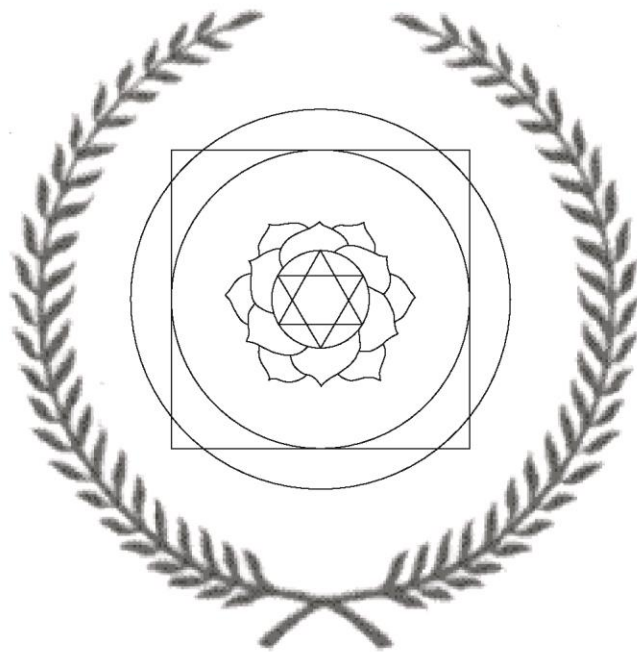


# Institute of Interpersonal Hypnotherapy



## Fundamentals of Hypnotism Introduction

## **Program of Study - Fundamentals of Hypnotism**

### **Objectives**

To study and learn the concepts that relate to the field of Hypnotism. To achieve fundamental skills in the use of hypnotic induction and the effective delivery of suggestions. To educate students about the safe and effective use of hypnosis and its legal and ethical practice.

### **Description**

A comprehensive 100 clock hour series of Courses to teach the theory and practice of the fundamentals of hypnotism.

<b>Class Code</b>	<b>Description</b>	<b>Clock Hours</b>
HT101	Introduction	15
HT102	Building Rapport	2.5
HT103	Depth of Hypnotic State	2.5
HT104	Understanding the Subconscious Mind	5
HT105	The Structure of a Hypnotic Session	5
HT106	Styles of Trance Induction	5
HT107	Deepening Techniques	5
HT108	Effective Suggestion Delivery	5
HT109	Self-Hypnosis	2.5
HT110	Basic Neuro-Linguistic Programming	10
HT111	Smoking Cessation Protocol	5
HT112	Weight Loss Protocol	5
HT113	Stress Reduction Protocol	2.5
HT114	Practical Hours	30
<b>Total Clock Hours</b>		<b>100</b>

## **The Pass-Code System – Online**

At the beginning and end of every Online Interactive Tutorial and every Live Online Class a Pass-Code is given to ensure student attendance. This system is required for all students who intend to receive IIH diplomas and certifications.

Please do not share your pass-codes with anyone else as this compromises the system.

This system helps to ensure not only class attendance, yet also it ensures distance learning hours have been completed as well.

Students with 70% or more of completed Pass-Codes for graduation from any given Program.

How to log your pass-codes will be explained to you via email and in your introductory first live class if that has not happened already. You may always contact Student Services with any questions regarding your pass-codes.

## Course Descriptions

- HT101 Introduction**  
(15 clock hours)  
Introduces students to the nature of hypnosis, theories of hypnosis, the legal practice of hypnosis and the history of hypnosis. Myths and misconceptions concerning the hypnotic state are dispelled and a solid foundation for the study of hypnotism is established.
- HT102 Building Rapport**  
(2.5 clock hours)  
Students are introduced to the importance of rapport between the hypnotist and the client and various skills are learned and practiced to ensure this is well understood.
- HT103 Depth of Hypnotic State**  
(2.5 clock hours)  
Prepares students for understanding the various levels of hypnosis and their relationship to suggestibility. Various scales are discussed and a thorough understand of the full range of hypnotic phenomena is explained.
- HT104 Understanding the Subconscious Mind**  
(5 clock hours)  
Theories concerning the nature of the mind are discussed where students come to understand the relationship of the conscious mind to the subconscious mind. This Course includes the functions of the subconscious mind, ways to access it and understanding how to utilize its power to create positive change.
- HT105 The Structure of a Hypnotic Session**  
(5 clock hours)  
Prepares students to successfully complete an entire hypnotic Programming session based upon a format of rapport building, education and pre-talk, followed by trance induction, testing and the effective delivery of suggestions and trance termination.
- HT106 Styles of Trance Induction**  
(5 clock hours)  
Prepares students to develop the necessary skills to induce hypnotic trance with multiple styles including paternal, maternal, confusion and mechanical styles of hypnosis. Induction methods are also covered from each of these styles.
- HT107 Deepening Techniques**  
(5 clock hours)  
Prepares students to deepen the hypnotic state after hypnotic inductions have been utilized. Instructs students in multiple styles of deepening and associates various tests to ensure depth of trance based upon suggestibility.
- HT108 Effective Suggestion Delivery**  
(5 clock hours)

Prepares students to deliver suggestions and affirmations to a hypnotized subject. The structure of proper suggestion is taught as well as multiple hypnotic adjuncts to assist in accessing the subconscious mind.

**HT109**

**Self-Hypnosis**

(2.5 hours)

Prepares the student to enter the hypnotic state for him/herself, as well as how to teach hypnosis to others. This Course encourages self-entrancement and teaches that all hypnosis is really self-hypnosis as it works to encourage the hypnotist to empower his/her client to enter the trance state on his/her own.

**HT110**

**Basic Neuro-Linguistic Programming**

(10 clock hours)

Prepares the student in the basic practice of Neuro-Linguistic Programming (NLP) in establishing and working with anchors, hypnotic language patterns and other NLP techniques related to the practice of hypnosis. Also introduces the student to the basic presuppositions of NLP, its origins and its practice within and outside of the fields of hypnosis.

