

Today is the day you decide to
become a
NON-SMOKER



FOREVER

**What are your 3 most
important reasons for
wanting to become a
NON-SMOKER?**

**You have some very
important reasons for
wanting to stop, but do
you really want to stop?**

**This is very important! No one
can make you do what you
don't want to do.**

Not even with hypnosis!



So, one more time,

ARE YOU

READY TO BECOME

A NON-SMOKER?

**Do you believe you are
addicted to Nicotine?**

**So ... if you weren't
addicted to nicotine it
would be easy for you to
stop smoking, wouldn't
it?!**

Addiction

From a behavioral point of view:

Real chemical addiction like heroin withdrawal symptoms:

- Sweating
- Shaking
- Heart palpitations
- Nausea
- Hallucinations
- Will awaken the person

Symptoms of person that stops smoking:

- Grumpy
- Irritable
- Might over eat a little

VERY DIFFERENT!!

Addiction

Second-Hand Smoke

Non-smokers who work in a smoky bar can die from second-hand smoke. Cigarette smoke is strong enough to kill them, however not strong enough to make them a nicotine addict.

Nicotine patch

The nicotine patch contains lots of nicotine. No one gets addicted to the patch. Lots of people continue to smoke while on the patch!!

Tolerance

People smoke the same amount for years.

You are not a nicotine addict!

What else do you almost 200 - 400 times a day?



Smoking is simply a **habit**, a very powerful habit!!
The only thing you can do to stop is **STOP!**

Not smoke less or “smoke just 1” you have to
stop ***completely and forever!!!***

What we will be doing is to get you to **MAKE THE DECISION TO STOP SMOKING. ONCE YOU MAKE THAT DECISION it becomes easy.**

The word decision comes from the Latin word "TO CUT OFF". **When you make the decision to STOP SMOKING it is easy.**

THE MOST IMPORTANT THING TO REMEMBER IS
THAT:

Once you stop smoking, the one thing you can never
ever do again is smoke.

**NEVER TAKE A SINGLE PUFF OR DRAG OR
DRAW AGAIN!!!**



It may sound obvious, but it is very important. Many people tell me they stopped smoking for 2, 3, 5, 10 even 20 years and started again by just smoking 1 cigarette.

So after our sessions you can never smoke again, *DO YOU AGREE?*

**If you are tempted to smoke in the future
you will simply say to yourself:**

“I AM A NON-SMOKER”, and SMILE.

What has kept you smoking all these years?

Stress

The excuse that is used most.

People don't smoke less during weekends & holidays.

People don't smoke 3 packs on a bad day and forget to smoke on a good day.

What has kept you smoking all these years?

To Relax

Nicotine is a *stimulant poison!*

Nicotine enters the bloodstream and goes down to the heart. The heart recognizes the nicotine as poison and increases your heart rate by 10 beats per minute to attempt to get rid of the poison.

When you smoke one pack, your stomach produces an extra $\frac{1}{4}$ cup of stomach acid.

Any feeling of relaxation is just an *illusion.*

What has kept you smoking all these years?

Lack of Will Power

If you didn't have will power, you wouldn't have gotten out of bed this morning.

You would not have gone to work & done all the many things you do each day that you don't like to do but do anyway.

You have will power. The question is, "Are you ready to use it?" If you are, *you can stop smoking right now!!*

What has kept you smoking all these years?

Pleasure

How many cigarettes do you really enjoy each day? 3, 4 or 5?

Is the 15 minutes of pleasure worth the impact smoking is having on your health? Worth losing 14 years of life? 11 minutes of life for every cigarette??

Is the 15 minutes of pleasure worth the expense of cigarettes?

What has kept you smoking all these years?

Fear of Weight Gain

Average gain is about 5 lbs, & that is mostly water.

As a group, smokers are more overweight than non-smokers

As your health improves, you will feel better, have more energy, become more active. ***You may even lose weight.***

SO ONCE YOU'VE PUT ASIDE ALL THE EXCUSES

- Stress
- Relax
- Will Power
- Pleasure
- Weight Gain
- Anything else

All you have left is a:

HABIT

What do you know about hypnosis?

There are a lot of misconceptions about hypnosis.

The biggest misconception is that hypnosis can make people do what they don't want to do.

The reality is that no one can make you do what you don't want to do (if this were true, there would be no need for guns to rob banks)

In hypnosis, YOU are *always* in control!

