

Hi everybody. I got my handy dandy question and suggestion sheet and I'm here with Michael and he actually told me on the phone, he's my client, he told me that he wants to run a 10K and so this is what the subject is and that's about all I know because he just told me a few minutes ago. I don't even have an idea he wanted to run 10K.

**Wendy:** So, Michael.

**Michael:** Yes?

**Wendy:** What's your goal for the work that we're doing here, what's going on?

**Michael:** So, I want to run [00:00:44] 10K but I'm not certainly thinking that I want to go join the race or win or anything like that, that's not really what the goal is. The goal is I just want to be able to run 10 kilometers and that's about 6 miles.

**Wendy:** Do you mean all at once? Ha! – Sorry, because you can run a mile today and a mile the next day.

**Michael:** That's true. It's actually a funny question, but a good question, so yeah, I do mean all at once, like, just get out on the trail, run the 10 kilometers and then be done.

**Wendy:** Okay. Well, what's stopping you?

**Michael:** Probably like 5K.

**Wendy:** What do you mean? That's stopping you?

**Michael:** That like about my limit. Like, I get to 5K and just kind of "that's enough" and at 5K for me, I've been running about 30 or 35 minutes, so I'm kind of like I know I want to run the other 5K, but I'm just like, "alright that's enough" and I go home, get a shower.

**Wendy:** So let me ask you a question. How do you know you want to run the other 5K?

**Michael:** Well, I've definitely done it. I've done 10K before. I've done that on the trail I usually run and on a different trail and I just would enjoy being able to run that far. And

it's not like I want to do it with every run. I don't always have time to do it, but I'd like to maybe do it once a week as a long extra run, and I think I will feel good if I did it.

**Wendy:** Okay. So, I forgot to mention, while you're watching this and you've got your questions and suggestion sheet here, I want you to fill up the questions while I'm asking Michael. Be sure you use his words verbatim and I'm going to help you fill out the first couple. The goal is be able to run the 10K. What is stopping you? I get to 5K and I say that's enough. And that's about as far as we've gotten. He also said he wants to enjoy running that far because I asked him, how do you know you want to run 10K?

When did you decide this?

**Michael:** I've been kind of working up toward it, like, trying to do it for awhile now. Like, I know I've done it before, but this year, I just haven't done it at all.

**Wendy:** Okay. And so, what do you need to do to be able to run a 10K?

**Michael:** Keep running.

**Wendy:** That's all it is right?

**Michael:** Pretty much. That's all it is. It's just – I guess it's maybe just this attitude that, you know, 5K is good enough and 5K probably is good enough.

**Wendy:** Okay. So you just keep on running because you've done it. You know you've done it.

**Michael:** Right.

**Wendy:** So, if you had a magic wand, what it would be like running the 10K for you?

**Michael:** Well, it's a totally different feeling because once you're beyond that 5K mark, but 5K always feels great, but when you run the 10K and I imagine that it's even different for marathon runners which I don't want to be but you know you just exerted yourself even more. You've done more exercise and you just have this feeling in your body of it's an extra lightness, it's – I'm not even sure how to describe it. You know, it's not a tingling, your body just feels great when you're finished. It's going to sound odd but I really like the getting warm from running and the sweating and just that it's also a meditative state, like, you know, you just eventually kind of go into this place of you're just doing it. It becomes, like, you're not the person running, you're just running. You're just not running if you think about it that way instead of – so instead of running, you are

the running. It's kind of a – it's a weird difference but it's just like mental shift of where you go and how you feel while you're doing it because you're no longer thinking about running or I have to run so much further, you're just running and you just become one with that kind of a place.

**Wendy:** So if you notice, my question to Michael was, if you had a magic wand, how to feel and he kind of went and didn't really quite answer that question, but he did share a lot of things about the feelings that he likes and the feelings he wants to experience when he ran. So I wasn't too sure where to put it on this form, so I just started scribbling and I just kind of took notes verbatim about what he said, and so you might not have figured out what to put there either. So if you had a magic wand and he said the 5K always feels great, that extra lightness, my body feels great, I even like that getting warm feeling from running and that meditative state that I am the running of course he was using you and you no longer think about running, you are just running. So he's telling me how he wants to feel when he's running, and so, if he had a magic wand, the answer to that question is he would want to feel that wonderful feeling of getting warm from running that being the running and feeling that lightness, body feeling great. He's sharing it but sometimes it takes a little bit to kind of figure out what he's saying, well, not just him but anybody. Okay.

**Michael:** So, you said I didn't answer the question, what was the question again?

**Wendy:** Yeah, see, you didn't even remember the question, just a typical married couple. So the question was if you had a magic wand, how would it be? How would it feel? And so right now, you run 5K and you know okay I'm done. So if you had a magic wand, what would it be like to run the 10K, so it maybe that I wasn't clear on my question by the way. If you had a magic wand, how would you like to feel while you're running the 10K? How would you like to feel so that you can run the 10K?

