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| **POST SESSION**   1. **INITIAL QUESTION UPON OPENING EYES**   *(time distortion)*  *“How long did it seem like from the time you closed your eyes to now, five minutes or less?”*   1. **POST SESSION REPORT FORM**   Ask questions & fill it out   1. **REPEAT ANY INSTRUCTIONS OR POST-HYPNOTIC SUGGESTIONS** 2. **ASSIGNMENTS OR SESSION GOALS** 3. **POST SESSION SALES – IF ANY**   Do you have things to sell that can be easily shown such as a hypnosis store.   1. **COLLECT FEES** 2. **SCHEDULE NEXT APPOINTMENT** 3. **NETWORKING**   Give out cards, ask for leads, discount for testimonial |  | **PRE SESSION**  *(See inside cover for details)*   1. **PREPARE FOR THE SESSION** 2. **MEET & GREET** 3. **INTAKE SHEET – TOP HALF** 4. **DISCLOSURE FORM SIGNED** 5. **COMMON MISCONCEPTIONS** 6. **EXPLAIN HOW THE MIND WORKS** 7. **2 - 3 SUGGESTIBILITY TESTS** 8. **EXPLAIN RESULTS OF THE**   **SUGGESTIBILITY TESTS**   1. **FINISH QUESTIONNAIRE** 2. **WHAT TO EXPECT IN SESSION** 3. **PREPARE THEM FOR SESSION** 4. **GET THE PROPER FORMS**   **RESULTING FROM TESTS**   1. **CONDUCT THE SESSION** |

**PRE SESSION**

1. **PREPARE FOR THE SESSION:** Get the scripts together you’ll need for the session and

have both options handy.

1. **MEET & GREET:** Be positive, professional, confident & approachable – Pace them until

you can lead them. Get them comfortably seated and prepared for session.

1. **INTAKE SHEET:** Fill out the top half with them creating common ground.
2. **DISCLOSURE FORM SIGNED:** Have them read & sign any waivers, contracts or forms.
3. **COMMON MISCONCEPTIONS:** Review the ones you feel relate to them the most to

eliminate future questions.

1. **EXPLAIN HOW THE MIND WORKS:** The British Guard example on how to get suggestions

past an analytical or non-analytical mind.

1. **2 - 3 SUGGESTIBILITY TESTS:** Conduct at least two tests but if required use a tie-breaker

or one like the postural sway for confirmation if non-analytical.

1. **EXPLAIN RESULTS OF THE SUGGESTIBILITY TESTS:** Will you keep their mind busy or relax

them in the session and why. Use the explanation of “If you were at a party” to get confirmation of your decision for added confidence.

1. **FINISH QUESTIONNAIRE:**  Adding in any notes or suggestions to add from your

interview. Make notes of what you used and any issues so you can remember next session

1. **WHAT TO EXPECT IN SESSION:** Tell them what may happen such as they may experience

heaviness, light ness, heareverything, hear nothing, R.E.M. etc.

1. **PREPARE THEM FOR SESSION:** Sit comfortably without crossing limbs etc.
2. **GET THE PROPER FORMS READY:** Get the scripts together you’ll need in proper order

and any additional ones you may have decided on during the interview…

1. **CONDUCT THE SESSION:** Insert any additional suggestions you may have come up with

during the interview at the appropriate places in session.