What about stage hypnosis shows?

Who goes to see a stage hypnosis show? People that want to see people act silly!

When they call for volunteers, who volunteers to go up stage? Volunteers that want to be hypnotized!

On stage, tests are done to see who best reacts to the hypnotists' suggestions (everyone of average intelligence or better can be hypnotized.)

Perfect situation

People have come to have FUN!

Volunteers that *want* to be hypnotized go on stage.

Volunteers that best react to suggestions remain on stage.

HE IS HAVING THEM DO WHAT THEY **WANT** TO DO!

Just like what we will be
doing here!!

I'm not going to make
you do anything that you
don't already want to do.

You *want* to stop
smoking, and I'm just
helping you do what *you*
want to do.

What do you know about hypnosis?

- You won't fall asleep
- You won't be knocked out.
- You won't go unconscious or become a zombie.
- You will be aware of everything.
- You will hear the sounds of my voice, the sounds from outside the rooms, you will remember everything and you will still be able to think.
- A lot of people react by saying: "I don't know if I was hypnotized or very relaxed." And I would say...
- It could be compared with lying in bed just before you are falling asleep or waking up.
- **Watching TV or reading a book.**
- Driving trance, elevator trance.

Just keep an open mind and go along with the suggestions and want it to work.

Let's take a look at how the MIND works,
and how

HYPNOSIS IS GOING TO HELP YOU
STOP SMOKING.

Mind Model

THE CONSCIOUS PART OF THE MIND

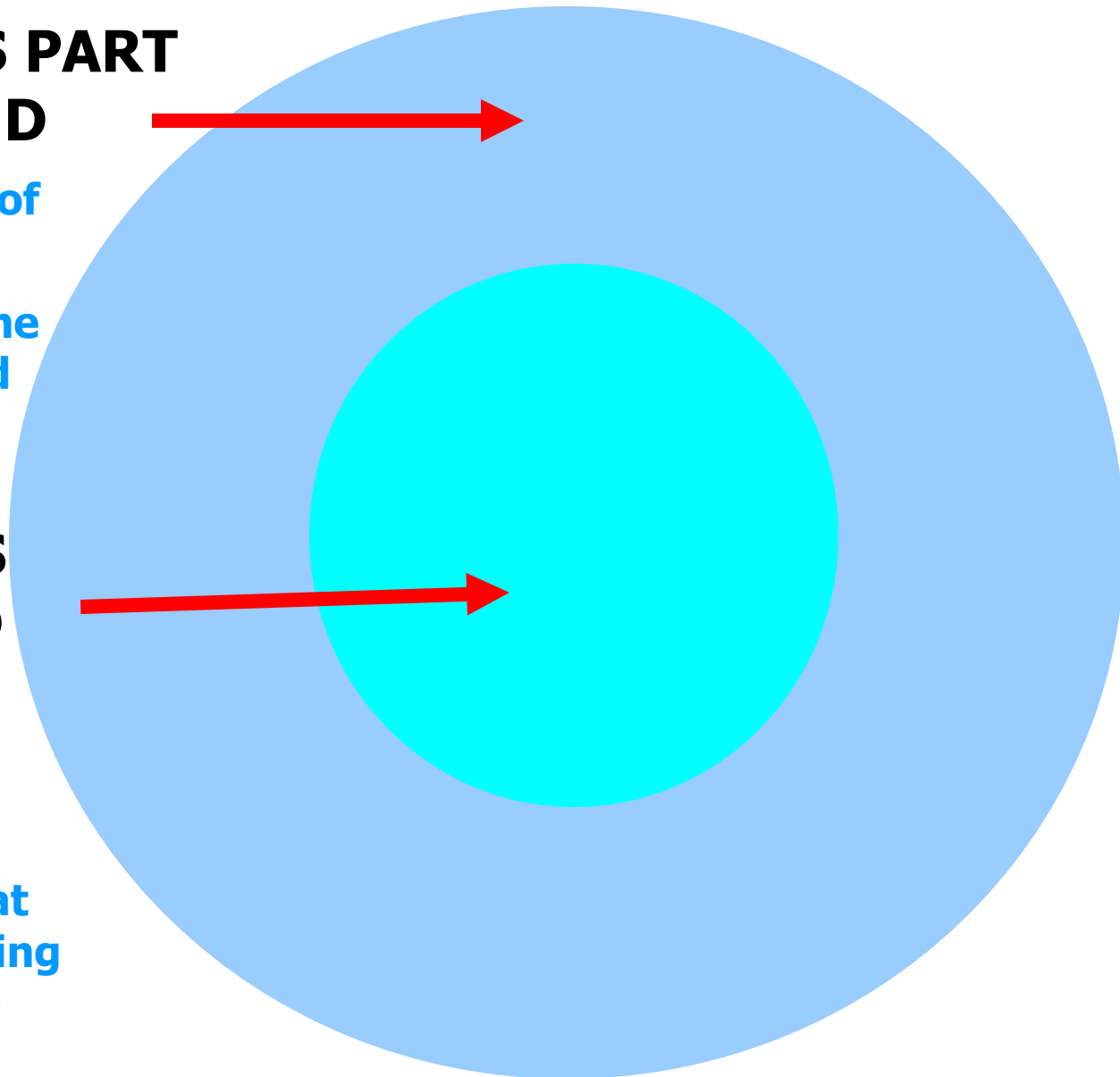
Can process 5 or 6 pieces of information