**Michael:** I suppose I like to feel – I'm not even trying to answer that question.

**Wendy:** Don't worry about it. We'll get to other stuff later on.

**Michael:** Yeah, I'm not sure – I have an answer there.

**Wendy:** And that's fine. And so, just tell me, tell me about something that you set out to do, a goal you set out to achieve and you actually achieved it. Can you think of something? It doesn't matter if it's little or big.

**Michael:** Sure. I mean – well, years ago, I became a computer programmer.

**Wendy:** Okay, good. And you're successful?

**Michael:** I was very successful.

**Wendy:** And...great. Was it hard to do, to become that? I mean, what did you –

**Michael:** It was just exciting to do it.

**Wendy:** Yeah?

**Michael:** It was just, you know, I was just always learning something new. I was so enthralled by the idea of it ever since I first knew that it existed and I've tried it out that I've made A's in all of the classes I took about it and I really, when it came to that, I just had a really easy and clear understanding of what to do next, you know, whether I was programming or planning to do something, a bit of programming, or whatever, it always just came to me. I never really had to struggle with it.

**Wendy:** Okay, good. So let me ask you, after you're able to run the 10K, how's that going to feel?

**Michael:** Well, it'll feel great. I mean, I'll feel exhilarated. Maybe I'll feel a little bit exhausted. That would be nice, but not exhausted like, "Oh I never want to do this again," just exhausted, like, "Wow that was great" kind of. I feel so like I've just used up all the extra energy and you know like that and still not sure how to answer that question. I mean, I know what it feels like. I don't have a word for it.

**Wendy:** That's alright. Okay. So by the way, the next question is, after you meet your goal, what will you look like? I already know he is going to look like a hot sweaty mess I don't have to ask him that. What are you're going to act like? He's going to act a happy exhaustion kind of a thing. So I'm not going to ask these questions but these questions are wonderful for somebody for stop smoking or for weight loss. You're going to learn a lot about a client when you ask them these questions. How are you going to benefit from doing this? That's the wife Wendy talking.

**Michael:** Well, it might be the wife Wendy talking, but truthfully, it's a great question to ask your client.

**Wendy:** Well, you're the client, so --

**Michael:** I know and I'm just saying that because I think about my clients and I think that's what I need to ask them because they need to understand that and how do I benefit from doing that is, I'm just going to – it's just going to improve my – so this is possibly, I guess, it's just going to improve my health by doing this once a week. Not that I'm not already in good health, I am really pretty fit, but just being out there and running that 10K once a week, I think there's like a mental benefit to that, like, "and I did it," "I can't do it," you know, that time of being alone I don't run with other people. I run by myself and while there are other people there on the trail and I may wave at them and everything really just like that whole period of just being there with my thoughts and doing it or letting my thoughts go and just running. So my benefit is that, you know, it's really this huge piece of time to myself that I'll love.

**Wendy:** Now, Michael is a super easy client to interview and I wish that all of your clients are like Michael. But you're going to have some clients that it's like putting teeth. You might get one word answers and you're going to be using all the wonderful good rapport conversational skills to help get more information from your client by saying, "Ah, tell me more. Well, close your eyes and pretend if this were to happen, how would that feel?" You're going to help your client to give your more information. So, you mentioned it's to improve your health. And if that improves your health, how is that going to benefit you?

**Michael:** Oh, just – you know, we have grandkids and I want to be there and healthy and able to attend to their graduations, their weddings and hopefully be in great health when they have kids.

**Wendy:** Okay, so that question – that answer, remember when we said, here's the end result. The end result is running the 10K, the end result beyond that is improving his health, and then beyond that is spending more time with our grandchildren. Starting to kick in? So, that is a wonderful motivator isn't it for Michael, to really have more time and more quality years with the grandchildren.

**Michael:** It's fun I'd like to make a comment about that because often times, our clients come in with what they don't want, and so we have to figure out what they do want, and I haven't said what I don't want, and what I don't want is, I don't want to be like I see my mom. And mom is not spending a lot, any time really, with her grandkids. She can't move around and do stuff and I'm grateful that she's still with us and I can go visit her but when I'm her age, I want to jump on a plane or in the car, or be able to go wherever my grandkids are and I want to continue doing that and actually when I'm her age, by that time, I should have great grandkids and I'll be going to see them.

**Wendy:** Okay. And so, that kind of stuff comes up. I'm not asking him specifically what is it that you don't want because clearly there's something that he wants to have this for a number of reasons. We're not going to be creating suggestions based on what he doesn't want. We're not going to give a suggestion. You allow yourself to run 10K once a week so you don't become like your mother. We would never do that but this is information and this helps give us a much better idea who our client is and what's going on in those motivators, but I won't bring that don't part up because that's in his mind that's not something to focus on, it's going to be helpful other than that it gets him here and it gets him motivated to live a different life.