**HT111**

**Smoking Cessation Protocol**

(5 clock hours)

Prepares the student for an entire treatment strategy in working with a client to stop smoking using hypnosis and NLP. Students learn a powerful three session protocol to assist clients not only stopping smoking but eliminating the subconscious motivation towards the behavior.

**HT112**

**Weight Loss Protocol**

(5 clock hours)

Prepares the student for an entire treatment strategy in working with a client to lose weight and to create a healthy lifestyle using hypnosis and NLP. Students learn a powerful three session protocol to assist clients to not only lose weight, but also to eliminate the subconscious blocks towards achieving their goals.

**HT113**

**Stress Reduction Protocol**

(2.5 clock hour)

Prepares the student to utilize various relaxation methods to bring more peace and clam into their client's lives. Techniques include the use of hypnosis, NLP, relaxation and meditation techniques.

**HT114**

**Practical Hours**

(30 clock hours)

Practical (hands-on) hours are interspersed throughout this Program to encourage students to practice each and every technique that they have been taught on their fellow students. This allows students to not only practice what they are learning, but also to experience it for themselves.



## Books - Fundamentals of Hypnotism

1. **Interpersonal Hypnotherapy** – Matthew Brownstein, CCHt  
Read: All
2. **Hypnosis for Change** – Josie Hadley  
Read Chapters – Chapters 1, 2, 3, 21 and 22



[Click here for our Online Amazon Store for IAH Books](#)



# The International Society of Interpersonal Hypnotherapists

[www.interpersonalthypnotherapy.com](http://www.interpersonalthypnotherapy.com)

## IAIH Mission

The mission of the International Association of Interpersonal Hypnotherapists is to set the standard for the education and ethical practice of Interpersonal Hypnotherapists worldwide. Through the efforts of Board and Association Members, IAIH intends to continue to raise the standards of Hypnotherapy training in a way that nourishes the unique qualities of an Interpersonal Hypnotherapist. Through public awareness, high ethical standards, compliance with Federal and State standards of education, transparency, continuing education and synergistic growth, IAIH works to lead the way in global transformation through honoring the importance of relationships in every aspect of the human experience.

## IAIH Values

- Member Driven
- Relationship Centered
- High Standards in Education
- Excellence in Core Competencies
- Clarity in Policy and Procedure
- Integrity in Consumer Affairs
- Open and Sustainable Resources
- Conscious Communications
- Consistency in Credentialing
- Dynamic and Adaptable Growth
- Leadership Amongst Equality
- Business Ethics and Standards
- Accountability Amongst Peers
- Measurable Educational Objectives
- Global Vision – Individual Success
- Quality and Consistency

## IAIH Association Standards

In the relatively brief history of the standards of Hypnotherapy Education many organizations have developed to facilitate the credentialing, examining and educating of the schools and practitioners of Hypnosis and Hypnotherapy. The International Association of Interpersonal Hypnotherapists honors the good work of these many fine organizations and respects their pioneering and continuing work. The IAIH came into existence to support the international free and open practice of Hypnotherapy, while raising the standards of the finest Hypnotherapy organizations in existence, while fostering a space for the field of Interpersonal Hypnotherapy to grow and prosper.

## **These standards include:**

Recognition and Protection: IAIH works on every level to protect the free and open practice of Hypnotherapy. This includes a dedicated team of professionals who work with federal, state, county and city levels of government to ensure Hypnotherapy is recognized as the respectable occupation that it rightly deserves.

State-Licensure: IAIH has strict requirements for its approved educational institutions. Schools must be licensed by their respective State's Department of Education and maintain regular on-site visits through state-inspectors. Yearly license renewal is required where compliance with all Federal, State, County and City rules and laws are maintained. Schools not meeting these standards are placed upon probation and lose IAIH certification if contingencies are not met within IAIH acceptable timeframes.

Hours of Training: IAIH certified schools must offer a minimum of 500 hours of State-Licensed Hypnotherapy training with a curriculum that is approved by the IAIH to be in alignment with our standards, protocols and teachings. IAIH practitioners are unique in their training in Interpersonal Hypnotherapy principles. All approved schools follow strict guidelines to ensure core competencies are met and that educational objectives are achieved.

Ethics: All IAIH schools and practitioners sign a Code of Ethics requiring the highest available standards in education and professional practice. School and/or practitioner certification are revoked if a designated IAIH Review Board determines that actions have violated IAIH rules and ethics.

Continuing Education: All IAIH schools are required to engage in a minimum of 8 continuing hours of education per year in topics that include, yet are not limited to: compliance, admissions, career services, eLearning, financial aid, marketing, management, operations, retention and placement rates. All IAIH certified practitioners are required to engage in 15 hours of Hypnotherapy related education every year through IAIH approved organizations.

## **Association Benefits**

- IAIH Certifications
- IAIH Online Directory with Webpage and Link to Your Website
- Online Library
- Online Member Forums
- Yearly Conferences
- Monthly Newsletter
- Social Media Network



- Law and Legislation Protection and Updates
- Discounts on Malpractice and Liability Insurance
- Anahat Education Group, Inc. Affiliations
- Silent Light Publishers Books and Magazines

### **Levels of Certification**

- IAIH Certified Hypnotherapist
- IAIH Certified Clinical Hypnotherapist
- IAIH Certified Transpersonal Hypnotherapist
- IAIH Certified Interpersonal Hypnotherapist

## **Other Organizations/Associations**

### IAIH Minimal Requirements:

1. 500 total hours of training at a minimum
2. State-Licensure of all schools
3. Required CEUs
4. Active law and legislative work with IAIH attorney Gary Urso
5. Required Student Learning Objectives, Instructor Training, Testing, Attendance Tracking and Online and In-House Supervised Practical hours
6. 1 to 5 Teacher-to-Student Ratio for all In-House Practical Hours
7. Standardized Credentialing that is not misleading to the public
8. A solid and well-structured Code of Ethics
9. Yearly Conferences as a Member-Driven Organization
10. Student Surveys and Retention and Placement Tracking



FLORIDA DEPARTMENT OF  
**EDUCATION**  
fldoe.org



 **FAPSC**  
Florida Association of  
Postsecondary Schools and Colleges

**VR**  
*Vocational  
Rehabilitation*



## **HT101 - Introduction - (10 clock hours)**

Introduces students to the nature of hypnosis, theories of hypnosis, the legal practice of hypnosis and the history of hypnosis. Myths and misconceptions concerning the hypnotic state are dispelled and a solid foundation for the study of hypnotism is established.