We want to *believe* that the conscious part of the mind controls everything

THE UNCONSCIOUS PART OF THE MIND

Can process millions of pieces of information per second

Is the part of the mind that in reality controls everything
(why else would you be here)

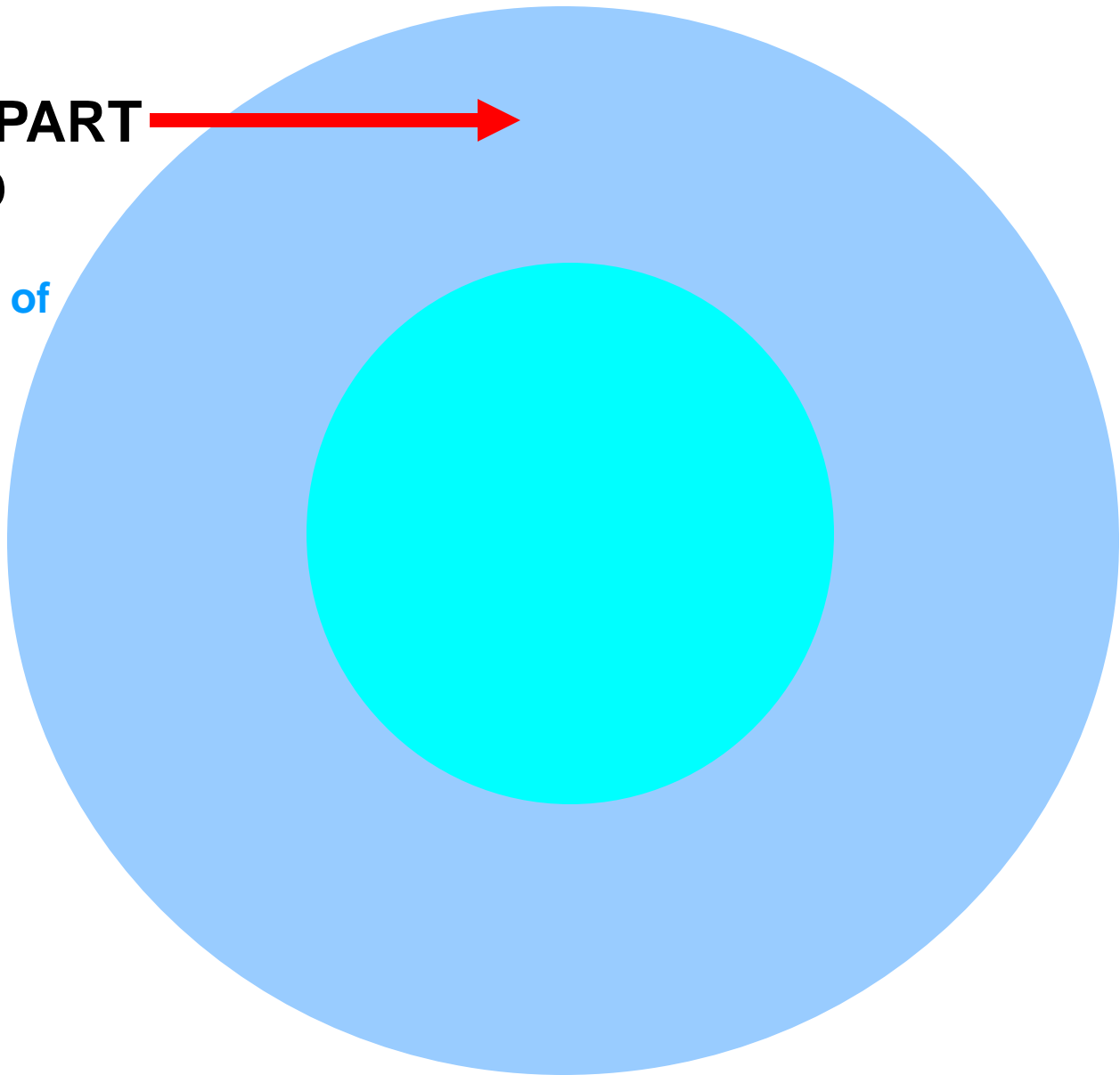


Mind Model

THE CONSCIOUS PART OF THE MIND

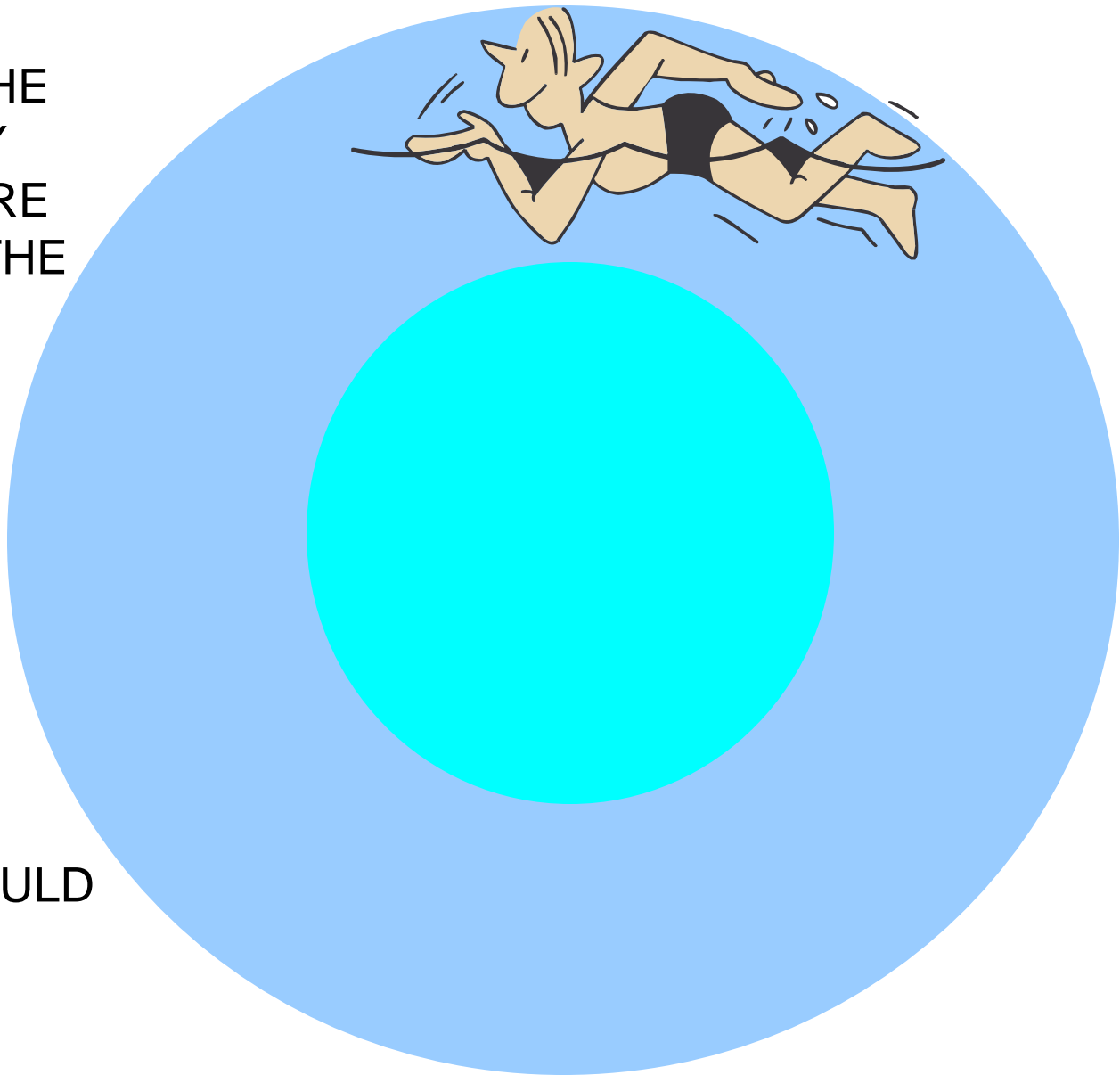


- **Everything you are aware of**
(5 senses)
- **Short Term Memory**
- **Logical thinking**
- **Will Power**
(Extremely powerful but you
have to remember to use it!)
- **Analytical**
- **Rational**



Mind Model

THINGS THAT THE CONSCIOUS PART OF THE MIND DOES REGULARLY BECOME **HABITS** AND ARE THEN TAKEN OVER BY THE UNCONSCIOUS MIND.



IT THEN BECOMES **PERMANENT** WHICH IS IMPORTANT AS YOU WOULD NOT WANT TO FORGET CERTAIN IMPORTANT ROUTINE THINGS.

Mind Model

THE UNCONSCIOUS PART OF THE MIND

- Memory

Everything that you have ever seen, heard and experienced in your life is stored here.

- Emotions

We don't consciously choose how we are going to feel on any given day.

