

# DARK SIDE HYPNOSIS



The Manipulator...

This one is the “Bad Boy” of all of these techniques.

If you were to do this to anyone it would result in the being very unsure about their life, where they’re going with it and what they want.

If they are the type of person who is very unstable then it could end badly so again this is another reason why this technique should never be used.

But YOU need to know this to protect yourself from it.

So first of all what we’re going to do is elicit something that’s no longer true, but used to be.

So you would say something like...

You: Ok, I realise this is a personal question... but is there something about you that used to be true but no longer is... it could be anything... just something that used to be true about you but now it’s not?

Subject: Umm... I guess one thing that used to be true about me was when I was younger I used to be fat.

(So, now you have just elicited something that used to be true and no longer is and that thing is that they used to weigh a lot more when they were younger. Now let’s say that as they accessed that part of their brain where something used to be true but no longer is their eyes went up and to the left. So then what you do is hold up your right hand with your palm facing them as if you have that image in the palm of your hand... it should be slightly to the right of you)

Now you’ve got that image in your mind of a time in your life when you were younger and you used to weigh a lot more than you do now, is that right?

(Then create an anchor by using your left hand to reach across and touch their left shoulder)

When you look at it... You know inside your mind that it's not true anymore as you're obviously not over weight now are you?

Subject: No, I'm not. Ha-ha.

You: So, when you think about it... you know it's something which isn't true anymore... and you feel confident about it feels certain... Yeah, ok.

(Now we're going to elicit the person's values for life – such as love, money, power and then pay attention to where their eyes go)

You: Yeah it's funny isn't it how things can just change over time... so I want to try something with you... I'm going to ask you some questions... and they're really simple questions... and just answer them honestly that's all.

Them: Yeah...ok.

You: Ok, the first one is what's one thing that is important to you in a life?

Them: Oh, I don't know ... I guess religion is very important to me.

You: Yeah, you're right ... that is a pretty important one... so how do you know when you have religion in your life.

Them: Well ... I guess when I feel like I can go through life confidently because I feel strong enough to cope with anything any I feel grounded and like everything around me is the way to should be.

You: Yeah I agree ... that's pretty important stuff... Ok, so we have religion now what else important to you in your life?

Them: Umm ... I guess another thing that I want out of life is good friends that are close to me.

You: Yeah definitely... you need to make sure you have close friends?

Them: Right.

You: And what has to happen for you to know that you have good friends that are close to you?

Them: Well, I guess I know I have good close friends when I have the kind of friends that I can spend a lot of time with and no matter what it is we do, even if that particular thing doesn't turn out as planned, like you go to a crummy play, or the weather's lousy or whatever, we still wind up having a really great time.

You: Wow ... yeah I think that's really important too. Well, what else is important to you in a life?

Them: I guess I also need people who I can trust.

You: Wow ... now that is an important one. How do you know when you have people you can trust?

Them: Well ... they tell me the good stuff as well as the bad stuff ... they'll let me know when they aren't happy with something I've said or done ... and also they do what they say they're going to do when they say they are going to do it.

## Phase Two: Ranking The Values From Most To Least Important

You: Ok, now of those three values you've just told me, religion, good friends, and people who you can trust, which is the most important? Which would you absolutely have to have?

Them: Well ... I'd really want to have them all ... but ... I'd have to say people who I can trust.

You: Well ... I could see that. Of religion and good friends, which is most important?

Them: religion.

## Phase Three: Destroying Their Values By Naming All Three Values In Order Of Importance And Then Firing Off The Anchor of "Something Which Used To Be True But No Longer Is."

You: You know ... I've been thinking that maybe we've really got the start of something here. And I think maybe it's something based on finding people you can trust, religion and having friends who are close to you.

(If you've done this correctly, as you fire off the anchor you'll see them go into a very different state...)

You can elicit their values prior to anchoring the question, either way works.

You can even guess/assume their values and name them while firing off the anchor.

If you are ever asked that question – get out of there. Someone who knows how to hurt you is about to try.

An interesting defence is to simply respond to that question as follows:

Well, it used to be that you could remember what is no longer true, but now you find yourself simply stuck in that experience of what isn't true, yes?

Then anchor them.

Tell them if you ever catch them doing that again, you'll fire your anchor on them. Or better still, future pace failure in their life should they ever attempt to actually use that pattern on anyone.