative labels and replace them with positive labels during this moment of silence which begins now.

Emerge Your Client

Self-Discipline

Now, let yourself relax, and realize that today I'm going to give some suggestions on self-discipline and persistence. In fact, you are going to find yourself welcoming these suggestions and making them a permanent part of yourself because you realize that they are important and you realize that they are helpful in maintaining the success that's already a permanent part of your subconscious mind. You realize that your immediate success is going to be maintained through the use of self-discipline and persistence.

As a matter of fact, you're going to be able to convert greatest weakness, that thing you think is your greatest weakness, whatever it is, it doesn't make any difference, you're going to be able to convert it into a strength. And you're going to convert it to a strength through self-discipline and persistence.

Now you have probably heard Norman Vincent Peale say, "You can become strongest in your weakest point." In fact Norman Vincent Peale was so convinced of that, that he relates a story about Glen Cunningham. Glen Cunningham was that fellow whose legs were so badly burned as a child that he was told he would never walk again. But Glen Cunningham rejected that suggestion and through self-discipline and persistence he became one of the fastest Olympic milers in the history of the world.

So I am going to give you a few examples so that you realize you can convert your greatest weakness into a strong point. There was even the fellow by the name of Paul Henderson. He was a sickly, puny, weak guy and he refused to accept defeat. He refused to accept defeat and through self discipline and persistence he made a homemade weight lifting outfit that he constructed himself. He transformed himself into the strongest man in the world, literally breaking strength records that had stood for tens of years.

We have said, "Oh, if I only had the patience to wait it out, and that's what you have been asking for, the patience to wait it out, the persistence to keep plugging away, the persistence to keep going forward, the persistence to keep striving for the mark again

and again and again and again, no matter how many failures may have resulted in the past, because we know the system works. We know that positive suggestions do have their cumulative effect and we know that when we tell ourselves we're going to succeed, we are going to succeed. You're still better off by persisting than by giving up. You're still better off by disciplining yourself than by placing yourself in a position where others must discipline you.

You need self-discipline and persistence and those are going to be yours today because you realize that through self-discipline and by persistence, that you can transform yourself from whatever you are right now into a completely and totally successful person. You know Abraham Lincoln was a failure. He was a failure up to the age of fifty, but through self discipline and persistence he transformed himself into the greatest, most human, most sympathetic, most understanding of all our American presidents.

You might even recall that little charming Canadian girl, Barbara Ann Scott. She contracted polio as a child and rejecting the suggestion that she would remain a cripple for the rest of her life, Barbara Ann Scott, took up skating to strengthen her ankles, and through self-discipline and through persistence, she became world renown as an Olympic champion skater. There was a fellow by the name of Will Ross. He was told he was going to die of tuberculosis, but Will rejected that suggestion and he flew to Arizona. Out there in Arizona, Will Ross entered a hospital and began to get well because through self discipline and persistence he refused to accept the inevitable that had been predicted, death. And he began to get well, as his cure progressed, he began selling stationary to the patients in the hospital. Boy, what a beginning!

But through self-discipline and through persistence he transformed his illness into his life work. In fact, Will Ross became the only non-physician ever to be elected president of the National Tuberculosis Association. In addition he worked that little, humble, stationary beginning business, he worked it right on up to one of the largest hospital supply corporations in the world, Will Ross Incorporated. And it is a multi -

million dollar a year corporation in Milwaukee, Wisconsin today. So, I ask you right now, what's your main weakness? Think about that for a minute. What is your main weakness? Well, you say, it might be any number of things, fear, loss of temper, anger, lack of confidence, alcohol, excessive eating, sexual frustrations, inhibitions, over eating, only you can recognize your main weakness, whether it be depression or any of the other things that I've mentioned to you. Realize that weakness is only a weakness because you focus your attention on some little focal point and spent a great deal of effort suggesting to yourself that because of this weakness, you can't succeed, you can't improve, you can't get better. You've labeled yourself "CAN'T." You've spent a great deal of effort suggesting to yourself that because of your weakness you can't succeed, you can't get better.

Now all that's past. For we need to look for a solution and that's what you are going to look for right now, is a solution. For you know by now, when you dwell upon a problem, you have a problem, and when you concentrate on the solution, you find a solution. And so you are going to eliminate concentrating on your problems and you're going to start concentrating on solutions right now. Because the solution of the problem is to resolve it right now. And when you resolve it, that will prove to yourself that you're successful. Right now you are going to prove to yourself, literally beyond belief, that you can do what others have done. I only gave you examples of well known people because they are just like you, and you can do it too. And you're going to do it by transforming your greatest weakness into your most prized asset. You choose what your weakness is, you know it better than anybody else, and you're going to transform it into an asset by self-discipline and through persistence. Well, when you transform your greatest weakness into a great strength, what more proof of success can you have than that? What could be better proof to you? You can do it today! You can do it today! You can do it right now. If you start right now, you will start right now, you can do it. You can make your greatest weakness, right now, into your greatest strength.

So, you're going to start today. You're going to start today to transform your

greatest weakness into your greatest strength. So today I suggest to you that you write down a time, when you can write it down, write it down, what you feel your greatest weakness is. Literally stop and do it. And I give you the suggestion that you will stop, you will take time, you will think about it, and then you'll write it down. And if you've a mind to, I suggest that you write any number of weaknesses that you think you have. And after you write them down, look at them and tell yourself as you look at those weaknesses that you have written down, and literally do it, say to yourself, "I'm going to transform that weakness into a strength and I'm going to start that transformation today.

Then you begin. Then you start doing it and that's important to you. Do what you just told yourself you're going to do. Then you already see that by saying what you're going to do, then doing it, you'll begin to develop a habit. You'll begin to condition yourself to perform and successfully. Now that's self-discipline. That's persistence and this is the road to success. Transform this weakness that you think you have into the strength because it's true that the biggest battle for success is to conquer yourself. The biggest battle is conquering one's self, and you've resolved right now, to conquer yourself. You're resolving right now to perform what you ought to perform, and you'll perform it without fail, because you've resolved that you're going to perform it. You see, a resolution once it becomes a habit, will stick with you forever. So you'll resolve to do something, you start doing it until it becomes such a habit with you that it stays with you all the time, and right now the problem with you is that you have accepted a suggestion that you've been following out of habit, allowing you to hold on to the very thing that's making you ill, emotionally. So you're going to begin by conquering your greatest weakness first, to prove to yourself that everything is possible, and then you gain the confidence to be successful in every other endeavor that you choose. And you realize right now that the battle against yourself begins with the resolution that you're going to change and it only ends after self-discipline has become engraved in your mind. It only ends after self-discipline has become so engraved and so conditioned into your subconscious mind that success is a subconscious habit that you simply cannot break the

habit no matter how hard you try.