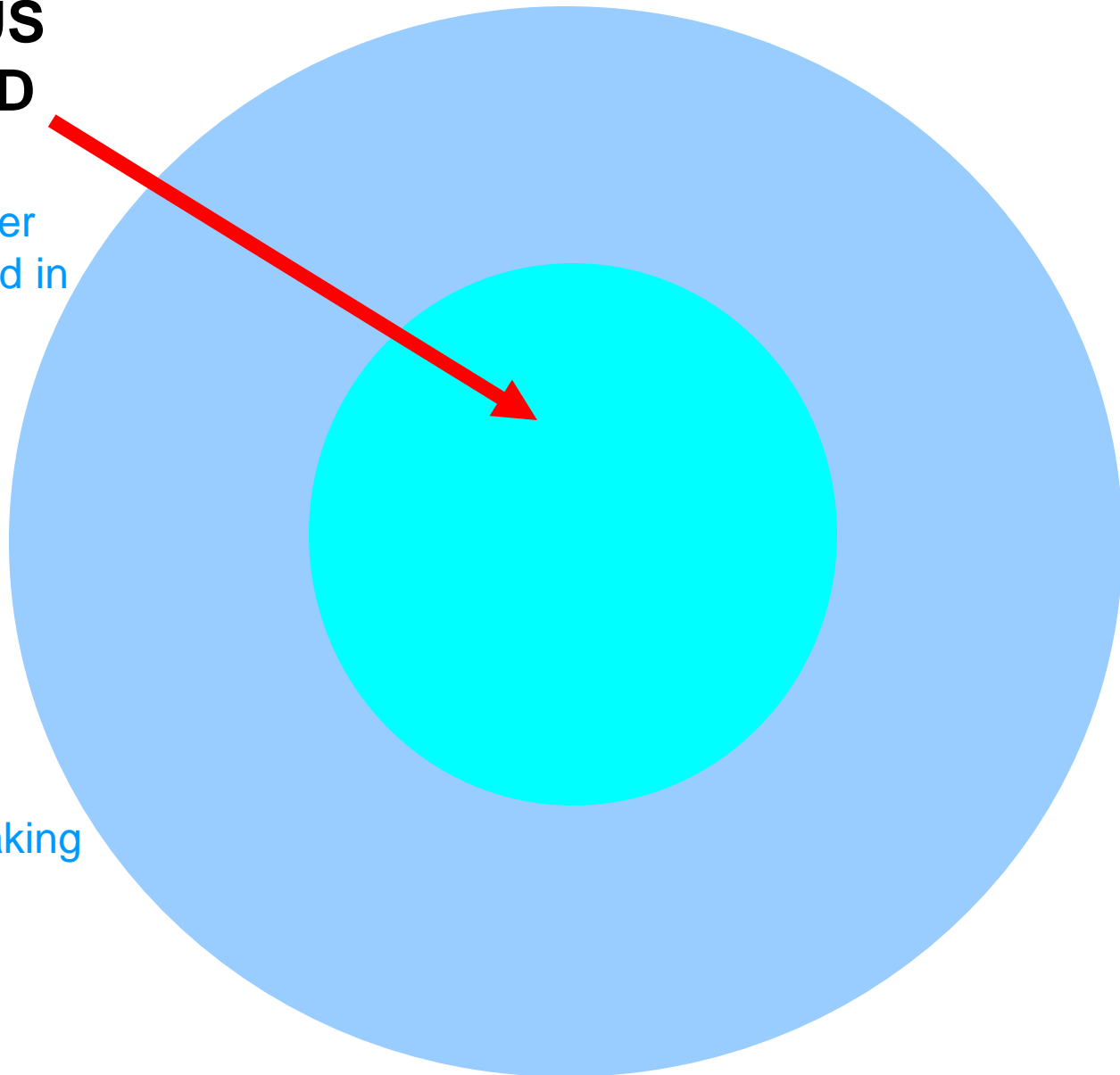
- Habits

Compare to when you first learned to drive a car or bicycle.

- Imagination

Reacting to a nightmare (waking up sweating and shaking)

- PROTECTION



THE UNCONSCIOUS PART OF THE MIND

Mind Model

THE PRIMARY DIRECTIVE OF THE UNCONSCIOUS MIND IS ONE OF PHYSICAL AND EMOTIONAL PROTECTION

- Blank out a trauma
- Jump back on side walk
- Most people start smoking during their teenage years
- From the age of about 10 to 21 years people go through what is call the *socialization* period where we want to fit in with everyone else.
- They smoke as it makes them “feel good” to be part of the group.
- The first cigarette tasted disgusting and they coughed and sputtered it but made them “feel good.”

After years of smoking, the sub-conscious mind thinks “*feel bad, smoke a cigarette,*



Now, when this part of the mind realizes what it is doing then it will be willing to **MAKE THAT CHANGE**

Mind Model

**THE CONSCIOUS PART
OF THE MIND** →

**THE UNCONSCIOUS
PART OF THE MIND** →



**In a battle between the conscious and
unconscious part of the mind, the
UNCONSCIOUS MIND USUALLY WINS!
Your imagination is much stronger than your
critical thinking.**

