

Conversational Hypnosis



**The Easiest Guide
Powerfully Communicate
& Influence Others**

Mayur Bardolia

CONVERSATIONAL HYPNOSIS

The Easiest Guide

Communicate & Influence Powerfully

The Complete course to master the skill of communicating with words and your body language so you get the results you want and ethically motivate people to take action in business and life.

By Mayur Bardolia

www.mayurbardolia.com

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Learn more about Mayur and how you can use our products and strategies to make your business thrive.

He has hundreds of thousands of people on our newsletter and students from around the world visit our website.

His vision is to inspire individuals to achieve lifelong success & happiness by generating genius within them.

He sees everyone filled with infinite potentials. He sees everyone as the dreamers, innovators and leaders who make the world a better place through their actions and creations.

He believes that we all have the ability to build a life, career and business that supports themselves, their family and the world.

He wants to create magic in your life by helping you to increase your success, confidence, income, profit, happiness and business that leaves lasting impact.

No matter wherever you are in life, Mayur is committed to taking you from where you are now to where you want to be.

He will make sure you get your desired outcome whether in your personal life, professional life or both.

He promises to give away 10X more value than you ask for in return. It's that simple!

Mayur loves to connect with people like you. You may want to connect with Mayur on mayurbardolia@gmail.com.

You can access tons of resources of Mayur on www.mayurbardolia.com

Table of Contents

Front Cover.....	1
About The Author.....	3
Acknowledgement.....	6
Welcome.....	7
Are you ready yet?.....	12
Chapter-1 You are already a great communicator! Really?.....	13
Chapter-2 Characteristics of a Great Communicator.....	18
Chapter-3 What is NOT Hypnosis?.....	21
Chapter-4 What IS Hypnosis?.....	23
Chapter-5 Dark Sides of Hypnosis.....	26
Chapter-6 What is Conversational Hypnosis?.....	29
Chapter-7 Why do you need to learn Conversational Hypnosis?....	31
Chapter-8 The Ethics of Using Conversational Hypnosis.....	35
Chapter-9 How do we create our reality, understanding and perspective?.....	37
Chapter-10 How people generate results in their life, either positive or negative?	45
Chapter-11 Steps of Conversational Hypnosis.....	51
Chapter-12 What is Rapport?.....	56
Chapter-13 How to establish rapport?.....	60
Chapter-14 How to know if you are in Rapport?.....	65

<u>Chapter -15 How to increase your concentration and alertness?.....</u>	<u>69</u>
<u>Chapter-16 How to lead people to desired outcome?.....</u>	<u>73</u>
<u>Chapter-17 How to connect with others without speaking?.....</u>	<u>75</u>
<u>Chapter-18 More tips to influence effectively.....</u>	<u>78</u>
<u>Chapter-19 How to communicate smoothly</u>	<u>81</u>
<u>Chapter-20 Just 4 words to speak hypnotically.....</u>	<u>85</u>
<u>Chapter-21 How to speak hypnotically?.....</u>	<u>90</u>
<u>Chapter-22 What is language and how we understand it?.....</u>	<u>97</u>
<u>Chapter-23 Communication with precision.....</u>	<u>101</u>
<u>Chapter-24 Powerful Questions for the communication with precision</u>	<u>108</u>
<u>Chapter-25 How to use your language to get what you want.....</u>	<u>126</u>
<u>Chapter-26 More Hypnotic Language Patterns.....</u>	<u>151</u>
<u>Chapter-27 Example of Hypnotic Script</u>	<u>159</u>
<u>Chapter-28 How to REALLY communicate effectively???</u>	<u>166</u>
<u>Chapter-29 How to deal with resistance?.....</u>	<u>168</u>
<u>Chapter-30 How to look as an authority and authentic?.....</u>	<u>171</u>
<u>Final Message.....</u>	<u>176</u>
<u>Other book by Mayur Bardolia.....</u>	<u>178</u>
<u>'High Performance Coaching' With Mayur Bardolia.....</u>	<u>180</u>

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*My students and clients who always motivated me to work even
harder and contribute more to the society*

To everyone who met me in life and taught me wonderful lessons

To all those who made me happy

Welcome

The Life You Desire Only Comes From the Way

You Communicate with others and Influence Others....