You're beginning to think success right now, so much so that you're allowing it to become a habit with you. A habit that you can't break no matter how hard you try. How wonderful it is to begin to think success. It's really wonderful to decide you're going to be persistent in overcoming your problem. You realize that persistence is the direct result of habit and we are habitually persistent when we condition ourselves to be so. Now, right now, if you condition yourself to be a failure, you'll wind up being a failure. If you condition yourself to be a coward, you'll run away, you'll run away from life, and that's what we become, a failure, a coward. But realize this, if we condition ourselves to meet life head on, if we condition ourselves to persist, over and over, and over and over and over again, in fact, condition ourselves to enjoy persisting, enjoy it even in the face of failure, enjoy it even in the face of depression, then we've conditioned ourselves to be persistent. We've conditioned ourselves to be self-disciplined. We've conditioned ourselves to live and live more abundantly, and we've conditioned ourselves, incidentally, without even realizing it. And we've conditioned ourselves right onto the pathway of success. Now understand this, in this world, we either discipline ourselves so that we can handle the situation, or we discipline ourselves so that we can't handle them. I prefer to discipline myself to handle whatever comes and I assume that you prefer to discipline yourself too. If we want discipline, we must first learn to discipline ourselves, and if we want to be successful in every way, the quickest, safest, most rapid, most sure way is to turn our greatest weakness into our greatest strength, and we do this by self-discipline and persistence and resolution that we're going to change. Now I'm going to give you a moment of silence, and during this moment of silence, I want you to visualize yourself resolving to change for the better right now, picking out your main weakness and converting it in your mind, right now, into your greatest strength, as that moment of silence begins.....

Emerge

Stage Fight

Go deeper and deeper relaxed. Listen only to the sound of my voice. You have been afflicted with a problem, which for the lack of a better term, has been called stage fright. Why is it called stage fright? Because it is a fright that is peculiar to being on a stage, in front of a group of people. It is a common thing. Many people have suffered from it. Many people have conquered it. Fear of any kind is conquered not by force but by faith. By belief. By conviction. Stage fright is no exception. Once you believe you are completely safe, secure, self-confident, relaxed, comfortable on the stage, before a thousand people, ten thousand people, a hundred thousand people or even ten people, then you will have completely conquered stage fright. And this will be done in a very short time.

As a matter of fact, you will be surprised and amazed at how rapidly you will gain the self-confidence you seek. Self-confidence in any field is obtained by knowing that you know what you are doing in that field, and that is accomplished through constant practice. After all, if you were doing a particular act which you have done a hundred times before, or saying a particular thing which you have said a hundred times before, then you certainly have plenty of self-confidence with regard to that act or that person. The housewife is at home in her kitchen. The banker is at home in his bank, the doctor is at home in a hospital. A lawyer is at home in his courtroom. Even though the lawyer may not be at home in the hospital, nor, the doctor at home in the courtroom. The doctor may wonder why people are afraid of a hospital, "Why, I'm there all the time," he said. And the lawyer is perfectly at home in the courtroom, why should anyone have any fears about that? Yet, to be on the witness stand in the courtroom may be a very frightening experience, if it is the first time. Furthermore, if that first time in front of a group has been a traumatic experience, as I suspect it may have been for you, then each succeeding time carries with it that conditioning to fear. But fortunately we know what causes the fear. In stage fright, the fear is caused by a feeling of insecurity that we possess before groups, the feeling that we may in some way embarrass ourselves either because of poor

preparation, poor delivery, that we will be embarrassed or laughed at, or in some way fail.

Therefore, the easiest way to get rid of stage fright is to turn the tables on the audience. Winston Churchill once had stage fright, so Churchill visualized his audience in their underwear, what could be more ridiculous? And what could be more embarrassing? For the audience that is, to be clad only in their underwear. So, instead of them laughing at him, he laughed at them, in his mind of course. I would like you to visualize your audience as though they were in their underwear. Why, because it puts them on the defensive instead of you. If anyone is going to do any laughing, you are going to laugh at them, not the other way around and you make up your mind to that right now.

So, that is your first suggestion. You visualize your audience in their underwear. Certainly they cannot be laughing at you, if they are in their underwear. The second feature that makes the stage a frightening place to be is the fact that you are so outnumbered. There may be a thousand of them and only one of you. A thousand in the audience and only one on the stage. That can be a frightening thing, to be outnumbered one thousand to one. But you have something that is far more advantageous. You have the stage. You have the microphone, the stage and/or the microphone. The position you occupy is far more advantageous than all the positions in the audience. For you have the attention of the audience and so you are going to remember that since you have the attention of the audience and they do not have the attention of each other, whatever you say will affect them greatly. And it is far more embarrassing for them to speak out against convention, than it is for you to speak to them. So the second point is you have the advantage of the attention of the audience because you occupy the stage, the prominent position, and you are going to remember that.

Thirdly, there is not a bit of difference in talking to an audience of five thousand than there is in talking to an audience of one, because in each case, you address your remarks as though you are speaking to that particular person. As you gaze out over the

audience, you pick individuals and you ignore the rest of the group and merely talk to those individuals as you go around, looking at them right in the eye, speaking as if directly to them. And if your eyes pass over someone that you do not care about, or who is not paying attention to you, you simply ignore him and pick up someone's eyes who is watching you. For you are lucky, you have an entire group to choose from. You can certainly find someone to talk to.

Furthermore, you are lucky because you are the one who can change your vision at any time. You can move from one person to another at will. And you can move from one person to another at will. As you are looking from one to another addressing your remarks to that particular person, you can change and start talking to the entire group. But you are only talking to one at a time. It is true that if you have a larger group, you may have to project your voice further. You may have to slow down your delivery. Certainly a delivery in a stadium with a hundred thousand people and speakers all over has to be very slow and deliberate, with many pauses and in a room with one hundred to two hundred people, you can go much faster. But, basically you are still talking to one person. And the ratio is not 1, but 1 to 1. One speaker on the stage, one audience in the seats.

And so you are really talking to one. You are not talking to 5,000. You have one audience and the ratio is 1 to 1. Now by being completely prepared in every way so that you know what you are going to say, you know what you are going to do, you know how it is going to be done and you have practiced and rehearsed it until you are letter perfect in it. Then you come to the stage to begin with, with an air of confidence and self assurance that other members of the audience would never have. After all, you know what you are going to say. They do not. You know what you are going to do. They do not. So you are ahead of them all the time and you stay ahead, completely and in every respect.

Now I want to recapitulate exactly what I have told you. You, first of all, you visualize the audience in their underwear. You put them at a disadvantage. Secondly, you get the attention of the audience and keep it. Thirdly, you remember that it is one to one, one of you and one of the audience. And you speak to one person at a time. Fourth, and

perhaps most important, you have adequate preparation and now that you know that, you know what you can do, what you are going to do and know what you are going to do comfortably, confidently, full of self-confidence, you relax your body, concentrate your mind and speak. Easily, comfortably and confidently, and that is exactly the way you will perform each and every time. You will be surprised and amazed at how wonderfully you do.

Emerge

Stop Smoking (One Session)

The reason you are here is that you have made up your mind. You have made a final decision to stop smoking completely. And you have made up your mind to stop smoking now, not tomorrow, not next week, not next month, not next year but this very moment. You will not allow any exceptions to this decision, because you honestly and truly want to stop smoking completely, forever.

Why do you want to give up smoking so strongly? You know when you think about it. You think about the difficulty that smoking brings. Maybe your doctor told you to stop. Perhaps you suffer from a chronic cough, or pains in the chest. Maybe you're thinking about smoking, cancer or emphysema. It doesn't make any difference. The point is you made a final decision to stop smoking FOR YOU and that final decision is that you're going to stop now.

