

Dollar Demo Script

Here's the approximate word-for-word script used for the bar demo

Induction:

*"*INSERT NAME HERE*, What I want you to do is just look at a spot on your hand and as that spot comes closer, your vision will begin to naturally blur. As it becomes blurry, close your eyes now, take a slow deep breath in through the nose. Deep, deep, deep breath in through the nose. Hold it for a moment, slowly exhale through the mouth and just allow this hand to drift keeping your eyes closed, allow this hand to drift down further. Allowing your hand to drift, float, glide, all the way down. Relax it all the way down."*

Deepener:

"Continue breathing in through the nose and out through the mouth. Continue to relax allowing your head to droop forward, allow your chin to go towards your chest. Allow your head to completely relax now. Allow your shoulders to relax and sink down, all the way down, that's right, deeper and deeper. The more you relax, the better you feel, the better you feel the deeper you go. Every time I touch your arm, you go deeper and deeper. More and more relaxed with every word, every breath you breath, every passing moment, you find yourself going deeper becoming more and more relaxed."

Post Hypnotic Suggestion:

"So in a second, when I wake you up on the sound of 3, everything will be back to normal, however all colors will seem more vibrant, more vivid and you'll have a huge smile on your face feeling completely stress-free and very very happy, feeling like you just took 3 shots of your favorite energy drink on 3."

Trance Termination:

"1, 2 take a deep breath in, lift up your head now and 3 eyes open wide awake!"

Feel free to use this yourself, so you too can provide any willing volunteer a positive on-the-spot hypnotic experience. Granted, like the gentleman in the second clip, it won't affect everyone the same way. Needless to say, you'll want to concentrate on those that"

What's more, if someone reacts well to this initial experience, don't hesitate to offer them the opportunity to experience spontaneous laughter. I say this for a few reasons:

1) If they react well to this first demonstration, chances are they will react well to a feel-good (aka spontaneous laughter) demonstration.

2) Since you've already hypnotized them, they're now psychologically conditioned to better understand and more readily follow the process again. Even if they don't but someone else does, once people see the basic process, hear the words/phrasing you use & see someone come out with a positive experience, they tend to let their guard down & want to experience it themselves.

3) Because you would be providing a special follow-up demonstration, you can easily charge them \$5 instead of \$1. If they ask why \$5, you can state that you'll be providing them a deeper/more positive experience that will leave them stress-free & happy. Maybe even end with, "Do you believe having all stress removed from your mind and body and having the urge to laugh and feel great is worth \$5?"

Once someone pays you \$1 for a basic demonstration that made them feel better, they/someone they know tend to be more inclined to pay you more for a more intricate experience. You're providing the value of stress-relief and fun at a quick pace for a very low cost. It's a very easy way to earn your investment back on this month's training (and even more in the long-run).