Just Imagine How Would It Be Like When You Know The Most Powerful Communication Skills to be Understood, Become Charismatic Authority and Even Get Total Support From Others.

I am glad to introduce 'Conversational-Hypnosis Mastery' (An Innovative Art to Become Champion In Communication, Influence & Persuasion)

As you read every word of this book,

You will understand how to negotiate & communicate like a master & get what you want more often.

Be the person everyone wants to agree with and love to talk with..

Just think about it, if you would like to know exactly want to say (how to say it) so,

A rigid workmates (including your boss) **readily agree with and support your ideas**

You can **persuade and encourage more customers** to buy your product/service so that you remarkably increase your business.

You can **win an argument, dislikes and disagreement**, even without making them feel bad or lost.

You have **quality, happy and healthy relationship** with family members, friends and others.

You become **charismatic communicator** & people pay you respect

You see, you can change your entire life, increase your business, achieve your goals & enjoy productive relationships by just using '**Conversational Hypnosis**'.

'Conversational Hypnosis' allows you to connect and communicate with people at a deeper level than ever before to become more persuasive and get the things you want.

But What is Conversational-Hypnosis & How to use 'Conversational Hypnosis' (In Everyday Communication)

Fact : 'Conversational Hypnosis' is a wonderfully powerful (yet non-detectable and non-manipulative) **language tool** that allows you to make profoundly DEEP and uplifting human connections with all types of people.

'Conversational Hypnosis' can be used in person, in groups, In everyday Conversation As well as over the phone.

And as you use 'Conversational Hypnosis' (In the way I'm going to teach you)-in just few minutes of conversation, the person (or group of people) you are communicating with will feel compelled to like you and agree with you.

Now, don't be surprised because it's a very common response from those who learned this skill.

And the way I teach you to do...

- There are **no extremely difficult tactics**.
- There is **no disrespect for the other person's beliefs or views**.
- And **no tricking other people into making a decision that goes against their will**.

Now, I have personally used techniques of 'Conversational Hypnosis' **to help people to influence, ethically control and persuade others**.

Now, these techniques can be applied in any situation in life, work or personal personally relationship by

Business Persons...Agents/Negotiators...Executive Managers...Sales People/Consultants...Teachers...Lawyers...Parents...**Almost anyone including YOU!!**

Why 'Conversational Hypnosis' is Exceptionally Brilliant?

I have designed this program for you in such a way that it's easy to follow and is full of practical and realistic exercises.

Here's a is a short list of what You are going to know:

- What Hypnosis is not and What Hypnosis is?

- How **people think and behave differently** and why they are always right?
- Change people's **Behavior and Way of Thinking**, so you can have it "Your Way".
- Make anyone Admire, Trust and **Instantly Like You and be attracted to you** by creating Rapport
- Find out when people are liking/agreeing with you or not, **just by their body language.**
- **Feel Confident and Comfortable** with Complete Strangers
- **Get exactly what you want** from your Negotiation and Meeting
- Use **Just 4 words** to put someone into hypnotic spell
- **Increase your chance of winning a business deal** by using ONLY 50 words.
- **Become More Persuasive and Influential** Using Most Powerful Hypnotic Language Patterns.
- Handle everyday arguments/disagreements without making others feel bad.
- **Get authority status** and become respected and honored without speaking a word

....And Much more....

This is the MOST ADVANCED course designed in the history. This is **NOT** a typical soft-skill training. I teach you cutting edge techniques those really work in real life situation.