The motivational factor is very important in any habit breaking. You realize this and since you have no need of smoking, you are giving it up. But what are you giving up? You're giving up a cough, you're giving up pain, you're giving up trouble, you're giving up all the things you don't want, including smoking. You're giving up the things you don't want, in order to get the things you do want: Relaxation, rest, a feeling of security, happiness, all the things that you can find as a non-smoker.

Now as you sink deeper and deeper relaxed, farther and farther down, all the sounds fade away into the distance and you pay attention only to the sound of my voice. Listening carefully to the sound of my voice for all of the suggestions that I'm going to give you take complete and thorough effect upon your mind, body and spirit. Now, nicotine is poison. It is one of the most powerful poisons on the face of the earth. A very tiny amount would be enough to kill a horse, let alone a human being. Fortunately, nicotine is not too concentrated, even in cigarettes, but it is present and you are taking poison, even minute amounts of poison. You are still taking poison every time you smoke. Now, you don't need any poison. You need poison like you need a hole in the

head. You're going to do positive things from now on. There are many positive things you can do and positive things you can eat and drink. You can exercise moderately and comfortably. You can take brisk walks. You can relax and enjoy yourself. There are millions of things you can do to maintain a wonderfully relaxed, peaceful, calm, tranquil, placid existence without taking poison. As a matter of fact, poison doesn't really make you tranquil or peaceful or placid ... poison really makes you more nervous. Poison really brings you closer to death. Poison isn't good for people at all. It's only good for things we want to kill off, like rats and unless you think of yourself as a rat, then you are trying to kill yourself off and you don't need poison. If you do think of yourself that way, that suggestion is removed. You don't need to punish yourself. You are not guilty of anything. Now, those ideas are gone and finished once and for all, and you don't have to think about them ever again, and just as those ideas are gone, that supposed need for poison that you thought you had is gone right along with them. You are going to let the whole thing drift away. You don't need any of that, you don't need any poisons, either cigarettes, unnecessary pills or excessive alcohol or any of that. What you do need is relaxation, comfortable and cool relaxation.

During this time you sink down deeper and deeper. You relax more and more, you enjoy life more and more, you feel more and more comfortable in every way and you're beginning to lose the desire for tobacco in every and any form, for it's starting to leave and very soon you will be surprised and amazed to find out that you no longer require tobacco in any form, nor do you need any type of poisons in its place. You are through with poison, you literally turn your back on it. Poison in all its forms, you walk away from. You will relax comfortably while driving home. You walked away from poison in all its forms. You walked away from poison in the form of unnecessary pills, in the form of excessive alcohol, in the form of tobacco.

Now as you sink deeper and deeper relaxed, all of the sounds fade away in the distance. You pay attention only to the sound of my voice. Now, every person who has smoked a cigarette in the past has connected smoking with other activities.

Some people feel that they have to smoke when they first open their eyes in the morning, or when they go to bed at night, or immediately after dinner, or when they are driving in a car, or when at work, or when not at work, or when watching TV, or when not watching TV, or at a ballgame, or in any other situation. They associate smoking with some activity or with something else they are doing and because that other thing happens, it triggers a mechanism which causes one to reach for a cigarette. Now we are breaking up all of those mechanisms, we're destroying those mechanisms right now. If you're one of those people that used to smoke when you first got up in the morning, that is all going to change for you. Instead of that, you're going to desire a cup of black coffee or a glass of orange juice immediately. It'll be a compulsion for you. If for any reason that doesn't satisfy you, because maybe you're a diabetic or allergic to coffee or something, well then, you can pick whatever suggestion you want but, whatever it is, it's inconsistent with smoking, and from this moment on, smoking in the morning will be the most horrible thing you can think of. It tastes terrible, it's revolting to think you put poison in your mouth the first thing when you get up in the morning, and smoking after dinner is even worse!

Imagine eating a wonderful dinner, then killing the whole taste of the dinner with a cigarette. Nothing could be worse than that. You want to bring out that flavor. Maybe with a cup of coffee, maybe with a glass of milk, whatever. But the one thing that you don't want is a cigarette - that's for sure! You never smoke in bed. Everyone knows how dangerous that is. But smoking at any time is a dangerous activity. It's dangerous to your health, dangerous to your lungs and if there was any possibility of reward for living dangerously, that's different. You don't get any medals for smoking. On the contrary, smoking to you is not only undesirable, unpalatable, it's stupid! And you don't like it. Whatever special situation was connected with cigarettes or tobacco in any form in the past is now completely revised. Cigarettes for you are a thing of the past. There's no special situation, either dinner, after dinner, when working, when not working, when relaxing, when tense, when upset, when calm, when in the morning, in the evening - none

of those situations call for a Cigarette. They don't have anything to do with smoking.

There's a million ways to calm yourself, if you're tense. There's a million ways to enjoy the calm when you want. When you're working, cigarettes would only get in the way and take time and concentration away from your work, and when relaxing, they also keep you from relaxing by taking your mind away from relaxing, and you're relaxed completely and you sink deeper and deeper down and you let these suggestions take complete and thorough effect upon your mind, body and spirit. But, most of all, it's not the acceptance of these suggestions of smoking, but it's the acceptance of a suggestion that we're breaking up - all the connection between smoking and any other activity which occurs in your life. From this moment on, there's no other activity that occurs in your life that requires smoking. There's no other activity in your life that goes better with cigarettes. In fact, from this moment on any other activity in your life, whether it's waking, sleeping, work or play, dinner or drinking, cocktail parties or relaxing they all go better without smoking. They go better with lungs full of fresh, clean air. They go better with a good blood supply, they go better without the coughing and the sputtering and the lung problems, they go better with health. Everything goes better with health. So, all those connections are broken up and the newest connections are made. The new connections are completely inconsistent with tobacco in any form. And you're going to remember that. *So*, from this moment on, it's going to be very easy for you because you've lost the desire for tobacco in any form, at anytime, at any place, under any conditions, in any situation.

Now as you sink deeper and deeper relaxed all other sounds fade away in the distance. You pay no attention to any other sound but the sound of my voice and you sink deeper and deeper and deeper and deeper and deeper. You know that not only can you stop smoking but there's no ill effects from stopping. Not only have you stopped smoking, but you've lost the urge. You couldn't care less about it anymore. There's no point in debating about it. You won't smoke. You couldn't smoke no matter how hard you tried. It is already set that you won't smoke. It's completely set and finished that you're through smoking. You hate cigarettes. You can't stand them. In fact, you stubbornly

refuse to smoke. You stubbornly refuse to smoke no matter what urges, no matter what feelings come up, no matter what things may happen, no matter what feelings come up, no matter what nervousness or any other thing happens you deal with your problems very effectively, you deal with all your problems effectively whatever they are and in no case do any of these things call for smoking. Not anymore. In fact, there's no situation that could possibly arise in your life that could break down your stubborn refusal to smoke. How nice it is to be so stubbornly strong. This is a good kind of stubbornness and you stubbornly refuse to smoke. There's no point in debating about it. You won't even listen to the other side. You're through arguing. You've made your decision and you're sticking to it. Because that's the way it is. It's set, you're through with smoking. It's set that you're through with cigarettes. It's set that you're through with tobacco and you stubbornly refuse to change your mind under any circumstances. You have a mind of your own and you have set it. And you are through with tobacco in any form. You're through with smoking anything. You hate it. It's filthy. It's dirty. It's expensive. You don't like it. You don't need it. You don't want it and you stubbornly refuse to smoke. No one can tempt you. No one can change you. There's no debating it because you have set it. Non-smoking is a wonderful new way of life for you. It's not only just enduring, it makes you feel better and enjoy the life you are living. The vacancy that some people report following a smoking period that they have eliminated. That vacancy is filled. You've filled it with whatever you want to fill it with. How wonderful. You can use that time, any way you want to. The time you used to spend poisoning yourself with tobacco now is yours. You've given up the poison and stubbornly refuse to take it back under any circumstances. You are now going to use that time productively, in any way you choose.