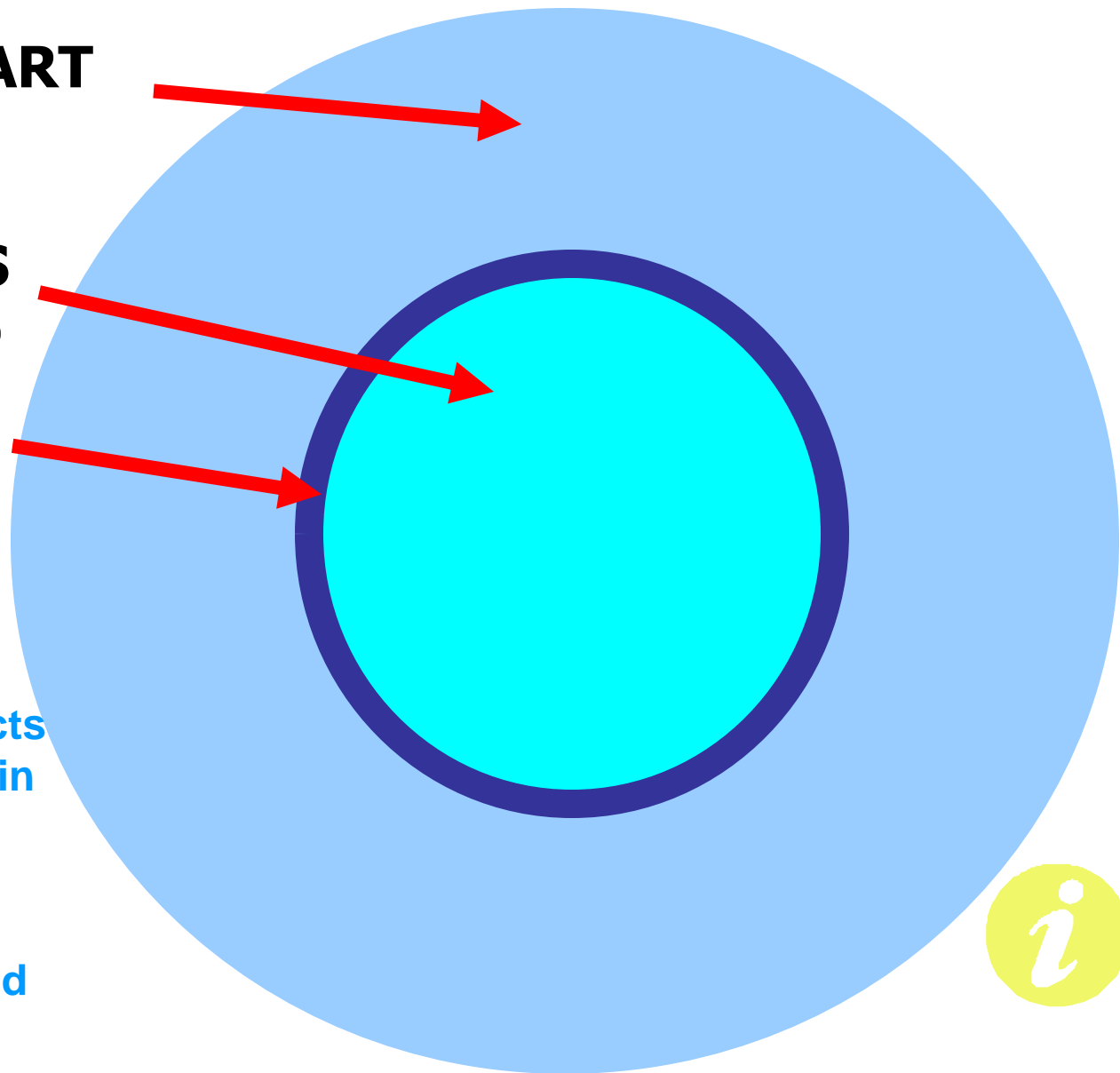
Mind Model

**THE CONSCIOUS PART
OF THE MIND**

**THE UNCONSCIOUS
PART OF THE MIND**

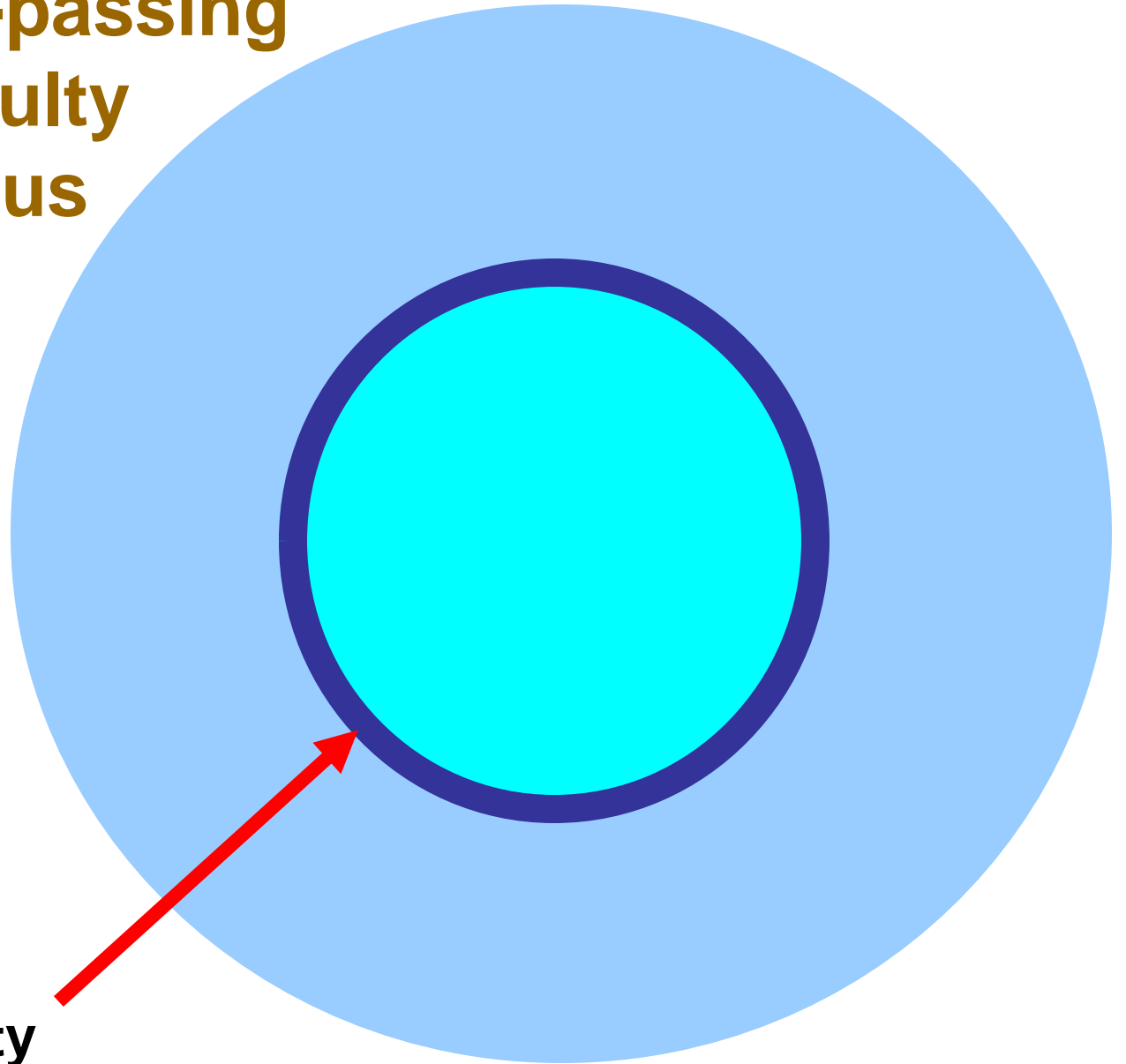
CRITICAL FACULTY

The critical faculty of the conscious mind is a barrier between the conscious and unconscious mind that rejects all suggestions that are not in line with the deep inner unconscious levels. Even if that suggestion makes conscious rational sense and you absolutely agree with it. **YOU WANT IT TO WORK**



Hypnosis is the process of by-passing the critical faculty of the conscious mind.

... Hypnosis is a relaxed focused state that permits communication with the unconscious mind and allows the creation of new habits.



Critical Faculty

With your permission, using hypnosis, we will open a back door to your unconscious mind.

We are going to remind this part of the mind that its primary function is to protect you!

Once it truly understands that it's not doing its job properly, it will reactivate its primary function and...

DISCONNECT THE HABIT OF SMOKING.

It becomes **easy** because...

both parts
of the mind are
working together
as a team.

Then it's