Imagine, where you will be able to use this Knowledge & Skill:

- At Work to **Get More Results** and Ask for the Raise You Deserve
- In Business to **Engage Clients in our talk and Close More Sales**
- To **Negotiate Like a Master** and Get What You want More Often
- In Business to **Engage Clients in our talk and Close More Sales**

- To **Get Your Point Across and Be Understood With Powerful Communication Skills**
- At Home To **Get Your Children to Listen To You** and Improve Their Results
- To **Become More Attractive to the others** Regardless of Your Looks or Status
- To **Enlist the Total Support** of Friends, Family and Strangers Everywhere You Go
- Works In Person, Over Video Chat, On the Phone, In Written Notes and More!
- And **almost in every communication you do Everyday & Everywhere!**

Before you decide to read ahead, let me tell you, There is no school, college, university or institute who teaches this Extremely useful skill.

Now, go ahead and **enjoy learning conversational hypnosis to communicate more elegantly and influence people around you.**

Introduction

Conversational Hypnosis is designed to give you practical knowledge of the world's most effective hypnotic language patterns and advanced techniques to influence others ethically. After doing reading this book, going through the exercises and practicing these patterns you will be able to use them in your life to more easily induce trance conversationally, gain rapport and create a fertile environment for trance and personal change. These techniques and patterns can help you to powerfully increase your ability to help people access potent feelings and emotions and help them achieve change artfully and elegantly.

About this Book

If you'd like to get good at delivering the Conversational Hypnosis patterns, practice will get you there. There is a tremendous amount of valuable information in this book. Each time read this book and do the exercises, your skill level and depth of understanding will increase. There is an extensive set of exercises and resources throughout this book to help you take your hypnotic language skills to the master level - use them!

This book is not designed as an intellectual discussion of advanced language skills. This is a practical guide designed to get you to immediately begin using Conversational-Hypnosis patterns to make your life better. My job is to present you these patterns in a way that makes them easy for you to understand and use. Your job is to take it from there. Practice and become good at them!

Are you ready yet?

“The speaker had arrived at the village hall to give a talk that people had eagerly awaited for many weeks. The talk was on a particularly contentious issue that touched on the lives of everybody in the village. There were many different points of view and some people had already taken entrenched views as they sought to establish where their own interests lay.

The speaker was just about to begin her talk when she noticed that everyone in the audience was wearing a hat. The butcher's hat was adorned with a string of sausages and two Viking horns made of black pudding; the baker was wearing a hollowed-out cottage loaf on her head; the kennel owner wore a bowler hat trimmed with Rottweiler teeth; the priest had a bright red hat from which incense smoke wafted; the farmer's hat was hewn from tractor tyres; the estate agent wore a hat covered in elaborate sentences full of measurements and hyperboles; and the teacher's hat was made from a placard protesting against cuts in education spending.

And there were as many other hats as there were people in the hall.

The speaker paused. She looked at the audience and told them she had never seen such a splendid collection of hats in her life. She complimented each one and wondered whether each person there might not hear better with their hats off.

One by one, they each put their hat on a table at the back of the hall. By the end of the talk, they were all surprised to discover how much more they had learned than they originally expected.”

Why am I telling you this story??

We all wear the cap, hat with a label says ‘I know everything’.

You are reading this book means you really want to get the best value out of it and you should, shouldn't you? Therefore, it's suggested to keep that cap or hat on one side or put somewhere safe (only if you are wearing it) until you read and understand things which are covered in this book.

You will enjoy this book even better when you hold ‘Know nothing attitude’ like a child.

As you read page after page, you will be more curious and this will allow you to get interested in this subject.

Enjoy learning ‘Conversational Hypnosis’ because Learning is always Fun.

Chapter – 1

You are already a great communicator! Really?

“Dare to create your own value in this world. Be bold. Be creative. Be 'YOU!'” - Mike Klingler

How will you give answers of following questions? Give the answer to yourself loudly or better find a partner.