### **Student Learning Objectives**

1. Discuss the 6 major components of the IHH definition of hypnosis and how this would be explained to a prospective client
2. Describe the origins of the word "hypnosis" and why it is misleading
3. Use the general understanding of "certified and clinical certified hypnotherapist" in an explanation to a health care practitioner of your training qualifications
4. Discuss State Hypnosis Law and the basis of ethical, legal and professional practice
5. Prepare a simple talk to a new client about myths and misconceptions about hypnosis and explain what it is and what it is not
6. Display a proper attitude to have about a person's ability to be hypnotized
7. Demonstrate how to respond to a client who is "non-responsive"
8. Apply 3 ways to resolve non-responsiveness in a client.

## TIPS FOR SUCCESSFUL COURSE COMPLETION

1. Beginner's Mind - Come to class with an open beginner's mind.
2. **Take It or Leave It - You do not have to agree with everything you hear. Take what you like and leave what you do not.**
3. Understanding - Come in with a non-judgmental attitude based upon compassion, kindness and loving-acceptance of yourself and your fellow students.
4. Experience - Take responsibility for your own experience as a student and as a hypnotic subject. You are the co-creator of your reality.
5. Respect - Respect the belief systems of others. Come from an attitude of seeking truth and understanding and let go of the need to be right.
6. Engage - You are encouraged to discuss topics, share your own wisdom and to engage constructive dialogues for growth and understanding. **Remember, however, that the teacher is responsible to lead the class and to ensure that the complete curriculum is taught.**

## **HYPNOSIS DEFINED**

*A natural, yet altered, state of mind where communication and responsiveness with the subconscious mind is present.*

*IIH General Working Definition*

Hypnosis is a natural state of mind with special identifying characteristics:

1. An extraordinary quality of relaxation.
2. An emotionalized desire to satisfy the suggested behavior: The person feels like doing what the hypnotist suggests, provided that what is suggested does not generate conflict with his belief system.
3. The organism becomes self-regulating and produces normalization of the central nervous system.
4. Heightened and selective sensitivity to stimuli perceived by the five senses and four basic perceptions.
5. Immediate softening of psychic defenses.

*Gil Boyne*

...a state of intensified attention and receptiveness, and an increased responsiveness to an idea or to a set of ideas.

*Milton H. Erickson*

Hypnosis is a state of mind in which the critical faculty of the human is bypassed, and selective thinking established.

*Dave Elman*

The uncritical acceptance of a suggestion by the patient in a trance.

*Leslie LeCron*

Hypnosis is the term applied to a unique, complex form of unusual but normal behavior which can be induced in all normal persons under suitable conditions and also in many persons suffering from various types of abnormality. It is primarily a special psychological state with certain physiological attributes, resembling sleep only superficially and marked by a functioning of the individual at a level of awareness other than the ordinary conscious state.

*Encyclopedia Britannica*

## HYPNOSIS FURTHER DEFINED

**Hypnosis** - Exaggerated form of suggestibility. A state of hypersuggestibility with an increased receptivity to suggestion where there is communication between the conscious and the subconscious mind.

**Hypnotism** – The science and art of inducing the trance state in one’s self or others. The field of study which encompasses, among other things, hypnotic trance; its induction, management, and application; and related subjects such as the phenomena of 'waking suggestion' and naturally occurring ('hypnoidal') trance states.

### Origin of the word

*“Hypnosis” is derived from the name of the Greek god of sleep “Hypnos” and was coined by an English physician Dr. James Braid in 1843.*

\*Conveys an erroneous impression that hypnosis is the same as sleep

**Hypnotic trance** - An altered state of awareness ('trance') in which unconscious or dissociated responses to suggestion are enhanced in quality and increased in degree ('hyper-suggestibility')

**Hypnotic induction** ('hypnogenesis') - The process by which hypnotic trance is induced in the operator ('auto-' or 'self-hypnosis') or in others ('hetero-hypnosis').

**Heterohypnosis** – Hypnosis performed by a hypnotist and directed to another person.

**Hypnoid** – A state resembling sleep.

**Hypnotherapy**. The use of therapeutic techniques or principles in conjunction with hypnosis. Treatment utilizing hypnosis.

**Hypnoanalysis**. The use of hypnotherapy to develop personal insight and self-awareness in order to bring about a therapeutic result.

**Hypnagogic** - Of, relating to, or associated with the drowsiness preceding sleep

**Self-Hypnosis (Auto-Hypnosis)** – Placing one’s self into the hypnotic state.

*All Hypnosis is self-hypnosis*

## What Is Meant By The “Hypnotic State”?

- Somewhat similar to sleep, yet hypnosis and sleep are not the same thing
- In hypnosis the reflexes are present. In natural sleep the reflexes are diminished or absent
- The subject is fully aware of what is happening and is extremely alert
- Hypnosis is a state of hyper-acuity

### Hypnosis involves:

1. Motivation
2. Relaxation
3. Suggestion

### Hypnosis can be described as a state of being:

1. Relaxed
2. Receptive
3. Responsive

### Two Kinds of Hypnosis

1. Hetero-hypnosis: The induction of the hypnotic state in a subject by someone else (the hypnotist- sometimes called the “operator”). The subject permits the hypnotist to bring about this state because he desires it.
2. Autohypnosis or self-hypnosis: The induction of the hypnotic state by oneself. Self-induced where we heighten our own suggestibility. The voluntary acceptance and application of one’s own suggestions (auto-suggestion).