You've never felt better and you're going to feel even better yet. Your lungs are healthier. The air is cleaner and your body is more vigorous and full of life because you have gotten rid of all that tobacco poison and nothing nor no one can ever make you take it back because you simply, stubbornly refuse it. You're through with the poison. You hate it. You've really always hated it because it's filthy and dirty and it makes you sick.

Consequently, you've made up your mind, it's set. There's no point in debating it at all and you stubbornly refuse it. You have reached an important fork in the road of your life today. I want you to imagine that you are standing at that fork. As you look down the road that leads to the left, you notice that it is a cold barren unfriendly road. The sky is dreary and a cold drizzle is falling. The trees are barren of leaves and the grass has long been replaced with cold hard rock. A cold wind blows the mist and drizzle. It's a dead place. This is the road of a smoker.

This road leads to pain, suffering and early death. It's a sad road. It's cold, lifeless and dead. As you turn from that road and look down the road to your right, you see a beautiful road. The sun is shining brightly in a deep, rich blue sky. The trees are full of leaves and the grass is lush and green. This is the road of a non-smoker. And as you begin to walk down this road you feel a warm gentle breeze playing in your hair. With each step you feel yourself feeling healthier and healthier, stronger and stronger. This road leads to a longer, healthier, happier life. With each step you feel more and more alive and more and more convinced that no one could ever again make you go back to that other cold, dreary, deadly road of a smoker. You choose life, the long, healthy strong life of a non-smoker and no one can ever change that. Congratulations, you are now a non-smoker, and will remain a non-smoker for the rest of your life.

Emerge

Stuttering

Now, let yourself sink deeper and deeper relaxed, letting yourself completely go with every breath you take. I want you to realize right now that you are getting better and better with every single day that passes. You are going to be surprised and you are going to be amazed that with every single day that passes, you are going to be speaking more and more clearly. With every day that passes, you are going to be speaking more and more distinctly, and with every day that passes, you are going to be speaking more and more confidently, building your self-esteem ... building your self-acceptance.

Now, you no longer have a need to hold back anything. You do not have to hold back anything at all. As a matter of fact, you are even through holding back words. You are ready to let those words be formed in your voice box easily and completely. Ready to let them come right on out as fast as you can think of the words, you just say them ... those words come out easily ... those words come out correctly ... those words come out comfortably, and they come out with confidence as you speak them. They come out calmly and in a relaxed manner ... as you just feel yourself going deeper and deeper knowing that you are able to say anything, anytime you want to.

Now, it makes no difference what the occasion is ... it won't make any difference whether you are by yourself ... it won't make any difference whether there are strangers present. It will not make any difference whether the whole room is full of familiar faces. You are just going to let words come right on out whenever you want to speak them. It will not make any difference whether you are alone in your room or there is a group of people around, or whether you are just talking to one person, but the words will come out ... and they will come out easily. They will come out clearly, and they will come out without hesitation at all.

Now, you realize this one thing ... right now ... you don't ever have to feel frightened again. You don't ever have to feel scared again. You do not ever have to hold anything back again. You do not ever have to feel anxious again ... in fact...you do not

need to have any negative emotions at all ... because negative emotions only hinder you, and you are through being hindered forever. Now, you are going to find that you are going to speak clearly and normally in every way, and you are going to speak wonderfully.

You are just going to let those words come right on out and you are going to be surprised, and you are going to be amazed at how comfortably you can speak, how clear your pronunciation is going to beand you are going to speak better and better with every single day that passes ...speaking well under ANY and ALL circumstances ... ANY and ALL conditions ... and so you just let yourself go deeper and deeper and deeper relaxed now.

Deeper and deeper relaxed, farther and farther relaxed, letting all these thoughts and all these suggestions just permeate your entire mind and body, becoming permanently sealed in the deepest part of your subconscious mind, and as you sink deeper and deeper, I want you to literally visualize yourself letting all these suggestions take complete and thorough effect upon you in every way. Visualize yourself right now, speaking clearly. See yourself speaking easily and confidently and I give you the suggestion that every time you close your eyes, you will let yourself see yourself speaking confidently, speaking clearly, speaking well and distinctly in every way.

In fact, you are going to be speaking very well, and it becomes a compulsive habit to speak well. You enjoy speaking normally. In fact, you begin to enjoy the English language. You enjoy all the intricacies of good speech, as you learn more and more about speaking. You enjoy learning. You enjoy using all the subtleties of feeling an emotion that goes along with the words that you want to express. You are going to be surprised and amazed in every way ... and I remind you that it makes no difference whether you are alone, it makes no difference whether you are in front of a group, you will be surprised and you will be amazed at how well you are doing and how well you speak in any and all situations ... and you will continue to speak well as your progress becomes better and better and greater and greater ... Now let yourself accept every suggestion that I give you

for you are ready, right now, to leave your hostility behind. You are ready, right now, to let all the fear that you have had just pass away ...you are ready to let all of your problems collapse and melt away. Because right now, the holding back of words or conversation in any way, is behind you. It has outlived its usefulness. For now you know that you can speak clearly. You know that you can speak normally. You know that you can speak your mind comfortably. You can speak distinctly. You can speak confidently in every way. In fact, your mind literally carves each word you speak clearly and distinctly before you let it fall from your lips, and you accept the suggestion right now that you are going to do a wonderful job speaking the English language no matter what the situation is.

Or any language for that matter ... you will always be relaxed and calm and you will always be amazed at how well you do ... Now, that scared little one who stuttered, is no longer you. That person that stuttered is gone. That person is in the past ... and indeed, that little scared one's place is now taken by an adult thinker and that adult thinker is fully confident in every way and fully aware of all the situations around you, and this new you is able to cope with every situation completely and confidently, and in a very relaxed manner ... and at the same time you are able to use the utmost of your ability ... you are able to use the intricacies and the subtleties of the English language carefully and clearly.

Even courteously in all situations, and very confidently, and all these suggestions I have given you in the past also take complete and thorough effect upon you in every way, and are reinforced with every day that passes ... every suggestion that I have given you is permanently sealed within the deepest part of your subconscious mind, never to be removed.

Now allow yourself to be extremely self-confident right now ... for you know that you are going to improve with every day that passes, knowing that you can roll forth with the most difficult of speeches, and you can make it sound easy, and actually now, you can think easily on your feet. You can speak extemporaneously, as well as from a prepared speech and nothing whatsoever can stop you. Nothing whatsoever can make you feel that

it is difficult in any way. Nothing whatsoever can hinder your speech because all of that is past, and this is true, you are going to be able to express love, you are going to be able to express hate, you are going to be able to express envy. You are going to be able to even express jealousy ... and in addition, you are going to be able to express kindness, you are going to be able to express goodness.