1. *Your small introduction*
2. *List at least 3 qualities about yourself*
3. *What do you expect from this book*
4. *What are your ambitions?*
5. *In next 5 years where do you want to be?*

If you haven't answered yet, pause here and do it now.

Now, imagine if you are a great communicator and pretend to be a great hypnotist.

Give answers of those questions again either to yourself or to your partner if there is any.

Feel how differently you feel and you might sit or stand differently than before.

Just by pretending as a great communicator, you would feel more confident and elegant.

How did it happen?

Research shows that nearly 90% of the people suffer from lower self-esteem.

People don't value themselves. Yes, people don't feel great from inside.

When I ask 'List at least 3 qualities about yourself', only 3 out of 10 people manage to answer 3 qualities about themselves. Why?

You are far more important than you think.

You need to believe that you have the value.

You must accept that you are an important individual.

Let tell you the fact about you.

Remember the time since you were born until you were 2 years old. You were too weak and soft, yet you managed to crawl, stand up, walk, jump, and run.

Your bones and muscles were not strong, still you were running like you are full of energy.

What does it prove? It proves that you were born courageous, determined and super-strong.

Your parents bought some block games (ex. Lego) with which you were supposed to join together and your parents ask you to make the small house exactly how it appears on a page given with the box of blocks.

Do you know what you did?

You put blocks on top of each other and made the tall building, in fact as tall as possible with resources had.

What does it mean? It means you never wanted to follow someone else. You believed in doing what you loved doing. You made tall building, that means you want to reach to top.

You were using every single resource appropriately. It means that you knew how to get the best out of everything you have got so far.

Then you started speaking. Your speech was not clear, but you enjoyed every single word you spoke. You could not sing so nicely, yet you were singing like no one is listening.

You were dancing like no one is watching.

You were confident and you were not seeking for validation. You were enjoying almost every single moment even without any logical reason.

You knew how to be happy.

You were asked to hold a pen/pencil and draw, let's say, '1'.

Now, '1' is only a symbol which means only a number.

You were asked to overwrite on '1' nearly 100 times in order to understand.

You did not follow it and you were scribbling around on a page because you believed in 'NO-BOX Thinking'. (far beyond traditional notion of 'out of box thinking')

You were stopped to climb on a sofa or any place which is higher than you, you did not stop and you proved others wrong by climbing on them.

You fell down many times whilst walking, running, climbing or cycling, but you did not lose hope. You stood up and started again. That means you were courageous and confident.

You were good at talking to one person to many.

Did you notice that how good you were? Believe me, you are still good enough.

So how did you manage to forget your qualities?

It's because you were constantly told by your parents (obviously unintentionally or maybe they did not know how to use the right word to address the problem) and teachers that you are not good enough.

You were ridiculed by small mistakes and you were told that you can never amount to make anything.

Your classmates and so-called friends laughed at you and you decided to speak openly to others.

You were talking to your friends and spoke for 5 seconds and the teacher caught you and punished in front of the whole crowd and you decided to be afraid of public speaking.

You saw others failing at public speaking and believed that you will also fail at public speaking without giving it a try.

You failed once and you were told that your game is over and you will always fail.

And you believed it's going to be permanent.

It was going really bad in the past.

Do you know that good thing about the bad past?

The good thing about the bad past is that it's already over. It's gone.

You are still playing the same clip over and over again. In fact, it's already gone a long time ago.

Now, You need to believe that you have the value. You must respect yourself because you deserve it.

You need to understand that you already have the ability to communicate effectively with anyone in the world, just like you have been doing in your early childhood.

You need to stop seeking validation from everyone.

You can and you will become a great communicator because you are talented.

Congratulations!!! You have just realized that you are as awesome as everyone else.

Now, before we move on, let me share some of my expectations from you.

You should follow instructions given below in order to get the best out of this book.

