

Micro-analysis of the Magnifying Glass Metaphor to see the multiple imbedded suggestions that make it so effective.

## THE MAGNIFYING GLASS METAPHOR

Firstly (THESE ARE THUS JUST PREPARATORY COMMENTS SO NOT YET THE ACTUAL HYPNOSIS THIS REDUCES ANY ANXIETY ABOUT HYPNOSIS)

Let me (GIVE ME PERMISSION)

Explain (MAKE CLEAR)

What hypnosis is like (NOT WHAT HYPNOSIS IS - MERELY 'IS LIKE' THUS A SIMILE)

NOW A NOT SET COMING UP  
(3 NEGATIONS NOT, NO, NOTHING)

It's NOT like what you might have seen on TV or stage shows  
(OF COURSE NOT!)

There are NO swinging watches.

(DON'T BE RIDICULOUS!)

It's NOTHING like that.

(SO WHAT IS IT THEN?)

It is more like (ANOTHER SIMILE) listening to a play on the radio

And because (TRUISM) it's radio

(RESPECTIVE ROLES AND DUTIES)

It's MY job to tell the story

and it's YOUR job to imagine the scenery (VISUALISE) that MY words create

(INFERENCE OF IMPACT) in YOUR imagination. (YOU ARE THE ORCHESTRA)

So let (GIVE ME PERMISSION TO SPEAK) me explain the storyline of the play.

I'LL start by talking about the room, then I'LL get YOU (DIRECTIVE BUT VERY SUBTLE) to focus in on THE body

(NOTE the use of the direct article word "THE" rather than YOUR –TO PROMOTE DISSOCIATION)

Then I'm going to branch off (APPARENTLY THIS WILL NOT BE PART OF THE THERAPY)  
and tell you a little (DIMINUTIVE AND TRIVIAL) story from my childhood  
that you may (PERMISSIVE) or may not relate to your own childhood (BIND OF ALL ALTERNATIVES AND ALLUSION TO AN UPCOMING AGE REGRESSION SUGGESTION)

Then I'm going to get you (DIRECTIVE)  
to focus all through THE body and then you can tell me what feels different (PRESUPPOSITION OF CHANGE)  
about THE body.

So just (A LOVELY CASUAL EFFORTLESS WORD)  
make yourself comfortable (SUPPOSITION OF CHANGE)

And start (START WHAT? THE HYPNOSIS? )  
by just closing THE eyes  
(DIRECT INSTRUCTION - SUPER RAPID INDUCTION)

And take a few relaxing breaths,

(I.e. ANY TYPE OF BREATHS WILL BE RELAXING)

Whatever that expression means to you

(IT'S OK TO NOT KNOW EXACTLY HOW TO TAKE RELAXING BREATHS)

And just listen to the sound of my voice  
DIRECT COMMAND SUGGESTION

(NOW COMES A YES SET- MULTIPLE MENTAL 'YES' FOLLOWED BY A HELPFUL SUGGESTION)

Now at all times you can be aware of your surroundings (Y)

Notice how even with THE eyes closed you can still (BUT MIGHT NOT BE LATER?) be aware of the size and shape of the room, (Y) you can know where the door is (Y) (VISUALIZE) and how far apart the chairs are. (Y)

You can hear noises, (Y) perhaps traffic noises. (Y) (AUDITORY)

You can feel fabric under THE fingers, (Y) you can notice if the fabric is rough or smooth, (Y) shiny or dull. (Y) (KINESTHETIC)

And all of these things that I have mentioned so far, are all examples of what's called external awareness (Y) Awareness of our surroundings. (Y)

We spend most of our life externally aware. (Y)

But today you're going to learn about what's called, internal awareness. (POSITIVE HELPFUL SUGGESTION)

Now internal awareness comes in two varieties. Positive and negative internal awareness. (SOUNDING LIKE A ANOTHER TRUISM)

(ANOTHER YES SET) Negative is the most common one, (Y) the one we all know about. (Y)

I.e. IT IS COMMON KNOWLEDGE TO EVERYONE

For instance if we get a tummy pain, (NOT ABDOMINAL) we tend to focus in on it. (Y)

We notice the Site (STRESS THIS) of the pain, (Y) whether it's top, middle or bottom (Y) and whether it's left or right or central (Y)  
(BINDS OF ALL ALTERNATIVES)

Then we notice the Severity, (STRESS THIS) (Y) whether it's mild, medium or severe. (Y)

MORE BINDS OF ALL OPTIONS

Then we start jumping to conclusions about the Significance. (STRESS THIS) Is it constipation? Is it a dodgy pie I had at lunch? Is it the start of appendicitis ..... or something much worse?