You are going to be able to express anything that you feel ... Now this does not mean you will always be expressing negative emotions ... much to the contrary, you are going to be able to say whatever is necessary. If you have to express a negative emotion, it will come right on out, but you can express them forcefully. You can express them with a little bit of anger if necessary. You can have the ability to speak clearly and distinctly and confidently in a relaxed manner.

Now, you allow yourself to accept everything, every suggestion that I have given you, as the absolute truth to you, and you realize during this moment of silence which I am going to give you that you can speak well anytime you choose, and you choose to begin today. So that moment of silence to contemplate the suggestions that I have given you and to allow them to be reinforced begins now ...

Emerge

Success In Life

Now, from this moment on, nothing disturbs you and nothing bothers you. You just continue to let yourself sink into a deeper, deeper relaxed state continuing to allow yourself to go into a deeper and deeper hypnotic trance becoming farther and farther relaxed with every breath you take. So your body relaxes and your mind concentrates on the sound of my voice and you imagine what I suggest to you. Your mind is interested only in the sound of my voice and you listen expectantly for the suggestions that I am about to give you. For you see, your sense of imagination is heightened and you imagine whatever I suggest to you, as you become more and more relaxed with every breath you take.

First, you imagine yourself to be a success. Imagine yourself to be a success just like you have in the past, only this time you can imagine yourself to be a success a lot better, because you are already beginning to believe it. You want to be a success. That's one of the reasons you are here. *So*, as I give you these suggestions, you continue to imagine yourself to be successful in every way. You see, in order for you to be a success, you must first imagine yourself to be a success and since you are what you believe yourself to be, you believe yourself to be a success in every way. And picture yourself successful in every way and since you become what you think about all day, you think success, you feel success and you concentrate your mind on being a success.

Now, you know this, when a concert pianist plays the piano he concentrates his entire mind on playing the piano, he is not just wondering if he will hit a wrong note or perhaps what is going on in the audience. He is concentrating his entire mind on playing the piano. He is not concentrating just part of his mind on playing and part of his mind on the fear that he might not do it right, he's concentrating his entire mind on playing the piano.

Well, not too long ago, there was a fourteen year old girl from San Francisco. She swam the English Channel. She was the youngest girl ever to swim the English Channel.

And you know what, she did it under hypnosis. She concentrated her entire mind on swimming the English Channel. In fact, she concentrated her mind so much on swimming that English Channel that she had already swam the channel in advance in her mind before she ever got in the water. It was an accomplished fact in her mind before she ever got in the water. Now do you get the significance of what I am saying? Swimming the English Channel was an accomplished fact in her mind. You see, swimming the English Channel was already an accomplished fact in her mind before she ever got in the water.

You see, Henry Ford had to conceive that Ford in his mind before he ever built it. Thomas Edison had to see the electric light in his mind before he ever designed it. Now, for you, being a success is an accomplished fact, in your mind, before you ever begin. For you see in the case of that young swimmer, if part of her mind had been concentrated on fear of what might happen if you didn't make it, then she would have been sapping her own strength. She would have been reducing her own power and her own ability. Now, the truth of the matter is that each of us saps our own strength to a certain extent. We sap our own strength depending upon the amount of fear that we allow to creep into our minds. And, you know, sometimes we even get afraid to let go of that fear. We fool ourselves into thinking that maybe fear is a good thing. Maybe it will motivate us. We say maybe if I am afraid I'm going to be poor than I'll have to strive to be rich. Well, nothing could be farther from the truth on that.

Now I'm going to ask you a question and I just want you to silently think of the answer. When can you accomplish what you want to do, when can you accomplish what you want to accomplish? Well, the answer is when you get rid of the fear that you might not accomplish it. Now, there are three negative emotions anyone of which can keep us from accomplishing what we want to accomplish. And these three negative emotions must be eliminated; they must be eliminated from your mind, right now.

Eliminated right now before we can ever get started on self-improvement. And these three negative emotions don't do anything except hold you back. And these three

negative emotions are fear, anxiety and guilt. And, certainly, you realize right now that the last thing in the world that you want are these three negative emotions of fear, anxiety and guilt. In fact, you're so anxious to get rid of them that we are going to remove them from your mind right now. But, before we remove them, I am going to show you how to recognize them so you will never allow them to creep back into your mind again.

Now, the first emotion is the biggest one, FEAR. I'm afraid. You see fear usually creeps back in the form of motivation. You say to yourself, "Oh, it's good for me to be afraid, it motivates me." That brings me back to the example that I gave you a minute ago, maybe if I am afraid I am going to be poor, then I will have to strive to be rich. Well, that's ridiculous. For you see, fear only motivates people to panic. Fear only motivates people to panic and you know that is true. Oliver Wendell Holmes once said, "One shouldn't allow a man to yell fire in a crowded theater." Well, of course we shouldn't! Why? Because it makes people afraid and what do they do when they get afraid? They panic. They lose their reason. They rush for the exit even though it is blocked and they pile up behind the door and they die, because they panicked.

You see, fear doesn't motivate people, it paralyzes them. Emotion takes over. When emotion takes over, reason flies out the window. So therefore, right now, right now, you allow yourself to accept the suggestion that all fear must go. I don't care what you are afraid of, fear must go. It doesn't do you any good at all, it doesn't do you any good at all, it doesn't do you a bit of good.

Now, anxiety. You know anxiety is just another word for worry. And really, successful people have no need to be anxious. Why? Because they learned to channel their energy in positive attitudes, positive planning rather than let it go to waste in the form of anxiety or worry. You know, anxiety just clutters the mind. Anxiety just confuses the mind and you know that is true. Think of the person on a television quiz show who knows the answer but because he is so anxious the answers are blocked from entering his conscious mind and he misses the question. Then, immediately after leaving the stage, he recalls the answer. You see, anxiety blocked his conscious recall and it made him

inefficient. You have had the same thing happen to you in a group meeting before. You started to introduce someone whose name you knew ten minutes earlier, but now you were a little anxious, and your mind became confused and you couldn't even recall the name you wanted at the correct moment. In fact, many a business man has spoken in front of a group of people and after sitting down, finishing the speech, he remembered a lot of good points he should have said to make his speech more effective. Now why does this happen? Because we allow this negative emotion called anxiety to confuse our minds and the amount of energy we waste through anxiety could make us a lot more effective and successful ... So you see, anxiety has got to go. Fear and anxiety are emotions that do nothing but injure you, and you can't afford them any longer. So we are going to remove them.

But you know what? The most insidious negative emotion of all is guilt. Now guilt comes later. Guilt is kind of a, well, it's kind of an after-the-fact emotion. You say I feel guilty because I made a wrong decision, therefore, I ought to punish myself. You see, guilt calls for punishment, we know that is true from our court system. If a man is found guilty, punishment follows. And sometimes this guilt emotion is very subtle. It's almost forgotten from the conscious mind, but not the subconscious mind. I feel guilty because of something that happened a long time ago in my childhood, doctor. I didn't do the best for my mother. I didn't do the best for my father or my brother or my sister. Or, I could have done this, but I didn't. I should have done that, but I didn't.

