**Trance Induction** For Therapy and Stage - Dave Elman modified Trance Induction is a physiological process. It is a learned process. Trance is about learning how to go into a trance, following instructions and testing. And YOU are the teacher. It is nothing to do with the beliefs of your student. It is about YOUR beliefs. Focus, Absorption, Testing and Compliance. I say -" imagine you are being interviewed by an employer and you tell them you are not good at following instructions - do you think that they would want to hire you?" You as the teacher give simple instructions, the client or the Stage Performer (reframe from volunteer) follows them and you test for compliance.

1) Meet your client with your most powerful posture (and your normal posture) standing up (80 per cent of rapport is your posture!)  
2) Client sits in your hypnotic chair (or they are on the stage). Remove glasses. Hands are loose in lap (legs uncrossed). Ask for permission to touch the client.

3) Now you say as you breathe with the client:

**"Take a big breath in. That's right! Breathing in self confidence. And out. Good. "**  
3) You say.

**"I want you to close your eyes, focus on those tiny muscles in your eyes and relax those eye muscles so perfectly that your eyes won't work. They are stuck like glue. Now you may find that you can move your eyebrows. That's right. Now test your eyes harder. TRR,,,,trrr,,,trrrr... try in vain to open your eyes .... you can't! Can you? That's perfectly fine. Now forget about those eyes.**  
4) Now - we want full body catalepsy. You say.

**"Now as you allow that relaxation to go all the way through your body to the tips of your toes, you may notice warmth in the palms of your hands and tingling in your finger tips and you may feel that you can barely move your legs, they are so heavy, like concrete. Now as I am going to pick your hand up and drop it in your lap and as I do so you double your relaxation. Your hand feels like cooked spaghetti."** Lift the hand up and drop it.

**Trance Induction** continued

5) Fractionation. You say **"Now as we deepen that trance, you feel better than you have ever felt. I am going to count from 1 one 3 and you will open your eyes, look at me and I will say SLEEP and you will go 10 times deeper. I,2,3. Open your eyes, look at me SLEEP. Great. And again"**

Repeat, several times on the stage as this is when you may ask people to leave, who are not fully compliant.

6) You say **"Now that you are fully physically relaxed, you are ready for mental relaxation. Imagine the alphabet backwards in front of you on your screen, Now make the letters really small, make them blurry and white them out. That's right. Now turn the volume down...** " ( message to you -you must do this with your voice).

**“OK. Expect this to happen, want it to happen. Now lift your first finger, when all those letters are gone. Great."** (If you are on stage, say ["*raise your arm as those letters disappear. Good, Make that arm stiff and rigid like a bar of steel."]* Then you test the arm - if it is not stiff and rigid - tell those people that they will enjoy the show better with the audience and dismiss them.)

7)You say **"Now feel those wonderful feelings of pleasure in your body and double them...**.)

Now you are ready to go. Therapy or if you are on stage, it is time to seed the laugh anchor. BOOYAH!