EVEN MORE BINDS OF ALL OPTIONS

And you know (TRUISM) what it's like when we get unwanted thoughts, perhaps anxiety or fear or .....

INSERT THE SPECIFIC REASON FOR THE CONSULTATION

- a) (How can I get in a lift?)
- b) (When will I ever be calm?)
- c) (How will I ever get on a plane?)
- d) (How could I ever be ok with needles?)

And how these thoughts can sweep aside logic, common sense and reason (Y) and leave us feeling helpless and hopeless(Y)

BUT, on the other hand, there's what called positive internal awareness. (POSITIVE SUGGESTION)

Now not many people know about positive internal awareness because it requires focused concentration.

(THUS YOU TODAY ARE REALLY LUCKY)

And I'M really lucky

(JUST IN CASE YOU MISSED THE INFERENCE OF LUCK)

Because I first learned about the power of focused concentration more than .....(PAUSE) fifty years ago.

(INVITATION TO AGE REGRESS)

Back in those days I was quite young (DUH!) and I lived, believe it or not, in a place called (COMEDIC PAUSE 1) ..... Scotland.

THIS IS GENTLE HUMOUR - MY ACCENT IS INDEED VERY SCOTTISH SO IT IS NOT AT ALL HARD TO BELIEVE.

IF, HOWEVER, YOU DO NOT HAVE A SCOTTISH ACCENT THEN OBVIOUSLY DO NOT USE THESE WORDS.

NOW SOME GENTLE HUMOUR ABOUT SCOTTISH WEATHER

And on one of those really, really (EMPHASIS BY REPETITION) hot days that took place in that..... (COMEDIC PAUSE) brief couple of weeks .....that we lovingly called..... the Scottish summertime.

I used to enjoy playing with a magnifying glass.

You see, my father owned an industrial strength magnifying glass, on a stand.

THE LISTENER INVARIABLY ON HEARING THE UNUSUAL EXPRESSION "INDUSTRIAL STRENGTH" TRANSLATES IT AS 'BIG AND POWERFUL' THAT INTERNAL INFERENCE IS FAR BETTER THAN MY ACTUALLY USING THOSE WORDS.

He used it for his hobby of repairing watches.

(MERE PERSIFLAGE - verbiage to add an air of authenticity)

NOW USE CONSPIRATORIAL HUSHED VOICE

And when he wasn't **looking**

I would **borrow** the magnifying glass

and **sneak** it outside

**Under** my jersey

**With** a piece of newspaper

(EMPHASISE THE WORDS IN BOLD)

Often I would have my little sister (brother) with me.  
USE 'SISTER' IF TALKING TO A FEMALE PATIENT. USE 'BROTHER' IF  
TALKING TO A MALE PATIENT. THIS ENHANCES THE ROLE PLAY.  
THIS IS ALSO A FURTHER INDIRECT SUGGESTION TO INDUCE AGE  
REGRESSION

I've always been a bit of a show off  
SELF DEPRECATORY WHICH DISTRACTS FROM THE PRECEDING  
SUGGESTION OF CONSPIRACY

Well.... You can imagine what my little sister/brother was like  
DIRECT SUGGESTION TO AGE REGRESS

NOW ADOPT A CHILDISH VOICE

"You're not supposed to have that.  
I'm going to tell on you.  
You'll get into terrible trouble."

BACK TO NORMAL VOICE

And I would say "Shooosh!"

But instead of holding the magnifying glass up close to the paper to magnify the  
print I held it at a distance.

You can probably imagine what my sister/brother said.

CHILDISH VOICE AGAIN

"That won't work. That's too far away  
That won't magnify the print."

## BACK TO NORMAL VOICE

Till she/he suddenly saw how the light from the sun was passing through the lens, and because of the very special shape of the lens.

Well I bet you know what happened.