**The Hypnotherapist stresses the need for the client to become emotionally self-sustaining.**

*As a hypnotherapist it is my job to become obsolete in the lives of my clients...*

## **III FIVE KEY DEFINING COMPONENTS OF HYPNOSIS**

1. Natural

2. Altered

3. Communication and Responsiveness with the Subconscious Mind

4. By-passing the Critical Factor

5. Selective Thinking is Established



## **Characteristics of the Hypnotic State**

1. An emotionalized desire to fulfill suggested behavior
2. A heightened responsiveness to instruction/suggestion
3. An extraordinary quality of mental, emotional and physical relaxation.

## **THE FUNDAMENTAL AGREEMENT**

1. Readiness for Change
2. They must believe that the change they desire is possible for them and that the hypnotist is capable of assisting them with that change
  - a. Tell success stories
  - b. Responsiveness Exercises
  - c. Hold these beliefs yourself:
    1. A strong faith and belief in yourself
    2. In the methods of hypnosis
    3. In the client and their ability to heal

\*\*The hypnotic induction is a contract. They come to be hypnotized and it is our job to hypnotize them.

## Facts and Information about the Profession of Hypnotherapy

What you are about to read will help you gain a better understanding of hypnotism services and a clearer way of thinking about using them. Our purpose is to provide you with the necessary information and understanding to properly evaluate hypnotism services for your particular use.

### Benefits of Hypnosis

A wonderful quality of hypnosis is that you can be taught to use it alone, at will, and without complicated procedures. This fact makes many benefits readily available throughout your lifetime. Hypnosis can be used to further any human endeavor.

#### With hypnosis you can:

- Develop and express awareness and intuition.
- Feel worthwhile, self-confident, zestful.
- Gain a happier home life; become a better husband, wife, parent, or friend.
- Acquire the ability to relax completely in any situation.
- Make better decisions.
- Improve concentration.
- Overcome procrastination.
- Increase the quality of your emotional expression.
- Reduce conflict and stress.
- Promote health and well-being.
- Regain your natural ability to sleep easily.
- Sell yourself, your ideas, and your services with confidence and enthusiasm.
- Increase your income.
- Attract and maintain worthwhile friendships.
- Discover your negative mental patterns and how they affect you.
- Free yourself from hostility, resentment, fear of rejection.
- Select your goals in life; chart your course for their realization.
- Program your mind with positive mental concepts and success attitudes.
- Develop the ability to construct mental images easily.

### Purposes

Hypnotic services are available in four major forms and eight application areas. The four major forms are:

1. Individual consultations
2. Small group settings such as weight-loss and stop smoking programs
3. Self-hypnosis classes
4. Audio recordings

## **Eight Areas of Application are:**

1. Mental and emotional health
2. Physical health
3. Psychic and spiritual development
4. Creative and educational endeavors
5. Athletics and sports motivation
6. Business interests
7. Legal concerns
8. Use of imagery to achieve personal goals

Hypnotherapists offering private sessions usually provide recommendations for the purchase of books and audio products. Some hypnotherapists provide both group and private sessions.

## **Providers**

Those providing hypnotic services specifically in the eight application areas are:

**Mental and emotional health:** psychotherapists; hypnotherapists; marriage, family, and child counselors; clinical social workers; rehabilitation, alcoholism, and career counselors; and an array of Human Potential specialists

**Physical health:** physicians, natural childbirth coaches, chiropractors, nutrition consultants, dentists, holistic health practitioners, massage practitioners and body workers, acupuncturists, etc.

**Spiritual development:** hypnotherapists who incorporate a spiritual philosophy and a belief in a higher power into their therapeutic framework, and who may have religious affiliations such as priest, minister, rabbi, pastoral counselor

**Creative and educational endeavors:** music, art, writing, speed reading, foreign language, and public speaking teachers; and presenters of general self-improvement programs

**Athletics and sports motivation:** athletic coaches and trainers; and sports instructors for enthusiasts in golf, tennis, marksmanship, bowling, etc.

**Business interests:** Sales and management consultants focus upon increasing sales motivation and improving interpersonal relationships with hypnosis

### **Hypnotherapists assist clients in using imagery to:**

- (a) Gain insight
- (b) Find new solutions
- (c) Restructure old, restrictive, limiting ideas
- (d) Intensify positive feelings
- (e) Eliminate negative feelings
- (f) Strengthen a sense of self-control
- (g) Develop new, healthy habits
- (h) Reduce or eliminate a symptom
- (i) Discover initial causes of problems
- (j) Re-educate and reprogram the sub-conscious mind
- (k) Rediscover their "Divine Nature."

## USES OF HYPNOTHERAPY

The following list is not complete as there are many other uses for the practice of hypnosis. Items that are considered of a medical or psychological nature are to be treated by only licensed professionals who are qualified to do so, or through the referral of such a practitioner of the healing arts.

Weight Control	Stopping Addictions
Problem Solving	Improving Job Performance
Stress Management	Finding Your Earthly Purpose
Physical and Mental Relaxation	Increasing Financial Prosperity
Motivation Problem	Ending Writers Block
Gambling Problem	Stuttering
Excessive Drinking	Healing Claustrophobia
Pain Management	Healing Grief and Loss
Driving Phobias	Increasing Physical Energy
Test Anxiety	Resolving Angry Feelings
Insomnia	Becoming More Optimistic
Self Esteem	Spiritual Guidance
Panic Attacks	Expansion of Consciousness
Depression	Trauma (incest, rape, physical and emotional abuse, cult abuse);
Excessive Anxiety	Sexual dysfunctions
Study and Exam Performance	Concentration difficulties
Bed Wetting	Behavior Modification
Migraine Headaches	Dentistry – During dentistry, a person responsive to self hypnosis methods may control salivation, bleeding and pain.
Emotional Difficulties	Amnesia
Sports Performance	Analgesia
Changing Habitual Behavior	Anesthesia
Ending Insomnia	Prevention of Gagging and Nausea
Lowering High Blood Pressure	Creative visualization for healing
Relationship Problems	Birthing
Enhancing Sports Performance	Hypnotic Dreamwork
Present and Past-Life Regression	Uncovering memories that are normally inaccessible
Ending Fears and Phobias	

*Anything the mind affects, hypnosis can work on...*

## The Legal Basis For *Hypnotherapist*: A Brief History

In the early 1970's the occupation of "Hypnotherapist" was acknowledged by the United States Department of Labor in a document which was formally known as The Dictionary of Occupational Titles. This occupational description read:

CODE: **079.157-010**

TITLE(s): **HYPNOTHERAPIST (profess. & kin.)**

"Induces hypnotic state in client to increase motivation or alter behavior patterns: Consults with client to determine nature of problem. Prepares client to enter hypnotic state by explaining how hypnosis works and what client will experience. Tests subject to determine degree of physical and emotional suggestibility. Induces hypnotic state in client, using individualized methods and techniques of hypnosis based on interpretation of test results and analysis of client's problem. May train client in self-hypnosis conditioning."