Now, what are we going to do about all of this guilt? Guilt tells us we should be punished. This guilt feeling makes us certain that we don't deserve all of the good things of life. Guilt makes us certain that we don't deserve to be a success. And if I don't deserve to be a success, I've got to prevent it. Do you see how insidious that emotion is? It comes on later. It's kind of an after-the-fact emotion. It gives you the "I don't deserve" complex. It gives you the "I must punish myself" complex. Yes, and how can I punish myself? By never achieving the goals for which I'm striving. So right now you allow yourself to realize that you can well do without fear. You can do without anxiety. You can do without guilt. For you now realize that you can't start your car on the road to success, if

you've got three feet on the brakes. So right now you're ready to remove those three feet off the brake. You are ready to remove those three negative emotions which have only been holding you back. So I'm going to count to ten. And as I count to ten, I'm going to remove those three negative emotions from your mind permanently, never to return.

Now you know how to recognize them. You know how to recognize them right now. You are not going to let them return once I remove them. You are not going to allow them to return once I remove them. Now I'm going to count to ten and at the count of ten, these three negative emotions are removed completely from your mind. Now you don't really need them at all, you never did need them and even if you did feel like you needed them in the past, the reason for needing them has outlived its usefulness. That's all in the past.

Now, maybe you thought you had to be afraid of something in the past. Well, if you did, the reason has outlived its usefulness. Maybe you thought you had to feel guilty. Those emotions may have been useful at one time but their usefulness has expired. Their usefulness has gone. Their usefulness has collapsed and melted away. For you realize you use to worry but you now realize you don't need to worry anymore. You use to be anxious. You even use to feel guilty. But now you realize you don't need to punish yourself any longer.

So on the count of one, these emotions are now going to be removed permanently from your conscious and subconscious mind. Two, they haven't been doing anything but holding you back. Three, they have been holding you back because you were afraid to recognize them. Four, but now you realize you have allowed them to interfere in your life long enough. Five, and once you've removed them from your mind, you're never going to allow them to creep back in. Six, you're going to be surprised and you're going to be amazed at just how quickly this is going to work for you. Seven, for you realize that never before have so many blocks been removed so easily and so quickly. Eight, and you're in a hurry to get rid of them right now. Who needs them? Nine, just feel them going already, you can almost feel them getting ready to leave you and you are letting

them go. We are getting rid of every single one of those negative emotions right now. Now take a real deep breath. Do it right now. Breathe deeply, that's it, all the way in and all the way out as you relax and let go. Let go! Let go! Let go! and ten. Relax completely and breathe normally in every respect as those negative emotions leave you completely.

Now relax and relax deeply. Relax completely because you are going to be surprised and you're going to be amazed at just how wonderfully efficient you're going to operate in the coming week, now that you have allowed all three negative emotions to leave you completely. Now go out with confidence. You feel comfortable outside, you are always in control. You are loved. People like you.

Emergence

Suicide

Now as you sink deeper and deeper, more and more relaxed, deeper and deeper relaxed. I'm going to give you some suggestions in hypnosis and these suggestions take complete and thorough effect upon you. For the first time in your life you have some idea, some inkling of why you really thought about committing suicide. I don't care WHAT you thought it was in the past, that was wrong, and we know that was wrong because otherwise you would have realized that suicide is not the answer to the problem, and you wouldn't have thought of it. Therefore, this IS something in which suicide is a sort of answer to the problem. The only reason people do things is because they feel that it is an answer to the problem, and when they don't think so in their conscious mind, they do believe it in their subconscious mind.

The truth of the matter is, that the reason for contemplating attempting suicide is because you believe in your own mind that you were already dead. I don't care how fantastic that seems, that's exactly what you had in your mind. And to an extent still do. Because, you were attempting to bring your body into conformation with the belief that was in your mind. Now this has to be distinguished from a death wish, a person who wants to be dead, he wishes he were dead, because the pain is too great, and this is too bad or that's too something else, that is something entirely different.

You have probably heard plenty of people say, "Oh, my gosh, I can't stand anymore of this, I wish I was dead." Dead in order to get away from the problems of everyday life, the slings and arrows of adversity. But you remember in Shakespeare's Hamlet, when Hamlet considered suicide on this basis: "To be or not to be, that is the question," he also considered to dream, "perchance to dream, aye, there's the rub." What kind of dreams would be in this sleep of death?

You see, one never realizes, one never knows, it might be that in the sleep of death the situations would be even worse than they are in life. That in this sleep of death, then you'd really endure all sorts of hell. That's what comes to everyone's mind who

considers suicide on the basis of a death wish, and that's why once that is considered, the idea of attempting suicide is dropped. I'm talking now about a genuine suicide attempt. Not about the attempts in order to get attention, not about the attempts in order just to have someone run over and be sympathetic, I'm talking about genuine attempts to end ones life. So these genuine attempts to end ones life are not on the basis of a death wish, and they are not on the basis of getting attention. They are perfectly logical. If a person believes in his own mind that he's already dead, then it makes sense to attempt to get the body to conform to the belief that the mind already has. After all, if you believe yourself to be a plumber, you're going to go down and buy overalls, so you'll look like one. If you believe yourself to be a doctor, you buy a business suit or maybe a white coat. You clothe your body with the type of clothing that corresponds to the belief your mind has of what you, yourself are. And this is just as true whether it's a belief you're dead or whether it's a belief that you're a physician. Now you know this is not a death wish, because you want to live. You say, "Well, why can't I just change my mind and conform my mind in line with what my body is? My body is alive, I'll make my mind alive. That's the easy way."

The answer is, of course it's the easy way, that's exactly what we're going to do. But it's not so completely easy because we don't know exactly how you got the idea in your mind to begin with that you're dead, when consciously you know very well that you're alive. If I ask you right now, are you alive, you will say, "Well, yes." But your subconscious would say no. Because your subconscious would reason. There was a time in my life in which I knew I was dying and I accepted the belief. I could not help myself and no one else would help me, and, at that particular age level and at that particular time, I really felt I was dying and accepted the thought that I was dead.

There is only one way we get a thought out of the subconscious mind, and that's to get it out the same way it went in. You were hypnotized, if you want to use that word, hypnotized into the belief that you accepted yourself to be dead. And your symptoms, the symptoms for which you came in here, began at that time. And you've been trying one way or another to make your body conform to the belief ever since and we're now going

to remove that idea from the deepest part of your subconscious mind.

Just as soon as we can get you back and age regress you back to that particular time in your life where all of this started. But that is not all we're going to do. The first and foremost thing I'm going to do, is to give you a suggestion right now. And that is to absolutely prevent any further suicide attempts or thoughts. Absolutely and unconditionally prohibit you from attempting suicide in any way until we get this straightened out. And here is how it works.

From this moment on, if even the slightest urge comes over you to think of doing away with yourself at all, immediately in your mind's eye, it will flash that the only reason that you want to do this is to conform your body with your mind's idea of yourself and your mind has accepted the fact that you are dead, and that you have a therapist who is curing this problem and leaving it in his hands and you are not going to be your own therapist and do yourself in. You are going to say, "Wait, that is something for the therapist to do, he will take care of that. That is why I'm paying him and that is why I am going to him."

So from this moment on, you are absolutely, unconditionally prohibited from any suicidal attempt whatsoever, direct or indirect, disguised or undisguised. But that doesn't mean you are through. Oh no, you have just begun, because we've got to get to the very time, the very incident, and there IS an incident in your life in which your mind has accepted the fact that you are dead. You believe yourself to be dead and you have believed yourself dead from that moment on, because you realized at that moment, at that time in your life, at that age and with the mind of that person at that age, that you were in a position that you were totally helpless, you couldn't help yourself and no one could help you. You thought you were dying and you thought you did die.