(THIS ENHANCES COLLABORATION)

See (VISUALIZE) how the light focused all the way down to this tiny, tiny dot (REALLY FOCUSED) of incredibly bright white light. (ALLITERATION)

And then, the white dot started to become brown, and it darkened, and it smouldered and it smoked till suddenly.....It burst into flames! SAID WITH SOME EXCITEMENT

And my sister would say "Wow, can I do that?"

EVEN MORE EXCITEMENT

So I taught her .....how to do it. (I AM A TEACHER AND YOU ARE A LEARNER)

I taught her that ..... you had to hold it...

IDEALLY SAYING 'HOLD' AT THE TOP OF IN BREATH TO INDUCE A HELD BREATH AND CATALEPSY

at just the right distance. Not a millimetre closer nor further away.

Just the right distance.

Secondly you had it to hold it..... really still.

FURTHER CATALEPSY SUGGESTION

Totally focused on that one spot .....and only that one spot till it changed.  
IT TRANS FORMED

(TRUISMS) Now back in those days that was focused concentration of light and heat energy from the sun, which I'm told is approximately 93,000,000 miles away.

(use 168,000,000 kms if that seems more appropriate for the nationality of that particular patient)

But today. (STOPPING THE AGE REGRESSION) after that brief introduction (NOW THE HYPNOSIS APPARENTLY ACTUALLY STARTS!!!)

you are going to learn (PROMISE) how to take the power of your powerful positive subconscious creative imagination (SAID LIKE A TRUISM AND VERY COMPLIMENTARY) and I'm going to show you how to focus that power by using your conscious logical thinking mind like a really powerful magnifying glass used as a focusing tool to be able to focus on just one thing,

and make that one thing THE

AGAIN USING 'THE' RATHER THAN 'YOUR' PROMOTES DISSOCIATION

Right foot and toes.

Focus all your thoughts, your concentration and every scrap of your awareness onto THE right foot and toes. And only THE right foot and toes.

As you do so.

Feel THE foot change. (KINESTHETIC)

When I say change .....IT (DISSOCIATIVE) might tingle or twitch or might just become floppy. (BIND OF COMPARABLE OPTIONS)

Then focus on THE right lower leg, particularly around the back, cos that's where all the muscles are.(TRUISM)

Then focus on THE right upper leg, and because (BIND) the thigh muscles are bigger and longer (TRUISM) it's usually easier to feel the softness and looseness.(ASSUMPTION)

Now focus all your attention onto THE left foot and toes. Feel whether IT moves a fraction and if so in what direction IT moves. Or whether IT just feels nice and floppy. (BIND OF ONLY TWO ALTERNATIVES)

Then focus on THE left lower leg. I wonder if you can feel THE muscles under the skin.

Then focus on THE left upper leg. Pay ATTENTION to the loss of TENSION. (PHONIC CONFUSIONAL REPETITION)

(NOW INSERTING AN AMNESTIC LOOP METAPHOR THAT HAS A SUGGESTION OF STATE CHANGE)

Now people have often said to me (THIS IS COMMON) that this slow steady way of guiding you into muscle relaxation (FIRST USE OF THE WORD RELAX ) and eventually into what's called hypnosis (YOU ARE NOT NECESSARILY THERE YET) is a bit like watching a piece of wax start to melt (METAPHOR).

At first the wax starts off solid and white, but as I start to speak in my soft and gentle voice, and particularly if at any stage THE eyelids flicker or twitch, (IF THEY DO, THEN SAY 'LIKE THAT' the wax starts to soften and to melt.

Oh, initially, the wax still seems to be the same, at least on the outside. (INSERT SLIGHT SNORT OF DERISION FOR DOUBTERS)

That's because (POWERFUL REASON) it's melting from the inside, till suddenly it becomes soft (NOUN) and softening (PROCESS) till eventually it becomes clear and runny and quite liquid.

(EXIT THE AMNESTIC LOOP LEAVING THE IMBEDDED STATE CHANGE SUGGESTION)

So that now as you focus on THE buttocks and pelvis you can notice (GENTLE SUGGESTION) what I mean by soft and softening from within. (LINKING BACK TO THE AMNESTIC LOOP SUGGESTION)

Then as you focus on THE tummy muscles, (NOT ABDOMINAL) feel the slow steady rise and fall in time with THE breathing.