- Read with enthusiasm. You will get what you give in.
- Share your experiences, thoughts and feedback with me or ask any question (no question is stupid question) you want to get clarity by contacting me on mayurbardolia@gmail.com or else call me on 0091 97370 46050 directly
- You will learn lots of exercises throughout the workshop which will build internal skills. You should follow exercises in order to gain mastery. You can learn anything in one trial experience and you can be master as something by repeating over and over again
- You don't need to absorb it all at once. Allow yourself time to work on one or two tools or approaches at a time

Remember: Learning occurs only when it comes out from your behaviour after learning.

Exercise

1. Go out and speak to others by pretending you are the best communicator. Imagine the greatest communicator of your choice. It can be anyone. For example, Lawyer, politician, your favourite teacher, actor/actress, trainer or almost anyone who possess good communication skill.

Imagine they are talking in front of you and feel the magic of their communication. Now, imagine that you have their soul in your body and see how you would look if you are a good communicator and talk as they talk. Feel how good it feels as a good communicator.

Now, go on and strike a small conversation with someone you know or any stranger.

“All communication begins with intention.

Intention drives communication.”

Chapter-2

Characteristics of a Great Communicator

Every communication has an intention.

During each communication, you should follow the PACE formula given below.

P – Purpose

A – Adapt

C – Calibrate

E - Engage

P – Purpose – Know your outcome

You should keep in mind the purpose of your communication. Before you start communicating, ask yourself

“What outcome I am expecting?”

“How am I going to take this relationship to the next level which is productive for both of us?”

Our mind is like a goal-seeking missile. If you give a purpose to your mind, it automatically finds way to make it happen.

Now, here’s a question?

What is the end result we are expecting out of EVERY communication we do?

Answer?

Satisfaction?

Our outcome?

Profit?

Benefit?

Probably yes or no!

The answer is “**Productive relationship**”. Yes, we all wish to get productive results out of every relationship. **Productive means your relationship should grow and flourish.**

So, have a purpose of productive relationship out of every communication.

What goal you want to accomplish and what goals you are helping others to achieve?

Identify precise and achievable outcomes. Know the purpose and direction of your communication and action.

A – Adapt - Be flexible

You know many tools of communication and you will learn a lot of techniques from this book and other sources. It’s advisable to be flexible in your behaviour, language and internal feeling.

If something doesn’t work, change the way you communicate.

We have the freedom to do things differently

Continually adapt in order to influence and involve others in your outcome.

C – Calibrate - Gather feedback

I have been to a seminar where the trainer used to shout ‘WAKE UP’ every 45 minutes. Out of surprise we asked him about the reason for his shouting of ‘WAKE UP’.

He replied, *“People are far too busy inside their head rather than what’s happening as a result of their communication. People need to be aware and alert to see the world around her/him.”*

The real world is outside you and right in front of you.

Pay attention to what’s going on at the present moment. Notice the responses of others in order to provide sensory feedback for you to ensure that you progress towards your outcome

People don’t listen to understand, they listen to respond.

Don’t do this mistake.

The meaning of your communication is the response you get. If you don't get your desired outcome, change the way you communicate.

Wake up and see what's happening around.

E – Engage – Take action

Again, there is a real world out side you and in front of you. What goes on in your mind is only a movie and it's not reality. Do something that takes you closer to your and others' goals.

Take productive action.

Your knowledge is important ONLY when you take action and implement.

Your talent is useless until you put it in practice

Your skill will not be sharpened if you don't use it.

You will not be a great communicator if you don't communicate.

Exercise

1. Notice the purpose behind every communication you have with others. Consciously notice what is the purpose of your communication. Do conversation without any purpose and with purpose.
2. Listen to as many people as you can with 'KNOW NOTHING' attitude. Pay complete and undivided attention to what they say without assumptions

“Communication is not about speaking what we think.

Communication is about ensuring others hear what we mean.”

– Simon Sinek

Chapter – 3

What is NOT Hypnosis?

*“I have with me two gods,
Persuasion and Compulsion.” - Themistocles*

Hypnosis is one of the most misunderstood terms in our society. Many people think hypnosis is bad.