And that suggestion sealed itself in the deepest part of your subconscious mind and we are going to remove it. As soon as we find it. And so, I give you the suggestion that you are going to have a dream. You are going to have a dream, a very vivid dream, a

dream so vivid that it wakes you up in the middle of the night. And that dream is going to be about that death incident, the incident where you really thought you had died. And not only is it going to come to you in a dream, but you're going to write it down as soon as you wake up and you can't go to sleep until you write it down.

You write down every detail, writing on one side of the page only and writing clearly and you bring it to me the next time you come. And the same incident will pop into your head in the waking state. And you may have one incident or you might have even two. There may be more than one. But there is at least one and it will pop into your mind from the deepest part of your subconscious when you least expect it. In a dream and/or in the waking state. And you write it down, completely and in every detail and bring it the next time you come. Because we're going to take you back to that incident, we are going to take you back and you are going to relive it and you are, surprisingly enough, going to realize that you did live through it.

And now I want you to rest and I want you to sleep and I want you to relax. Really relax. Completely in every way. For in a few moments I am going to give you a period of silence and during this period of silence these suggestions will take complete and thorough effect upon your mind, body and spirit. And that period of silence begins now ...

Emerge

Temper

Now as you sink deeper and deeper relaxed, deeper and deeper relaxed, all other sounds fade away in the distance and you are interested only in the sound of my voice and you sink deeper and deeper and deeper and deeper with every breath you take. How many times have you probably heard someone say, "Why don't you control your temper?" What is more important than controlling the temper is finding out why the temper needs to be controlled. Everyone of us has a temper of some sort. We even use the word "temper" in connection with steel. We say we should be tempered. And we talk about an "even temper:" "Even" having two or three meanings, evenly distributed, that's one meaning of even, then there's another meaning, meaning that we don't allow ourselves to get out of control. What is this business called control? Basically, it's a state of reason. When the emotions get too strong for the state of reason, then we fly out of control, obey only our emotions and we are said to have lost our temper. So temper is a good thing, tempered steel makes it stronger, it's when we lose the temper that the trouble begins. And we don't want to lose our temper.

So we wonder why it is that occasionally we do lose our temper. We lose our temper because we allow an emotion to get out of hand. How does that happen? An emotion gets out of hand not because of the severity of what's happening around us, but because that thing that happens around us, triggers an emotion in our past. For example; if you had a reason, a long time ago, to really hate someone, to really get mad and want to fight, but you couldn't fight them, and you were beaten down. Maybe you were in a bad auto accident and you would have liked to have lashed out at the person who ruined your car and cracked you up. But you couldn't lash out at them, you couldn't at the time and you can't now. So when an opportunity comes, the trigger mechanism fires you off. You can lash all the hostility out at this new individual and take it out on them instead of out on the individual that you really wanted to express the hostility toward. Maybe you were raving mad at mother or at father or maybe at the boss or someone else. And along comes

a waiter or a telephone operator, a patient, a client, someone with whom you come in contact that you have the edge over and that you can either verbally or physically beat up. Someone who can't talk back to you. Someone who can't give you trouble. And so you have found an outlet for your temper, for your hostility. Because here is a place where you won't get hurt and you can let the hostility out. And so the hostility goes and you have lost your temper. Now one of the ways to prevent this is to control it. One of the ways to hold it back, is to say, "I'm not going to let that happen." But that's like slamming down a lid on a boiling tea kettle. It only makes it worse the next time. And you found that out. You know that's true. Now another good method for controlling the loss of temper, is when it looks as though it's imminent that you might lose your temper, you will suddenly see in front of your mind the real person or situation where you felt the hostility. The real person you're mad at, and you'll say to yourself, "Wait a minute, I'm not mad at this individual that's confronting me now. The only reason I'm losing my temper now is because of this trigger that reminds me of the incident in the past where I would have like to express my hostility but couldn't." Now that's something you're going to say to yourself and it's going to prevent a great deal of the loss of temper. Especially in unfortunate situations.

But there is still another important area, and that area, and. possibility for control, involves releasing hostility in other ways. Letting the steam out of the boiling tea kettle, rather than holding it back. We're going to put an escape valve, so you can let off steam (we even use that expression, we say, a person needs to let off steam now and then, and that's especially true for you). Now there are many ways of letting off steam, I don't propose to give you suggestions on just exactly how you can do it, but I do give you this suggestion and that is, you're going to find particular ways of letting off steam and you're going to let it off. So that you don't blow up as you have in the past and as you're threatening to do in the future.

You can put up a punching bag and punch the hell out of it whenever you want to. You can label that punching bag whatever you want to, hang a sign on it and get it out of

your system. Another thing you can do, every morning from 7:00 to 7:05, or at any other particular five minute period that you pick for yourself, you can let your hands form a fist, a very tight, clenched fist and drain the hostility right out of your system every single day at the start of the day. And do it again half way through the day with another 5 minute period and do it again at the very end of the day. So that three times a day you're draining off this hostility, hostility that you don't need and the hostility that you might otherwise express against people who cannot defend themselves. This is a much better way to control temper, for this eliminates the emotion behind the temper, behind the action and takes away the power, takes away the power from behind the hostile feelings, so that there is no more pressure, pressing you to express your hostility.

And so all these suggestions take complete and thorough effect upon your mind, body and spirit and seal themselves into the deepest part of your subconscious mind, making you calm, serene, relaxed, comfortable and feeling wonderful in every way. Now sleep deeply and let all these suggestions seal themselves in the deepest part of your subconscious mind, making you calm, serene, relaxed, comfortable and feeling wonderful in every way. Now go deeper relaxed and let all these suggestions seal themselves in the deepest part of your subconscious mind.

I'm going to give you a period of silence for this to occur. That period of silence begins now ...

Emerge

Tension

Now tension is the opposite of relaxation. No one can ever relax and feel comfortable when they are tense. You must relieve and release tension in order to relax fully and completely. Talking about it won't do it. To release emotion, you have to let go. You have to feel the emotion flowing right out of you. You have to actually relieve yourself from energy by releasing it to the outside. Otherwise it will overflow on the inside and cause symptoms. That's called the organization of symptoms, the organization of energy. This excess tension leads to symptoms in the very body organs that need to be relieved of the tension.

Now, there are many ways to release tension. You can express hostility in a socially acceptable manner. You can punch a punching bag, you can beat the drums, you can paint a picture. You can throw things, beat things or vigorously clean a house. You can tear down or destroy something that needs to be torn down or destroyed. You can slash or cut up something that needs to be slashed or cut up. You can hunt. There are hundreds of ways.

Perhaps one of the best ways is through sexual intercourse. As the old saying goes, sex does relieve tension. And the more of it you have, the more tension is relieved and released. It is very difficult to find a tense person who has an extremely active sexual life. It's virtually impossible to reach five or six climaxes a day and remain tense. One just can't do it. Likewise it's impossible to run a mile, play a full set of tennis or swim the channel and remain tense. Good strong heavy physical exercise relieves tension and enables the mind, the body, and the spirit all to relax. Relaxation is good for you, but in order to accomplish it, you must first release tension. Rather than relieving tension by just one method, it's better to relieve it by all the methods combined.