Speaking of THE breathing, as you focus on the muscles of THE chest I'm sure (I AM CONFIDENT) you will have noticed (WILL RATHER THAN CAN) that the breathing is now (IT HAS CHANGED) much slower and far more (IT HAS CHANGED) relaxed. (SECOND USE OF RELAX)

I wonder if you've noticed YET (YOU ALREADY HAVE NOTICED OR LATER WILL, BUT YOU WILL NOTICE.)

That it's THE out breaths in particular that are allowing you (INTERESTING USE OF ALLOWING) to become even more relaxed (3<sup>RD</sup> USE OF RELAX) with each and every out breath. (BREATHING OUT IS INCREASING THE RELAXATION)

So as (DO TWO THINGS AT ONCE) you focus now on THE shoulders you can (SUGGESTION) feel the easy rise and fall in time with THE breathing. (TRUISM)  
Now I want you to really sharpen up your focus (SUGGESTION OF INCREASED



FOCUS) as much as you can and focus all of your attention onto THE right upper arm.

Feel it just hanging there now, by the side of the body, loose and floppy, like a piece of cooked spaghetti. (KINAESTHETIC SUGGESTION)

Now focus all your attention onto THE right lower arm.

I wonder if you can feel THE muscles loosening under THE skin, under THE sleeve.

Now focusing in on THE right hand and fingers.

Feel inside each knuckle, every tiny little joint till it's just the shape of the bones holding THE hand in place. (DON'T THEY ALWAYS)

Now shift THE focus to THE left upper arm.

Floppy as. (A FRIENDLY NZ COLLOQUIALISM. LET THE CLIENT MENTALLY FINISH THAT SENTENCE IN WAY THEY WISH.)

Now focused on THE left lower arm.

Just hanging there.

And THE left hand and fingers.

Every knuckle, every joint. That's good. (REASSURANCE OF DOING WELL)

Now shift THE focus up to THE big neck muscles and because of the sheer weight of THE head, all 5kg of it, (TRUISM) (SAY 11lb IF TALKING TO SOMEONE WHO STILL USES IMPERIAL MEASURES) might perhaps (OR MAY NOT) move a fraction, to a position of absolute (TOTAL) rest or just stay quite still and rested. (BIND OF TWO WONDERFUL POSSIBILITIES OF OUTCOME)

Now focusing in on THE chin and jaw. Feel IT relaxing (PROCESS) from THE inside to THE outside.

Then focusing in on THE cheeks.

Somewhat droopy and floppy.

And then THE eyelids, which have so patiently waited their turn. (EYELIDS ARE PATIENT?)

Feel them closed now, like shutters on a window. (METAPHOR)

And just when you might think that THE eyes couldn't possibly close any more, notice how THE little muscles at the sides of THE eyes let go and perhaps with a final flicker THE eyes are now **completely** closed. (THIS WILL BE USEFUL LATER.)

So now as you focus on THE forehead.

Feel it relaxing, smoothing and soothing away.

And the top of THE scalp ....and the back of THE head.

(LET CLIENT INSERT THE MISSING VERB – RELAX)

So that NOW and with every slow breath that you take out, you can feel a sort of ripple of relaxation flowing through the body, with each and every out breath.

And this is what I call light hypnosis. (WOW – IF THIS IS MERELY LIGHT HYPNOSIS IT IS ASTONISHING)

Notice how in light hypnosis you can still of course (TO ALLAY ANY DOUBT) have the external awareness as promised. (Y) You can still know the size and shape of the room. (Y) You can still hear any noises (Y) and you can still feel the fabric of the clothes. (Y) But I hope you can now appreciate (DOUBLE MEANING OF APPRECIATE) the vastly increased positive internal awareness. (POSITIVE SUGGESTION)

How the mind has modified the muscles and how the body has responded to the brain. (ALLITERATION)

You'll be able to speak quite easily (VOCALISATION FACILITATION SUGGESTION)

So tell me, in your own words (TAUTOLOGY –WHICH OTHER WORDS WOULD YOU USE)

What do you notice the body feels like now? (PRESUPPOSITION OF CHANGE) WHATEVER THE CLIENT SAYS - STATE "THAT'S RIGHT!"

So tell me. What do you notice about the weight of the body now? What does it feel like?

WHATEVER THE CLIENT SAY- STATE "THAT'S RIGHT, WELL DONE."