easy for you to
stop smoking.



What to expect after our sessions:

- **About 30%+** feel as if they have **never had a cigarette** in their life! I'd love to suggest **this is how you will respond** although I have no way of knowing.
- **Another 30%+ will feel fantastic** – After a week or so they may get some odd thoughts about a cigarette. As fast as it enters their mind, it disappears again.
- **The last 30%** are people who need to be aware that there are things that may play tricks on them. They may have the thought of smoking. “Yes.. NO!.. Yes.. NO!! And immediately have to say to themselves **“I AM A NON-SMOKER!!”** **And Smile!** It vanishes in a flash!
- **This leaves the last 5%** which is the group that did not want be here in the first place. They were ‘coerced’ to do hypnosis. And of course, it simply won't work.

4 ways to respond to hypnotic suggestions:

- 1) “I like that suggestion, I **want** it to work.” That will work every time. If I say “you now hate cigarettes” and you agree with that, then that suggestion will work and **it will work** every time.
- 2) Somewhat uncomfortable with the suggestion. If I say “You hate cigarettes”, and you think “Well not really”, then the suggestion won’t work. So **you must want the suggestion to work.**
- 3) “I hope it will work”. Hope is the twin sister of the word try. You have to **WANT IT TO WORK.**
- 4) A little unmotivated. Sometimes people don’t want to be here but have been pushed by their doctor, wife etc.

Hypnotic Contract

Hypnosis is like contract between two people, and we both have a part to play. My part of the contract is that I will give you all the suggestions and therapies that I feel will allow you to go into a level of hypnosis where you can naturally and **easily become a non-smoker.**

*Your part is to instantly **accept all the suggestions**, follow along with them. Find your self agreeing with them, want them to work and **expect them to work.** Don't fight them or analyze them just **want them to work.***

**I know I am going to fulfill my
part of the contract, are you going To fulfill
yours?**



ARE YOU 100% SURE YOU ARE READY TO BECOME
A
NON-SMOKER
FOREVER?



Do you have any questions before you
become a
NON-SMOKER?



Call Today! To reserve your seat
in the
STOP SMOKING
CHAIR!