They come to this conclusion based on what they have seen in movies, TV, book or heard from someone who did not have adequate knowledge.

People believe that hypnotist controls others' minds and dominate them and make them do anything hypnotist wants them to do.

In hypnosis, you are establishing a connection with someone's unconscious mind. The unconscious mind is the place where people's ethical and moral code is stored. It is impossible to break someone's ethical code and make them do anything which is against their ethics.

Now, you may say that you have seen stage hypnotists do some tricks with people and make them do all those kinds of funny things.

Well, a stage hypnotist's job is to create the illusion of control. Think about the very first thing that a stage hypnotist does. He invites people to come up on stage. He invites volunteers. So who's going to volunteer to that? The person who doesn't want to 'cluck' like a chicken? The person who doesn't want to make a fool of himself?

Of course not! The people who do volunteer are the people who want to be exhibitionists, want to show things off. Of course, on one level they are actually having the experience that the hypnotist is suggesting. But, it is not in any way conflicting with their own moral code.

For example, there's a very famous case of a lady in a show who was doing everything asked of her. She was like the star of the show. When it was time to be a chicken, she was a chicken; when she talked with aliens, she talked to aliens but with elaborate gestures, and deep insight.

Now, at the end of the show, when the hypnotist was wrapping things up, he decided to give everyone the chance to dance a little 'hula', to have a little party, to enjoy themselves up on stage, before he sent them back into the audience.

And this woman refused to dance. No matter what the hypnotist did, this woman refused to dance.

So the show finally comes to a close, he de-hypnotises everyone, removes all the suggestions – an important thing by the way – and he can't help himself: he goes up to this woman and says,

“Hey, listen, you were so good for the whole show, but when it came to dancing the hula, you just wouldn't play. What happened there?”

The woman looked at the hypnotist and said, *“Oh, no, no, no. We don't dance. It's against our religion!”*

You see, the woman would not break her ethical code.

Now, on a deeper level, the CIA had a very famous project you may have heard of – it was called 'MK Ultra'. In it they tried – a long, long time ago now – to create what's called a hypnotic assassin. Much like the book *The Manchurian Candidate*.

The hypnotist they chose for this was a man called George Estabrooks, a very famous man (you can still get some of his books). Now, this man was a great hypnotist. He was very, very skilled at what he did. And no matter what he tried, and this was going through *years* of research, he simply could not succeed.

If you have still been holding onto this idea of totally dominating someone else's will, forget it. It won't happen. If you want to become someone who takes over the world with your hypnotic skills, I advise you to forget it.

I wish it's possible. If that is the case, I would have been enjoying at my personal beach house at Bali Island sipping 'Bloody Mary' cocktail. Unfortunately or fortunately I am not.

In the next chapter, you are going to learn what is Hypnosis.

You must adhere to the code of ethics. As we discussed in last chapter, you must believe in building a productive relationship which is beneficial for both parties.

Isn't it a beautiful thing to help others to achieve their goals along with ours?

*“The mind is powerful, and you have more control than you think.” –
Scott D. Lewis*

Chapter - 4

What IS Hypnosis?

“Hypnosis is the epitome of mind-body medicine. It can enable the mind to tell the body how to react, and modify the messages that the body sends to the mind.” – New York Times

After understanding what is not hypnosis, let's talk about what really is hypnosis.

Hypnosis is a natural phenomenon. It's an altered state of mind. In this people are more responsive in a particular state of mind. Their inner world (imagination) is somehow more real and ideas, information and thoughts you present – through your language, behaviour and communication – people accept with least resistance and the ideas appear as real.

Now, there's a rule in hypnosis that anything that includes the inner world (in other words, becomes part of that inner world of someone) eventually becomes part of their outer world. It means, what is going on inside their mind, it comes out in their behaviour. And, eventually their behaviour (which we know as 'action'), leads to new results.