As The Dictionary of Occupational Titles is no longer in print, it is our understanding that the Occupational Information Network (ONET) Index has now become a federally accepted standard as a directory for listed occupations. Hypnotherapist was listed under the category of "Therapist, Other", yet upon careful further review ONET no longer lists the separate categories of "Therapists, Other."

Now the United States Department of Labor, Bureau of Labor Statistic's Instructional Program Data lists Hypnotherapist as "513603 Hypnotherapy/Hypnotherapist", along with other such occupations as Acupuncture, Homeopathic Medicine, Massage Therapy, Yoga Teacher, and Health Professions and Related Clinical Sciences. <http://www.bls.gov/jobs/forms/ip3datastandard.pdf>

It is therefore our opinion that while the occupational title of Hypnotherapist is still becoming more and more accepted that many other states are licensing this occupation because of the need to regulate schools offering diplomas in this field.

### Definition Non-Medical

You will notice that the definition from the Dictionary of Occupational Titles contains no medical terms, nor does it say you have to be a licensed physician, psychologist, or social worker. It simply means that the U.S. Department of Labor defined *hypnotherapist* in the specific ways stated.

### Not a Licensed Profession

As of this writing [1989], there never has been a formal opinion in any of the United States of America that the occupational title "Hypnotherapist" is restricted to those holding a license in the healing arts or counseling professions.

In 1971, California Senator James Whetmore asked the question, "Is the practice of hypnotism restricted by state law to persons licensed to practice medicine or psychology?" The answer came in the form of a formal ruling from the California Attorney General:

OPINION #17-24-April 14, 1971. “The practice of hypnotism is not prohibited by state law unless practice constitutes the unauthorized practice of medicine or psychology.”

You have a constitutionally guaranteed civil right to pursue gainful employment in a lawful (not forbidden by law) occupation. Don't be misled by those who fail to understand the law. Legislative committees in numerous states have repeatedly determined that licensing of an occupational group shall be required only when the unlicensed practice is proven to represent a threat to public health and safety. There has never been a documented case of harm from the use of hypnosis. Therefore, hypnotherapy remains a non-licensed profession!

## **Hypnosis Law – An Overview**

### **Federal**

### **States**

Next Page Discusses Florida Hypnosis Law

Other States

Other Countries

### **County**

### **City**

# **FLORIDA STATUTES FOR THE PRACTICE OF HYPNOSIS**

485.001 Short title.

485.002 Legislative intent.

485.003 Definitions.

485.004 When practice of hypnosis prohibited.

485.005 Penalties.

**485.001 Short title.**--This chapter shall be known as the "Hypnosis Law."

**History.**--s. 2, ch. 61-506; s. 201, ch. 2000-160.

**Note.**--Former s. 456.30.

**485.002 Legislative intent.**--

(1) It is recognized that hypnosis has attained a significant place as another technique in the treatment of human injury, disease, and illness, both mental and physical; that the utilization of hypnotic techniques for therapeutic purposes should be restricted to certain practitioners of the healing arts who are qualified by professional training to fulfill the necessary criteria required for diagnosis and treatment of human illness, disease, or injury within the scope of their own particular field of competence; or that such hypnotic techniques should be employed by qualified individuals who work under the direction, supervision, or prescription of such practitioners.

(2) It is the intent of the Legislature to provide for certain practitioners of the healing arts, such as a trained and qualified dentist, to use hypnosis for hypnoanesthesia or for the allaying of anxiety in relation to dental work; however, under no circumstances shall it be legal or proper for the dentist or the individual to whom the dentist may refer the patient, to use hypnosis for the treatment of the neurotic difficulties of a patient. The same applies to the optometrist, podiatric physician, chiropractic physician, osteopathic physician, or physician of medicine.

(3) It is, therefore, the intent and purpose of this chapter to regulate the practice of hypnosis for therapeutic purposes by providing that such hypnotic techniques shall be used only by certain practitioners of the healing arts within the limits and framework of their own particular field of competence; or by qualified persons to whom a patient may be referred, in which event the referring practitioner of the healing arts shall be responsible, severally or jointly, for any injury or damages resulting to the patient because of either his or her own incompetence, or the incompetence of the person to whom the patient was referred.

**History.**--s. 1, ch. 61-506; s. 2, ch. 65-170; s. 194, ch. 97-103; s. 48, ch. 97-264; ss. 195, 267, ch. 98-166; s. 201, ch. 2000-160.

**Note.**--Former s. 456.31.

**485.003 Definitions.**--In construing this chapter, the words, phrases, or terms, unless the context otherwise indicates, shall have the following meanings:

(1) "Hypnosis" shall mean hypnosis, hypnotism, mesmerism, posthypnotic suggestion, or any similar act or process which produces or is intended to produce in any person any form of induced sleep or trance in which the susceptibility of the person's mind to suggestion or direction is increased or is intended to be increased, where such a condition is used or intended to be used in the treatment of any human ill, disease, injury, or for any other therapeutic purpose.

(2) "Healing arts" shall mean the practice of medicine, surgery, psychiatry, dentistry, osteopathic medicine, chiropractic medicine, naturopathy, podiatric medicine, chiropody, psychology, clinical social work, marriage and family therapy, mental health counseling, and optometry.