**Michael:** Great.

**Wendy:** Thank you.

**Michael:** Yes, you're welcome.

**Wendy:** So what's your first step? I mean – well, let me take that back. I know what you're willing to do, you're willing to run. You're willing to learn and have hypnosis to help motivate you so that it's easy and maybe there is something blocking you with that 5K point that goes, "Oh enough," big banner that says "just enough." I don't know what it is but what obstacles could get in the way of you running a 10K? If any, maybe there's nothing.

**Michael:** Perhaps, I haven't been doing what I teach other people to do and what you teach other people to do. I just really haven't been visualizing the end result.

**Wendy:** What have you been doing to try to get yourself – have you tried to get yourself to run a 10K?

**Michael:** Oh sure, yeah. I've run as much as an 8K so far this year.

**Wendy:** So what have you been doing?

**Michael:** Well, I go out and run three days a week.

**Wendy:** Well, I know that.

**Michael:** Okay.

**Wendy:** I know you know that but I'm your client, so listen.

**Michael:** You should not say to your client, "Well I know that."

**Wendy:** Really. Do as I say, not as I do.

**Michael:** So, yeah, so as I was saying, I go out on a run three times a week. Now, a couple of those runs are basically I'm just going to run for 20 to 30 minutes, so I get up to somewhere between that 2 mile mark in the 5K mark which is 3 miles, and usually, I definitely hit that 5K once or twice a week in those 3 runs. I want one of those runs to be obviously a 10K and so what I've been doing is I've been running further than 5K on that one day a week. And as I'm doing that, I just, you know, maybe I'll get to 6K or so and it's just kind of like, I feel like I run out of steam, but not physically but just mentally. I'm just like "Okay, I'm done."

**Wendy:** Alright. So, you just keep pushing yourself.

**Michael:** Yeah.

**Wendy:** Alright. And that willpower kind of runs out doesn't it?

**Michael:** Yeah, it does. Absolutely.

**Wendy:** Okay. And that's okay, this is actual wonderful proof that if you think that we have all this stuff down perfectly and we use it 110% of the time, you forgot that he's got all these skills and abilities to set up a goal, use future visualization and even use his imagination and find new ways to stop that little voice that goes that's enough to change that, so you forgot about all that. He knows it but it's totally normal that we sometimes forget to use this. And so, what are you going to say to yourself after you've achieved your goal and you're able to run 10K once a week easily?

**Michael:** Perfect.

**Wendy:** So let me go back to another question I want to ask you which is, what could get in the way of you achieving your goal? What has been getting in the way?

**Michael:** It's just that, you know, coming to a point where I just say "that's enough" and those are the words. "Okay that's enough."

**Wendy:** Yeah, where are those words located? Show me. Are they in your head --

**Michael:** They're right back here.

**Wendy:** Yeah? Okay. And what would you rather hear that would help you move forward easily? What would you like that voice to say differently?

**Michael:** Oh, it's funny I actually think I'd like it to just be quiet. I don't really need to hear anything. I just need it to shut up. If it were to say something different – no, I think I'd just like it to be quiet. I don't want it to say anything because I don't need it to say anything. I don't need it to give me an "Attaboy! You're doing great!" or anything like that. none of that stuff has a whole lot of meaning for me.

**Wendy:** How do you want to feel when you're running the second 5K?

**Michael:** Perhaps exhilarated.

**Wendy:** Okay.

**Michael:** Yeah, just like I'm in the zone. I will then just kind of just going.

**Wendy:** Okay. Great. Thank you.

**Michael:** You're welcome.

**Wendy:** So, in a moment, we've already talked about what hypnosis is and what it isn't and we've done that little exercise of the book and the balloon. In a moment, we're going to do a little 5-minute practice hypnosis, and then when you're ready, we're going to do the real hypnosis. Sound okay?

**Michael:** Sure.

**Wendy:** Great. Thanks.

**Michael:** You're welcome.

**Wendy:** So now, what I'd like you to do is take a few minutes and take the answers that you have over in the left-hand side of the page and I want you to fill them in, in the right-hand side. You may find as you're doing this that you feel as if you're repeating things and that's perfect. Repeating things and repetition and reinforcement are exactly where we want to be, and so, take a few moments and do that and I'll be doing the same thing too, and then when we come back to the next video, we're going to talk about some of

the suggestions. And the nice thing about it is we don't get to do this with our clients obviously because we're just going to use those suggestions in hypnosis but I'm going to be asking Michael, how do you feel about these suggestions, and again, this is not something we're going to do with clients but you're going to just get a viewpoint because this is a great opportunity to ask him.

So I'll see you on the next video.

**[00:23:59 END OF VIDEO]**