So, if you want to change someone's behaviour, you have to change their inner world first and that will help you to help to get new results.

Hypnosis is not magic, voodoo or strange experience. It is an absolutely natural phenomenon. We are always under trance which is 'hypnosis', although we consciously don't know about it yet.

While we are watching a movie on TV, we know it's a story with predetermined plot and everyone is acting different roles. Yet, we feel the emotion based on words, content and context in the movie. In a comedy movie, we know that the actors are stupid only in that particular movie but we laugh at their stupidity assuming it's real. In fact, they are not.

When we read novels, we feel the emotions and we feel like the character in the book. How some words printed in a book can have such a deep impact in our mind to stimulate certain emotions in our body. Some people are so lost in novel that they start feeling romantic or start crying according to the plot in the novel. That means we are under hypnosis.

We can hardly differentiate between reality and imaginary.

Also, we are under hypnosis whilst we are driving. Driving is one of the most complex activity a human can do, yet we whilst we are driving, we don't consciously remember what happened during the journey. We could see everything, but we don't remember anything.

Even while we listen to any song, we feel the emotion of the song. How some words spoken in a certain rhythm and some music can generate wonderful feeling in us? It's again another example of everyday hypnosis.

When we watch the news on TV or read in the newspaper, we believe them as they are true. Aren't the news true? The news is not necessarily real. The news is the feedback of the reporter. They tell you what they want to tell you. But News and media are considered as credible and authentic authority. If something is said by credible and authentic source, we believe it as it's true. We again get hypnotized by the way they communicate information to us.

It's quite funny to know that when we see something on the internet, we believe as it's true. We rarely verify the fact. Again, we don't judge whether it's true or not.

Even if we see something on facebook, let's a quote with a picture of a famous person, you will be surprised to know that many quotes with pictures are floating around on the internet are not true. It means those quotes were not said by the person whose name/picture is attached with that quote. It's our unconscious mind at play. Our conscious mind shuts down and stop thinking logically.

Also, when you are passing through your living room and your family members are watching a movie. You decide to sit and watch that movie for a while and then after you just get synced with others and watch the movie for longer than you initially decided.

Another extremely powerful example is that when someone tells you a story, for example, their experience, someone else's experience, you create vivid pictures of their story in your mind and you don't consciously judge whether it's true or not.

We will discuss in more detail about hypnosis and it's dark side in the next chapter.

Exercise

1. Now, you have understood the nature of hypnosis and how we experience everyday, notice how, where, when and who is hypnotizing you everyday and everywhere. Find out how you go in and out of different trances. Sometimes,

people hypnotise us and sometimes the situation hypnotizes us. Remember that hypnosis is altered state of mind. In hypnosis, you are paying attention in such a way that it becomes real to you. Your conscious mind shuts down and you accept things, people, opinions more easily.

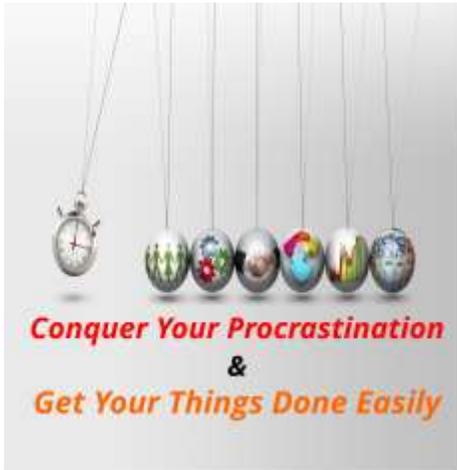
2. Also, notice how others get hypnotized by observing them. Notice how they respond to the situation. This will be the whole new experience for you because you will see how a person gets hypnotized or go into trances as an observer.

“Sometimes people don't want to hear the truth because they don't want their illusions destroyed.” - Friedrich Nietzsche

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- *You don't begin because you are probably thinking about what would people say*

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- *Turn dreams into reality*
- *Take quick decisions and take more actions faster*

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