(3) "Practitioner of the healing arts" shall mean a person licensed under the laws of the state to practice medicine, surgery, psychiatry, dentistry, osteopathic medicine, chiropractic medicine, naturopathy, podiatric medicine, chiropody, psychology, clinical social work, marriage and family therapy, mental health counseling, or optometry within the scope of his or her professional training and competence and within the purview of the statutes applicable to his or her respective profession, and who may refer a patient for treatment by a qualified person, who shall employ hypnotic techniques under the supervision, direction, prescription, and responsibility of such referring practitioner.

(4) "Qualified person" shall mean a person deemed by the referring practitioner to be qualified by both professional training and experience to be competent to employ hypnotic technique for therapeutic purposes, under supervision, direction, or prescription.

**History.**--s. 3, ch. 61-506; s. 2, ch. 65-170; s. 1, ch. 95-279; s. 195, ch. 97-103; s. 1, ch. 97-198; s. 193, ch. 97-264; ss. 196, 268, ch. 98-166; s. 201, ch. 2000-160.

**Note.**--Former s. 456.32.

**485.004 When practice of hypnosis prohibited.**--It shall be unlawful for any person to engage in the practice of hypnosis for therapeutic purposes unless such person is a practitioner of one of the healing arts, as herein defined, or acts under the supervision, direction, prescription, and responsibility of such a person.

**History.**--s. 4, ch. 61-506; s. 201, ch. 2000-160.

**Note.**--Former s. 456.33.

**485.005 Penalties.**--

(1) MISDEMEANOR.--Any person who shall violate the provisions of this chapter shall be guilty of a misdemeanor of the second degree, punishable as provided in s. 775.082 or s. 775.083.

(2) REVOCATION OF LICENSE.--A violation of any of the provisions of this chapter by any person licensed to practice any branch of the healing arts in this state shall constitute grounds for revocation of license, and action may be taken by the respective boards in accordance with the applicable statutes.

(3) CIVIL LIABILITY.--Any person who shall be damaged or injured by any practitioner of the healing arts, or by any person to whom such a practitioner may refer a patient for treatment, may bring suit against the practitioner either severally, or jointly, with the person to whom the referral was made.



(4) CONSTRUCTION IN RELATION TO OTHER LAWS.--No civil or criminal remedy for any wrongful action shall be excluded or impaired by the provisions of this chapter.

**History.**--s. 5, ch. 61-506; s. 387, ch. 71-136; s. 201, ch. 2000-160.

**Note.**--Former s. 456.34.

#### **491.041 f.s.**

**Abstract:** --A person licensed under this chapter who is qualified as determined by the board may practice hypnosis as defined in s. 485.003(1). The provisions of this chapter may not be interpreted to limit or affect the right of any person qualified pursuant to chapter 485 to practice hypnosis pursuant to that chapter or to practice hypnosis for nontherapeutic purposes, so long as such person does not hold herself or himself out to the public as possessing a license issued pursuant to this chapter or...

#### **490.0141 f.s.**

**Abstract:** --A licensed psychologist who is qualified as determined by the board may practice hypnosis as defined in s. 485.003(1). The provisions of this chapter may not be interpreted to limit or affect the right of any person qualified pursuant to chapter 485 to practice hypnosis pursuant to that chapter or to practice hypnosis for nontherapeutic purposes, so long as such person does not hold herself or himself out to the public as possessing a license issued pursuant to this chapter or use a title ...

#### **485.002 f.s.**

**Abstract:** (3) It is, therefore, the intent and purpose of this chapter to regulate the practice of hypnosis for therapeutic purposes by providing that such hypnotic techniques shall be used only by certain practitioners of the healing arts within the limits and framework of their own particular field of competence; or by qualified persons to whom a patient may be referred, in which event the referring practitioner of the healing arts shall be responsible, severally or jointly, for any injury or damages...

#### **485.004 f.s.**

**Abstract:** 485.004 When practice of hypnosis prohibited. --It shall be unlawful for any person to engage in the practice of hypnosis for therapeutic purposes unless such person is a practitioner of one of the healing arts, as herein defined, or acts under the supervision, direction, prescription, and responsibility of such a person. 61-506; s.

#### **485.004 f.s.**

**Abstract:** 485.001 Short title. --This chapter shall be known as the "Hypnosis Law." 61-506; s.

#### **485.004 f.s.**

**Abstract:** 485.004 When practice of hypnosis prohibited. --It shall be unlawful for any person to engage in the practice of hypnosis for therapeutic purposes unless such person is a practitioner of one of the healing arts, as herein defined, or acts under the supervision, direction, prescription, and responsibility of such a person. 61-506; s.

#### **485.001 f.s.**

**Abstract:** 485.001 Short title. --This chapter shall be known as the "Hypnosis Law." 61-506; s.

#### **485.003 f.s.**

**Abstract:** (2) "Healing arts" shall mean the practice of medicine, surgery, psychiatry, dentistry, osteopathic medicine, chiropractic medicine, naturopathy, podiatric medicine, chiropody, psychology, clinical social work, marriage and family therapy, mental health counseling, and optometry. (4) "Qualified person" shall mean a person deemed by the referring practitioner to be qualified by both professional training and experience to be competent to employ hypnotic technique for therapeutic purposes, ...

#### **490.003 f.s.**

**Abstract:** 2. A psychology program within that educational institution which, at the time the applicant was enrolled and graduated, had programmatic accreditation from an accrediting agency recognized and approved by the United States Department of Education or was comparable to such programs. 2. A psychology program within that educational institution which, at the time the applicant was enrolled and graduated, had programmatic accreditation from an agency recognized and approved by the United States ...

#### **464.012 f.s.**

**Abstract:** Such certification shall be required for initial state certification and any recertification as a registered nurse anesthetist or nurse midwife. The board may by rule provide for provisional state certification of graduate nurse anesthetists and nurse midwives for a period of time determined to be appropriate for preparing for and passing the national certification examination. (2) The board shall provide by rule the appropriate requirements for advanced registered nurse practitioners in the...