Therefore, first, express whatever hostility and anger you feel in a socially acceptable way. Two, engage yourself in healthy but strenuous exercise in which you become good and physically tired. Three, keep yourself physically fit by exercising regularly and working out. Four, make certain that you have a full and active sexual life,

seeing to it that you reach an adequate number of climaxes for you daily. This channels your emotional energy away from internal symptoms and allows you to express yourself externally in a socially acceptable manner. Now these suggestions will relieve your tension and will enable you to relax fully and completely in every way so that there is a halt to the production of internal symptoms brought about by the internalization or organization of the tension.

Now, I am going to count to five, and as I count to five, I want you to tense every single muscle in your body just as tight as it's possible for you to tense, extremely tight. One. Feel yourself tightening, tightening up. Your hands tighten up, your arms tighten up, your elbows tighten up, everything. Your legs tighten up, your feet tighten up and stiffen and every single muscle tightens. Even your neck pulls back as every single muscle tightens, and you feel yourself drawn up into a knot. Two, every single muscle tightens, every single muscle in your body tightens, tighter and tighter and tighter, pulling against each other, tightening, very, very tight. Three, you've never been so up tight before. Very, very tight and tense in every way, almost like you were going to jump right out of your skin. Four, extremely tight and tense. And now, five, very, very tense, very tense, tense as you can ever be in your life, and in a few moments, in a few moments, I'm going to clap my hands. And when I do, you're going to release all this tension completely in every way. But, you're very tight and tense right now, very tight and tense, and you'll hold on to it longer than you'd think it's possible for you to do and in a few moments I'm going to clap my hands, and when I do, you release it completely.

Now get ready to release andrelease! (clap) Release completely in every way and all your muscles completely relax and let go for you're going to relax completely now. Let all that tension flow out your feet and hands. All the muscles in your body completely relax in every way and you sink deeper and deeper and deeper and deeper. Deep, in the deepest, most profound hypnotic state you have ever been in before. And all these suggestions take complete and thorough effect upon you, mind, body and spirit, as you go deeper and deeper relaxed. *Emerge your Client*

Weight Loss (One Session)

As you know, the reason you are here is because you would like to lose a few pounds. Here is how you will do it. Starting tomorrow morning, you will have 3 meals per day. You will have breakfast, you will have lunch and you will have dinner.

You will find that after eating a regular meal that your stomach will feel so full and so satisfied that you just could not add to that full satisfied feeling and you will find that this wonderful full and satisfied feeling will last right up to your next regular meal. If for any reason you ever feel the desire to eat between your regular meals, all you have to do is STOP, CLOSE YOUR EYES AND TAKE A DEEP BREATH. As you slowly exhale this deep breath, that feeling, that desire will DISSOLVE AND DISAPPEAR and your stomach will once again feel so full and satisfied that you just could not add to that wonderful full and satisfied feeling.

You have decided to take control *of* your life instead of allowing life and food to control you. When you sit down to one of your 3 regular meals, when the food is right in front of you and there is nothing else for you to do but begin eating, you will briefly close your eyes and say silently but forcefully to yourself the words, ONE HALF, you will open your eyes and begin to eat your meal. You are going to be amazed to find out that after you have eaten about one half of the food on your plate, your stomach feels so full, so satisfied that it would be impossible for you to add to that wonderful full and satisfied feeling. You will push your plate away and as you do, you will develop a wonderful proud feeling knowing that you now control food, that no longer does food control you.

From this time on you are only going to eat those foods that you know in your own mind are conducive to good health and weight loss. What this statement really means is, you will stay away from junk foods, donuts, ice cream, potato chips, pizza and all the other foods that you know are junk foods. I repeat, you will only eat foods that you know in your own mind are conducive to good health and weight loss.

Don't worry you will continue to enjoy the foods you do eat because we're not here to take any enjoyment away from you. Once you have attained your goal weight, you will eat only enough, I repeat, only enough to maintain this new found slim, trim, healthy, beautiful (handsome) body. Now, as you know, there is only one way for anyone to lose weight and that is to take in fewer calories than you use. In order to do this, you have to have constant control of your eating habits. Constant, constant control. In order to achieve this constant control, two things are absolutely necessary. The first is self-esteem. You have to like yourself. Many, many people at the subconscious level do not like themselves for whatever reason, real or imagined. Because they don't like themselves, they feel that they are not worthy of achieving the weight loss they desire.

Let's understand something, you are a very special and unique person. On this entire planet of billions of people, there is no one exactly like you. In the entire past history of man on this planet, there has never been another person exactly like you. If there was, there would be no need for you to be here now. In the future, there never again will be a person exactly like you. If that was necessary, again, there would be no reason for you to be here now. You are a unique, one of a kind person. As the saying goes, "When they made you, they threw the mold away." You are just as good as anyone else, so you deserve to achieve and maintain this weight goal you desire.

In addition to this, you now become aware of your body. Many people are not aware of how their bodies look, how they walk or even how they talk. You now become aware of how you look right now and how you will look once you have achieved your weight goal. You will find these two things will help you to achieve that constant control of your eating habits, which is absolutely necessary to achieve the weight loss; secondly, and more importantly, to maintain that weight loss.

Let the goal of achieving your ideal weight become your #1 priority, as opposed to that other priority of eating for false pleasure or security. That priority, you will find, is only a momentary, fleeting thing that lasts only as long as you are eating. This may be

another reason why people tend to overeat, they want to prolong that time they are feeling false pleasure or security. It is pleasurable, but it is a habit you want to eliminate.

I repeat, let that priority of achieving your goal weight become #1 at this point in time, as opposed to that other priority of false pleasure or security. The #1 priority becomes very, very important to you at this point in time, I say again, once you achieve your goal weight, you will then eat only enough to maintain that slim, trim, healthy, beautiful body. You will be constantly aware of your new body and your new weight. So should you deviate 1, 2, or 3 pounds from your goal weight, this awareness will tell you that you have done so, you again pay more attention to your eating habits so that you return to your goal weight easily and effortlessly. In a moment I will count from 1 to 3, at the count of three, you will notice that you will begin to feel dry in your mouth and around your lips.

(COUNT FROM 1 TO 3 SLOWLY)

The dryness that you are beginning to feel in your mouth and around your lips is your body's natural thirst for plain, clear, uncolored water. And the only thing that will satisfy that thirst is plain, clear, uncolored water.

From this moment forward, every time you experience that dryness or that discomfort or that feeling of needing something in your mouth, you will recognize it as your body's natural thirst for plain, clear, uncolored water. And you satisfy that thirst immediately and without hesitation, freely and frequently throughout your day with large, refreshing, health giving, energizing, delightful drinks of plain, clear, uncolored water. And the water is so refreshing and so delicious, it is exactly what your body has craved. And the water is so cleansing, it washes away toxins and broken down fatty particles. As you continue, day by day, to give your body the plain, clear, uncolored water that it needs for proper function, you free yourself from any need to store or retain fluids. And so those stored or retained fluids are turned loose to flow away, leaving you light and free, feeling wonderfully alive, well and free.

After reading the weight control patter script the first time, do the following:

1. Repeat paragraph #1.
2. Go over paragraph #2 and create 3 visualization situations, where the client is using deep breathing technique. Tell them, "Each time you use this technique it becomes stronger than the time before."
3. Go over paragraph #3 in the same manner as above.