

## **BOOK & BALLOON (aka ARMS RISING & FALLING)**

(Remember to ask client if arms/shoulders physically can be held up.)

Hold both arms out so that they are level and turn your left hand so that the palm is facing upwards, and the right hand so that your thumb is facing the ceiling.

Good, now check to make sure that those hands are level.

Now close your eyes and relax, because I'm going to ask you to access your creative mind and show you how your wonderful imagination can work for you.

Now... imagine that in your left hand you are holding a VERY thick, VERY HEAVY book. This book is SO THICK...SO heavy... you can feel it weighing down your hand.

Maybe this is a book you know about...maybe it's one you are making up.

Notice the color of the book...Maybe you can feel the texture...maybe it's an old leather book and you can feel the bumpy texture of the leather...or maybe it's cloth or paper...

Your left hand is feeling SO VERY heavy...it's such a strain holding that book...it's so thick and heavy - SO heavy it just wants to go down - and down and down...

Your hand is getting heavier and heavier holding that book... it's going down and down and down and you're feeling more and more tired each moment you are holding that book.

You're doing great...

Now... imagine that attached to your right thumb are 10 pieces of string and each string is attached to a HUGE helium balloon. Those balloons go through a magic hole in the ceiling and are floating way above the roof of this building.

Of course, you know helium is a gas lighter than air, and those balloons are so light they are going higher and higher into the sky.

And as they go higher and higher - and higher and higher... you can feel your thumb lifting up... going higher and higher...up and up.... feeling so light as it begins to move upwards.

Those strings are tugging at your hand - lifting it - raising it - higher and higher - higher and higher - up and up....your arm is held up there effortlessly by those balloons...

Now in a moment I'm going to count from 1 to 3 and I'm going to place another IDENTICAL heavy thick book on your left hand...

When I place the second book, notice what you notice... Just feel those books weighing you down -

ONE...TWO...THREE... and here's another heavy book....notice how your arm feels...

OK. Good.

Now...open your eyes...

Shake out your arms...

\* \* \* \* \*

Ask your client to sit back down.  
Then ask "Which one seemed more real?"

Take notes re: Visual, Auditory, Kinesthetic

SHARE EXPLANATION how part of the subconscious mind cannot tell the difference between real and imagined.

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