## **Styles and Types of Hypnosis – AN OVERVIEW**

Western

Oriental

Self-Hypnosis/Self-Entrancement

Direct/Paternal

Indirect/Maternal

Inferred

Mechanical

Confusion

Narcohypnosis

# **TRAINING VIDEO WITH MATTHEW BROWNSTEIN**


## Understanding Hypnosis

Video Notes:

## MYTHS AND MISCONCEPTIONS/WHAT HYPNOSIS IS NOT

### Dispel Myths to:

- a. Educate clients, groups, the public
- b. Allay fears
- c. To get better responsiveness
- d. Help the client to know clearly what to anticipate – building belief and expectation
- e. Increase the reputable nature of hypnotherapy as a profession

 When educating the client about myths and misconceptions, ask them, “What myths or misconceptions are you familiar with concerning hypnosis?” Elicit the response from them and respond to what they said.

**Your therapy is only as good as your trance...therefore educate your clients...**

#### Myth #1:

A hypnotist is a person gifted with special, mystical or unusual powers.

#### Fact:

A hypnotist is a human being without unusual or mystical powers. A well-trained hypnotist understands that the person hypnotizes himself. He uses the effective delivery of suggestions to facilitate an altered state of mind and teaches his client to bring about or self-induce the hypnotic state.

#### Myth #2:

A person may not be easily awakened and may remain in the hypnotic state for a long time or get “stuck” in this state.

#### Fact:

No one has remained indefinitely in a hypnotic state. The state can be terminated at will. It is as simple as opening the eyes. You cannot get stuck in hypnosis and not “wake up.”

#### Myth #3:

Hypnosis affects a cure in just one or two sessions. *It is a panacea.*

#### Fact:

In many instances one or two sessions of hypnosis may enable a person to break a habit. However, in the majority of cases it requires a number of sessions before a favorable result is obtained. – it is not a panacea (it cannot cure all human problems; and it cannot do it instantly.)

#### Myth #4:

Many people cannot be hypnotized.

#### Fact:

90% of all people can be hypnotized.

Myth #5:

Only the gullible or weak-minded can be hypnotized.

Fact:

You cannot hypnotize a feeble-minded person. It takes imagination and a willingness to cooperate-a willingness to accept suggestions. The more intelligent and imaginative the person the easier it is to hypnotize him. People who are gullible are easily deceived or duped. The truth is the more creative and intelligent a person is the easier it is to induce hypnosis. The more analytical and controlling a person is, the harder it is to induce hypnosis.

The best subject is a person who has a definite reason or motivation for wanting to be hypnotized.

Myth #6:

When in hypnosis you are out of control.

Fact:

You cannot be hypnotized against your will. You have to “want” to be hypnotized in order for it to happen.

To be hypnotized

1. You must want to be hypnotized
2. You must have confidence in the hypnotist
3. You must be willing to accept suggestion
4. You must be free from fear
5. You must be free from the need to be in control

“Remove fear-the biggest block of all-and you’ll be able to hypnotize one hundred people out of a hundred.”  
– Dave Elman

Myth #7:

A person could be made to do anything or say anything, and is under the hypnotist’s control. They could be made to commit a crime or go against their moral principles.

Fact:

In hypnosis a person will not go against his or her moral principles. He will not commit an anti-social act. He has the power to select only the suggestions he is willing to accept. He will reject any improper suggestions. He will never commit a crime or an illegal act.

You cannot be given a suggestion or posthypnotic suggestion to go against your moral principles.

Myth #8:

Hypnosis is sleep, an unconscious state and when hypnotized a person is not aware of his surroundings.

Fact:

In hypnosis awareness is increased. If he falls asleep he is not in hypnosis. In hypnosis you are aware of everything that is going on around you. Hypnosis might resemble sleep, yet it is not sleep, and is in fact a state of expanded awareness. You are fully aware of what is being said to you when in hypnosis and can reject any suggestion that is given to you at anytime.

The ego never totally dissociates when in hypnosis. The ego is present when in hypnosis and therefore you would never act outside of your code of ethics.

The senses are generally enhanced (hyper-acuity) when a person is in the hypnotic state. He hears any sounds in the general area and is quite aware of what is going on. Quite often he is more aware and not less aware.

*“I am not here to put people to sleep, I am here to assist in waking them up.”*

Myth #9:

A person must be deeply hypnotized to be helped

Fact:

You do not need to be in a deep state of hypnosis to benefit from it. Beneficial results can come from taking suggestions while in a light trance.

Myth #10:

Hypnosis is unnatural and artificial

Fact:

Hypnosis is a natural, yet altered state of mind.

Myth #11:

Hypnosis is merely relaxation and is nothing more.

Fact:

You can be relaxed and yet not be hypnotized – and you can be hypnotized and not be relaxed. Relaxation is only one aspect of one kind of trance.

Myth #12:

Hypnosis is catalepsy and a person cannot move when in that state.

Fact:

Catalepsy can occur in or out of trance and is not hypnosis in and of itself. The apparently “catatonic” state known as the *hypnotic coma* is not an unconscious or cataleptic state, but is such a state of profound relaxation that the person does not want to move, think or speak. However, he is fully conscious and can terminate that state anytime he would want to.

Myth #13:

The eyes must be closed for hypnosis to be present.

Fact:

Closing the eyes does not imply hypnosis. The eyes can actually be opened in a hypnotic state.

Myth #14:

Hypnosis is brainwashing.

Fact:

Brainwashing – The American Heritage Dictionary defines Brainwashing as “Intensive, forcible indoctrination, usually political or religious, aimed at destroying a person's basic convictions and attitudes and replacing them with an alternative set of fixed beliefs.” Brainwashing involves an altered state where some form of deprivation is present. A hypnotist cannot make someone do something that they would not do normally and empowers his client to access this state himself and to make his own positive changes.

Myth #15:

Hypnosis is a surrender of one's will to the hypnotist. It is one “stronger soul” having power over a “weaker soul,” where the hypnotic subject is under the power of the hypnotist.