Now obviously you know logically that THE body cannot be any heavier/lighter than when we started.

Do you want to know why it feels that way?

Well for the first time in your life, every muscle fibre in THE body, and that's well over 14 million of them, is totally and completely relaxed. And when they all signal this back to THE brain at the same time, then THE brain understandably gets swamped and mistakenly come to the conclusion that THE body is now incredibly light/heavy.

That's excellent.

Well done. (THE RESULT WAS THEIR SUCCESS)

And tell me. What do you notice now about the temperature of THE body?

WHATEVER THE CLIENT STATES ANSWER "THAT'S CORRECT!"

If client says WARMER

Well that interesting. The temperature of this room is about 20 degrees  
The temperature of your body is 37 degrees. How can a body of 37 degrees get warmer in a room of 20 degrees? That defeats the laws of physics.

The body has a thermostat that keeps the body at 37 degrees. It doesn't change

However the skin temperature can change quite a lot.

When we are worried or anxious our skin becomes cooler. When we are terrified we can break out in a cold sweat. So of course when we are profoundly relaxed the skin is always warm and dry.

If the client say COOLER

Say “Well done, you know that the body temperature stays constant. Now you probably know where the phrases “Chill Out “or “Keep Your Cool” or “Cool It” comes from.

And tell me. I know this is somewhat bizarre. What does the brain tell you has happened to the size and shape of the body?  
That’s right.

It does feel bigger/smaller/wider/ blobbier. Now you can know what I mean by melted wax. (MAKING ALLUSION TO THE AMNESTIC LOOP)

So correct me if I’m wrong. But you have just changed your perception of body size, shape, weight and temperature and become incredibly relaxed. True?

Well that’s amazing because I never asked you to change any of these things. I just told you a story of two naughty children playing with a magnifying glass and then I asked you to focus on each part of THE body. The word that I used was the word FOCUS. I have no recollection of asking you to become  
(Insert all the changes in body perception in feedback)

Would you like to learn how to be able to reproduce this amazing state of relaxation any time that you want in less than sixty seconds?

Everyone always says “Yes”. I think we both know why.

(SHARED KNOWLEDGE IN FRIENDLY VOICE)

So let me bring you of out of hypnosis in order to teach you self-hypnosis.

I’m going to simply count from 1 to 10

When I reach the count of 8 THE eyes will open, spontaneously all by THEMSELVES and at 10 you will be fully awake and back to reality.

And if for any reason, you are interested. You can notice what happens if you TRY to open the eyes BEFORE the count of 8.

1, 2, 3, 4, 5, 6, 7, 8 eyes open 9, 10

3 options happen

- 1 Opens eyes. Excellent that proves you are in control. You need to know that
2. Does not bother. That's fine. You don't have to try.
3. Eyes cannot open. You probably thought I said you would not be able them, but all I said was notice what happens if you try to open them. Try means fail to the subconscious. That's why you are doomed to fail if you listen to the word try.

Now for some Self-Hypnosis.

Take your hands and place them together in a typical 'prayer-like' position.  
Then fold the fingers over till the finger tips are touching the other knuckles.  
Then extend the index fingers to as near parallel as possible.  
Then simply stare at the gap between the fingers.

Feel the fingers being drawn together by the power of the subconscious.  
Drawn together like magnets.

(The fingers actually have to move together because unknown to most people the index and forefingers share a common flexor tendon which means that the pressure on the forefinger flexor tendon will almost inevitably bring them together unless they deliberately resist.

Very occasionally someone might point this physiological fact out. My immediate response if that happens is "Of Course! Magnets between your fingers is just a metaphor - this simple physiological method obviously does not need magnets." This reply using the word 'obviously' means no further discussion and thus instantly disarms any possible objection.)

When the fingers touch just close THE (dissociative) eyes. Take a deep breath in and as you breath out go right back into hypnosis.  
Notice how good that feels.(Presupposition of Change)

Now just count to ten inside your head and at eight the eyes will open.  
Excellent! (Presumption that it was very good)

Now I want to prove that all hypnosis is self hypnosis so now I want you to repeat what I have just shown you and I will say nothing.

Excellent

Next session, I'll teach you how to get rid of all the unwanted triggers. (Implication of returning for the third session)