

Week 5 Video 5

So as you're learning to create custom suggestions for your clients, there may be some times where you're kind of at a loss of what to say, and that's the time where you pull in the heavy artillery and you use your universal suggestions.

Now, a universal suggestion is exactly what it means. It means that you can place this suggestion anytime, anyplace, and it's going to fit perfectly. So there are certain words that we're going to use when we create these universal suggestions.

Let me actually ask you, think about one of your goals and imagine that you're hearing this suggestion – “you are calm, relaxed, and confident.” Does that fit in with what you're looking for? Or “you're calm, relaxed, and in total control,” so if somebody has a fear and they're overcoming their fear, let's say, their fear of dogs or their fear of taking tests, you are calm, relaxed and in total control, is that something that they're going to want to feel? Absolutely. You are calm, relaxed, and confident. Absolutely. They're going to want to feel calm, relaxed, confident, in total control. These are words that are going to fit in with pretty much any situation.

So kind of keep them in the back of your mind so that you can use them. You are calm, relaxed, and in total control every time you speak in front of a crowd. You are calm, relaxed and in total control even though others at the party may be drinking. You are calm, relaxed and in total control every time you take an exam. You can just kind of fill in the blanks with that.

Calm, relaxed, confident and in total control, aren't those things that all of us really really truly want? Keep in mind the universal suggestions. They'll be there whenever you need them.

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