Fact:

A hypnotist does not have power over another person. **Modern hypnosis uses the word “in” when describing hypnosis, in that a person is “in” a hypnotic state. Modern hypnosis does not use the word “under” as if the hypnotic subject is “under” the power of the hypnotist.** This old model has been found untrue. In modern hypnotherapy both the hypnotist and his client are seen as equals where the hypnotist facilitates process, but does not control it. Also avoid using the phrase “down into hypnosis” for the same reason.

Clients resolve their issues from their own inner resources – i.e. from their own subconscious mind.

The hypnotherapist is a “facilitator.”

Myth #16:

Hypnosis is truth serum. A person could be made to say anything, reveal secrets or say embarrassing things.

Fact:

You can lie in hypnosis. *You can edit and withhold information in hypnosis.* You do not have to reveal secrets. When hypnotized, you will not do anything against your will. You can reject any suggestion that is given to you. A client will never divulge or do anything that he or she would not say or do in a regular waking state.

Myth #17:

Hypnosis is anti-religious.

Fact:

There are no religious connotations associated with hypnosis.

Myth #18:

When hypnotized repressed memories of trauma always emerge.

Fact:

Hypnosis can be used to uncover repressed memories, but the hypnotic state itself does not, by default, bring them to the surface. A client will never see something that he or she is not ready to see and such memories will only come up if the client and/or the hypnotist intend to bring them up.



## **THE HIGHLY HYPNOTISABLE PERSON**

*H. Spiegel, The International Journal of Clinical and Experimental Hypnosis*

1. Responds immediately to suggestions for regression, anesthesia, amnesia, motor responses and hallucinations
2. Trusting disposition with an almost unreasonable faith and hope in the therapist
3. Usually lacking any sense of reasonable cynicism
4. Easily ignores previous premises and beliefs and replaces them readily with new ones.
5. Quickly suspends the usual critical level of judgment based on past experience
6. Generally extremely empathetic and deeply influenced by the mood of others
7. Very sensitive to the events of the present and can even review the past as if it exists in the present. Finds regression rather easy and relives events as if they were still occurring -Revivification
8. Excellent, even photographic, memory
9. Easy to learn new information
10. Able to concentrate to such a degree that external events are totally blocked out
11. Increased power of imagery and reduced critical judgment
12. Appear to use their right non-verbal brain hemisphere more predominantly

## FACILITATING THE HYPNOTIC STATE

- 90% of all people can be hypnotized.
- Those who are considered mentally handicapped may have trouble accessing the state due to an inability to focus and readily take suggestion.

### Difficult Subjects may include:

#### 1. Those who are afraid.

“Remove fear-the biggest block of all-and you’ll be able to hypnotize one hundred people out of a hundred.”  
– Dave Elman

- a. People who are afraid of being controlled or manipulated – The need to be in control.
- b. “An on-guard personality” – Being ever-vigilant.
- c. Those who are angry are afraid and will control events rather than allow process to occur.
- d. Fear of divulging secrets.
- e. Fear of tapping into memories, emotions or information that they feel they cannot cope with.

#### 2. Those who do not have confidence in:

- a. Themselves – low self-esteem – The belief that “I am not good at anything.”
- b. The hypnotist
- c. The techniques or method used

#### 3. Those who do not want to be hypnotized.

#### 4. Those who claim to have a “strong will” who are not willing to take suggestions.

#### 5. Those with a closed heart based on strongly suppressed emotions

#### 6. People who have a secondary gain to wanting to keep their problem (also known as a negative payoff.)

#### 7. Those who are mentally impaired and have an inability to fixate or take suggestions. There must be informed consent and a willingness to participate.

#### 8. Those who have had a negative experience of hypnosis in the past. Having had an ineffectual experience of hypnosis.

#### 9. Those with whom you do not have good rapport.

# RESOLUTIONS FOR NON-RESPONSIVE CLIENTS/ HELPING PEOPLE TO RESPOND BETTER TO HYPNOSIS

- Clients who are difficult to hypnotize are considered “non-responsive,” they are not “resistant” and are never to be told that they are resisting. They are always doing well.
1. Uncover the reason for the lack of responsiveness
    - a. Stem-Sentence completion (5-7 times for each sentence)
      - “The one thing that scares me most about hypnosis is...”
      - “If I ever let go of control I would...”
      - “The one thing I do not want to tell you is...”
    - b. Discuss their cares and concerns
      - Educate
      - Dispel Myths
      - \*Discuss the unimportance of depth of trance
  2. Build More Rapport
    - a. Share personal experiences – Share like experiences – Build commonality
    - b. Reflective/Empathic Listening
    - c. Mirroring/Matching
    - d. Connect emotionally
  3. Work on Hypnotic Conditioning
    - a. Teach self-hypnosis
    - b. Make a custom-made Hypnotic Conditioning CD for them to use at home
      - Use a more maternal/indirect/inferred induction style
      - Speak as if they are hypnotizing themselves
      - Educate during the entire experience
      - Use suggestions related to getting better at hypnosis:  
“Every time you practice hypnosis you go faster and deeper into the hypnotic state.”
  4. Opening the Heart Work
    - a. Silent Light Publisher’s *Opening the Heart 2-Disc CD Set*
    - b. Teach them *Focusing* by Eugene Gendlin, PhD
    - c. Consider Breathwork as a way to access the subconscious mind
      - \* As long as emotion is flowing, the subconscious is open
  5. Shift to other styles/types of induction
    - \* Avoid going from maternal to paternal without a thorough explanation or clients might feel as if you are angry with them.
  6. Use of a pendulum

**TRAINING VIDEO WITH MATTHEW BROWNSTEIN**

**Introduction to Hypnotherapy**

## Course HT101 - Review

1. What are the 6 major components that make up the IAH definition of hypnosis?
2. Explain the origin of the word hypnosis:
3. What is the difference between a certified and clinical certified hypnotherapist according to the IAH?
4. What is the basis of Florida Law for the practice of hypnotism?
5. What are some of the major myths and misconceptions about hypnosis?
6. What is the proper attitude to have about a person's ability to be hypnotized?
7. When a client is not responding to suggestions we would say that he/she is...
8. List 3 of the ways to resolve non-responsiveness in a client: