

# The Art of Hypnosis

Mastering Basic Techniques

C. Roy Hunter MS, CHt



Third Edition

# *The Art of Hypnosis*

## *Mastering Basic Techniques*

Third Edition

Part I of Diversified Client-Centered Hypnosis  
(based on the teachings of Charles Tebbetts)

**C. Roy Hunter, M.S., FAPHP**



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## *Dedication and Acknowledgements*

This book is dedicated to the many thousands of people devoting their careers to help empower their clients through the art of hypnosis, and to all who believe in the benefits of hypnosis to facilitate positive change.

I owe a debt of gratitude beyond words to my late mentor and friend, Charles Tebbetts, for his guidance and priceless encouragement – not only for my work as a hypnotherapist, but also for my teaching professional hypnotherapy. I also wish to thank Dr. Dwight Damon for encouraging me to write this book. Special recognition and appreciation is also in order for Jonathan Chang, M.D., who valued this book enough to take time out of his busy schedule and contribute the artwork for the first edition.

And finally, my deepest gratitude goes to Jo-Anne, my wife, for her willingness to share so many hours of my time with all of you who read this book. Her love and support helped make this book a reality, and she well deserves to share my success.

*Roy Hunter*  
*Thanksgiving Day, 1993*

Postscript: As the second decade of the new millennium dawns, I wish to give thanks to all the professionals who use and endorse previous versions of this book. My gratitude also goes to the many hypnosis instructors who recommend this text as required reading for their students, and to all those responsible for selling out my previous editions so quickly. Also, as some have requested, this third edition contains a glossary. Since I made only minor changes to the 2010 version published by Crown House Publishing, this is still the third edition.

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# *Preface*

by Ormond McGill, Ph.D.

It would be fun to say this is a spooky and mysterious book; but that would not be true, as it is a highly informative and scientific test about an *important* subject that is daily gaining increasing recognition – and is of personal value to everyone: *HYPNOTHERAPY*.

This book is written by a man who is an expert in this field, and was specially selected to carry on the work of a “grand master of hypnotherapy,” the late beloved and esteemed Charles Tebbetts.

Charles Tebbetts was a master teacher and contributor to the art/science of hypnosis; and his protégé, Roy Hunter, is remarkably skilled to carry on his work, of which this book is positive proof.

Today hypnosis is no longer shrouded in shadows, but in the bright light of understanding it is recognized as a remarkable means of controlling man’s greatest gift: *the human mind*.

Mind is a process of producing thoughts, and when under the owner’s perfect control it can lead to joyful living and heights of genius. The classic quote says: “*As a man thinketh in his heart, so is he.*”

Roy Hunter has wonderfully contributed to the profession of hypnotherapy in this book, which in clear language all can easily comprehend; he explains what hypnosis is, how to induce it, and how to use this unique state of mind for benefit in countless ways.

Roy Hunter brings the understanding and practical use of hypnosis up-to-date. Just check the contents and you will instantly know the value of the book you hold in your hands.

Read it from cover to cover. You will not only learn about the *Art of Hypnotherapy* via the Charles Tebbetts methodology; you will also



learn how to avoid being mastered by your mind, and instead will learn how to become a Mastermind.

*Ormond McGill, Ph.D.*

*Palo Alto, CA*

*April 27, 1996*

# *Introduction*

by Conrad Adams, Ph.D.

Every profession has within its circle a few who are considered to be the master teachers. These dedicated teachers take the knowledge they have accumulated, digest it, add to it, refine it and then graciously pass along the end result through their daily work and mentoring activities. Their goal is to improve upon their chosen profession. Their challenge is to become an integral part of the evolution and growth of their discipline so that it impacts upon the world in the most positive way possible. These masters refuse to place themselves above those they serve. Instead, they give of themselves wholeheartedly by sharing their knowledge and promoting the well being of those they serve and teach. In doing so they become the examples to follow and the profession they serve is enriched. Roy Hunter is such a master teacher.

One of the most rewarding experiences a teacher can have is to observe a student take what has been learned, expand upon it, experiment with it, succeed with it and then passionately teach it to others so that they, too, may reap rewards from the knowledge. To see this occur is an affirmation that the knowledge taught is useful, important and appreciated.

Roy Hunter's mentor, Charles Tebbetts (honored by his peers as a master trainer of hypnotherapy) certainly enjoyed that rewarding experience when he asked his protégé to teach for him. And he certainly made a wise decision in doing so. That opportunity to teach for Charles Tebbetts inspired Roy Hunter and allowed him to evolve into the mentor he is today. If Charles Tebbetts were still with us today, he would undoubtedly be very proud of Roy Hunter for what he has done and continues to do by promoting quality education for the profession of hypnotherapy.

My mentor and friend, Dr. E. Arthur Winkler, Founder and President of St. John's University, often spoke highly of Roy Hunter and made references to his work as well as his integrity, professionalism

and dedication to the spiritual aspects of the art and science of hypnotherapy. Since meeting Roy Hunter I have experienced first hand these qualities and the effectiveness of his teaching style at conferences and other workshops. His reputation sets an example for others in our profession to follow.

As I read *The Art of Hypnosis* I became amazed at the vast amount of subject material that has been compressed into the pages of one book. Roy Hunter starts with the very fundamentals of hypnosis and then takes the reader on an expansive journey into the fascinating art and science of hypnotherapy and how to use it effectively to promote health and wellness.

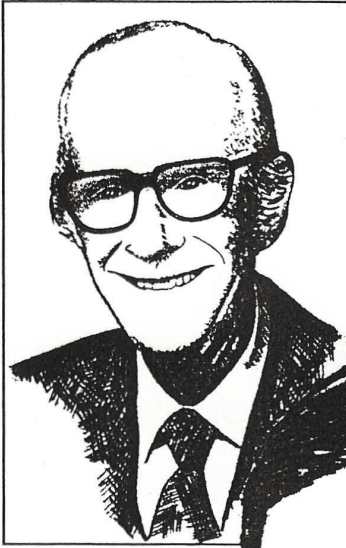
The author uses clear and precise language in a step-by-step approach to introduce the reader to the many facets of hypnotic technique. He incorporates a wide range of topics that offer an excellent overview of hypnosis for both the beginning practitioner and seasoned professional alike. *The Art of Hypnosis* is an easy read full of valuable information to be utilized for optimum results with clients.

Change is inevitable. Society is certainly experiencing change today seemingly more rapidly than at any other time in mankind's history. Hypnotherapy is a part of that change. There is a trend now for wider acceptance of hypnotherapy by medical professionals who are turning to its use as an adjunct to traditional healthcare modalities. Today's progressive hospitals are adjusting to this trend by creating separate departments of complementary medicine that incorporate the use of hypnotherapy.

If we are to adjust to this ever-constant and rapid change, we must be prepared to make mental changes quickly and efficiently. *The Art of Hypnosis* introduces its reader to valuable tools to be used to help evolve through these changes. It offers both self-hypnosis techniques and hypnotherapist directed techniques to facilitate subconscious change that is in agreement with the client's conscious desires. The end result is most often permanent and desirable behavioral change.

Few books on the subject of hypnosis cover such a wide spectrum of topics on the fundamentals of hypnotherapy. It is informative, enlightening, practical and constructive. Every hypnotherapist's personal library should include a copy of *The Art of Hypnosis*. It is a required text for students of Alpha University who are learning the art and science of hypnotherapy.

*Conrad Adams, Ph.D.  
Founder & Academic Dean  
Alpha University  
February, 2010*



# Chapter 1

## Overview

Charles Tebbetts, a living legend, demonstrated what he taught:

*“All hypnosis is self-hypnosis. If you follow my simple instructions, no power on earth outside yourself can keep you from being hypnotized ...”*

Following these words, countless numbers of people proceeded to experience what Mr. Tebbetts called Miracles on Demand. Many lives were profoundly improved; and those of us who were privileged to study hypnotherapy directly under the “grand master” of hypnosis found our lives forever touched.

### *The Purpose of This Book*

What is it about the Charles Tebbetts Hypnotism Training Course that inspires me to continue teaching the Tebbetts methodology when there are so many other good training courses available today? The answer is contained within these pages.

Before using hypnosis to help people, we must first master basic techniques. The purpose of this book is to help you learn the art of hypnosis by mastering the same legendary basic techniques taught by the late “grand master” himself, enhanced and modified by my experience and presented in my style – *as taught to my own students at Tacoma Community College since 1987*. Also, since this author finds it easier to communicate in the first-person format, the reader will notice that I do so frequently throughout this book. (My former mentor did likewise.)

Several hypnotherapists urged me to write this book originally because *Miracles on Demand* (written by Charles Tebbetts) went out of print in October, 1993. Charlie's work MUST be preserved; and events of the late 1980s and early 1990s made me the best candidate for this. In 1993, Dr. Dwight Damon (President of the National Guild of Hypnotists) agreed, and encouraged me to write it, and you have the third version of the result in your hands.

The Charles Tebbetts Hypnotism Training Course was originally taught in three parts, as is my college course. The 500+ page work to back it up required two texts, and this is the first. My original title was: *The Art of Hypnosis: The Charles Tebbetts Methodology as Taught by Roy Hunter*. I changed the title three times since.

Furthermore, as the true artist is more interested in how to *master* an art instead of understanding why it works, this book strays from the usual academic writing style of typical textbooks. Rather than making this look like just another research paper, I use my own writing style – presenting the techniques of Charles Tebbetts just as I teach them to my own students.

Included are opinions of my former teacher and mentor as well as my own opinions, with updates of his work resulting from my own *experience* rather than on scientific research alone. Also, I write in simple language, just as my teacher taught in a friendly, easy-to-understand style. I hope you'll find this to be a fresh, new approach to learning.

With every class I begin at Tacoma, I present a brief overview of the entire course and preface my remarks with some words about my former mentor; so I'll do likewise here.

## ***Who was Charles Tebbetts?***

Dr. John C. Hughes, Research Editor of the National Guild of Hypnotist's international publication entitled *The Journal of Hypnotism*, referred to Charles Tebbetts as one of the "grand masters" of hypnosis. In 1990 he was honored and inducted into the International Hypnosis Hall of Fame for lifetime achievement. Charles Francis,

author of *Counseling Hypnotherapy*, states that Mr. Tebbetts "... was generally considered the oldest and most experienced hypnotherapist in the world" (p. 152) prior to his passing. Additionally, he was respected from coast to coast by members of all the large professional hypnotherapy associations, where he frequently presented his legendary *parts therapy* techniques.

With over six decades' experience in the art of hypnotism, Mr. Tebbetts – who mastered many rapid-change client-centered techniques – taught that *all hypnosis is self-hypnosis*. In fact, Benjamin Franklin reached this same conclusion in the late 1700s, observing that Dr. Anton Mesmer's patients were responding to Mesmer's magnetism because of what was taking place in their own imaginations rather than because of any "mystical" power that Mesmer had. In other words, if the power resided in the minds of Mesmer's patients, then he was only facilitating their own self-mesmerism! (I'll discuss this further in the history chapter.) Yet instead of accepting this fact, most people since Mesmer still prefer to believe that the hypnotist has some "power" over others ... and there are a few even today who attempt to use hypnosis to trick people into giving up their power.

In reality, the hypnotist is only a practitioner skilled in the art of guided self-hypnosis, as the individual creates his or her own trance state by following instructions of the artist. Yet even now, many researchers who are seriously interested in hypnotism still tend to research it only as a "science" rather than recognizing it as an art.

Mr. Tebbetts believed that if the hypnotist really mastered hypnosis as an *art*, this would diminish the likelihood of client resistance. Not only did he often have profound results with clients, he became a master teacher who taught hypnotherapy in a way that made him a living legend prior to his passing.

One of the most unique professional qualities about the Charles Tebbetts I knew was the way he endeavored to *make things simple*. He felt this was the best way to use hypnosis; and so do I, as should be evidenced by this book.



He believed that a client-centered therapist mastering a variety of simple techniques could be far more effective than the scholar of hypnosis who fails to create rapport with the client even though he/she might have a wealth of knowledge about scientific research in various applications of hypnosis.

While science tends to walk with a microscope, most clients are more interested in results than in getting bogged down with labels and scientific *whys*, etc. Thus, Mr. Tebbetts believed that some of the most simple concepts, once communicated effectively to the subconscious, could bring about some of the most profound changes in people's lives. He proved this time after time in his class at Edmonds, Washington, with the way he demonstrated his mastership of the art of hypnosis.

Originally Charles Tebbetts became interested in hypnosis while playing in a band and observing a stage hypnotist; and he eventually performed the show himself when the hypnotist was unable to do so. This began a lifetime career of hypnosis, interwoven with other careers until he reached middle age. After studying hypnotherapy seriously in Southern California with Gil Boyne, he set up a full-time practice. Eventually he moved to Edmonds, Washington, where he taught professional hypnotism until the end of 1991. In 1987 he decided to expand his hypnotism training course to another city by asking me to teach it under his supervision. Then, in 1992, he moved to Arkansas where he spent most of his final months.

His passing took place among his peers in August that same year, at the annual convention of the National Guild of Hypnotists. Mr. Tebbetts was scheduled to present a workshop on his legendary *parts therapy* techniques, but he suffered a heart attack. He asked me to present in his behalf, and then passed on while I was quoting from his writings during his workshop. This was a very emotional experience for me; and I consider it an honor that my mentor asked me to continue his teachings.

By providing a written record of how I both utilize and teach the rapid change techniques of Charles Tebbetts, as enhanced through my own professional experience, it is my hope to preserve my late

mentor's teachings through the 21st century and beyond. Originally I assumed that my entire course would go into one book divided into three parts – but because of the length of this first book on *mastering basic techniques*, it seemed appropriate to publish this first volume as a separate text for the new student of hypnosis.

Now let me summarize the objectives of my entire course, which I now call *Diversified Client-Centered Hypnosis*, based on the course I originally started teaching at Tacoma Community College in 1987.

## ***Part I: Learning the Art of Basic Hypnosis***

The primary objective is to help the student of hypnosis to *master basic skills and knowledge* in the art of hypnosis. We must learn to walk before we can learn how to run and do other exercises; and the same is true with hypnosis. One must master the *ART OF HYPNOSIS* before effectively using hypnotic techniques to help people change habits and achieve goals – hence the title for this book.

Basic hypnotic techniques must be learned and mastered before learning the effective use of hypnotherapy techniques, because of a simple truth. *All hypnotherapy employs the use of hypnosis; but not all hypnosis is hypnotherapy.*

The BASIC course, as taught by Charles Tebbetts in the 1980s, was simplified and easy to learn. He incorporated suggestibility tests to help prepare a client for hypnosis. He categorized all hypnotic inductions into six basic induction types, and taught enough induction techniques to incorporate all six types.

We broke into pairs to practice all the basic techniques Tebbetts taught in the classroom, while our teacher observed and supervised the practice sessions.

After learning inductions, the hypnosis student then learned several deepening techniques as well as several hypnotic “convincers” to help the client believe in the hypnotic experience. We again

broke into pairs to practice deepening techniques as well as the “convincers” that Tebbetts taught.

Next, the student now learned how to give effective non-therapeutic post-hypnotic suggestion as further evidence to the client that he/she really did experience hypnosis, and we learned how to construct more effective suggestions. Also included was a class on self-hypnosis.

My mentor’s course included his opinions and concepts based on several decades of experience, woven throughout the course. I added these where appropriate, and devoted Chapter 11 of this book exclusively to some of the basic ones Charles Tebbetts emphasized. He only briefly discussed hypnosis history, encouraging us to study on our own; but I included a lengthy history chapter, and discuss it in my own basic hypnosis class.

Since an *art must be experienced* in order to be learned, Charlie emphasized practice to help develop confidence and competence. I concur, so I encourage the reader of this book to seek actual “hands on” training in hypnosis rather than simply relying on books alone for learning and mastering the art of hypnosis, ESPECIALLY if there is any intention of using hypnosis for therapeutic purposes.

In addition to adding some historical background on hypnosis in my classroom, I discuss ethics, legalities and potential dangers – and have also included them in this book. I also added the important “hypnotic formula” to the very first class.

My mentor was a pioneer, so his course is now updated and combined with some of my own material. We all must grow, but I still endeavor to preserve the integrity of his methodology. My basic course still resembles his “101” course greatly, and I still endeavor to keep it simple.

While Charles Tebbetts was still living, I initiated frequent communication to discuss my updates, and to solicit approval on the added material where necessary. He deserved this courtesy since

my course was based on his client-centered teachings. My students seem satisfied with the results; I trust that you will be as well.

## ***Part II: Learning the Art of Hypnotherapy***

Once you learn how to walk with the basic hypnosis techniques, what next?

At Tacoma Community College, Part II attempts to answer that question. As with the Basic quarter, emphasis is more on “*how to*” rather than on scientific or academic documentation. Since client results speak louder than words, client results are threaded throughout my second book based on The Charles Tebbetts Hypnotism Training Course – including some discussions of actual case histories on record which he facilitated. It is entitled: *The Art of Hypnotherapy*.

Client-centered hypnotherapy means much more to one who *first* masters a variety of basic hypnosis techniques. My former mentor always said, “*Deal with what emerges!*” Sometimes what emerges is a client who resists basic hypnotic techniques; therefore it is essential to fit the technique to the client rather than trying to fit the client to the technique. So with that in mind, Mr. Tebbetts taught and used a variety of techniques throughout his career, and taught me to do likewise.

The objective of what I once called the “intermediate segment” at Tacoma Community College is to teach the hypnotherapy student how to apply those techniques learned in the basic segment for habit control, general self-improvement, and personal motivation. I also want my students to learn how to help their clients discover and release any inhibitions or subconscious “blocks” preventing them from reaching a goal. My stated mission statement is to *help people attain their ideal empowerment*; and I teach my students to do likewise. Part II is now called: *Learning the Art of Hypnotherapy*.

The student first learns a foundation of four main steps to achieving successful hypnotherapy (summarized in the last chapter of

this book). These steps form a foundation for all hypnotherapy techniques learned even beyond the class.

Included in “*Intermediate*” is information I teach on the *benefits approach* – which was added to my first class with my mentor’s consent, who was my course sponsor while he lived (as well as my friend). Charles Tebbetts openly admitted that any hypnotic technique which helped a client overcome a problem or obtain a goal was worthy of professional consideration, provided it was not harmful or dangerous to the client; so he was quite willing to let me teach this somewhat original but effective approach. I’ve added an important class on anchors and triggers, because they relate directly to habit control.

Charlie’s effective techniques help the subconscious to disclose the cause(s) of resistance to change, so that the client can be empowered to release the cause(s). Hypnotic regression therapy is explored in depth for a number of weeks, with emphasis on minimizing the risk of false memories. The hypnotherapist learns how to facilitate client abreactions during a hypnotic regression, how to avoid pitfalls such as unwisely “leading” the client during a regression, and how to use a variety of techniques to take a client back to the original cause of a problem ... and more.

This *cannot* be learned adequately in one weekend!

### ***Part III: Advanced Hypnotherapy Techniques***

This class takes a closer look at just how hypnotherapy goes beyond simple motivation. Actual case histories are summarized for further examination of the Tebbetts techniques, and we explore other techniques as well. I wove some into *The Art of Hypnotherapy* instead of writing a third text.

The rapid change techniques of Charles Tebbetts include his legendary *parts therapy* (also called “ego states” therapy), as well as other client-centered methods that help facilitate subconscious

change. Students see some videotapes of actual therapy sessions facilitated by Mr. Tebbetts, showing how the “grand master” helped people change their lives.

My “*Advanced Hypnotherapy*” class at the college provides the student an exposure to the use of a variety of hypnotherapy techniques for more specialized areas and/or more serious problems as well, such as those that might require a medical referral. There are videos showing Mr. Tebbetts in action, revealing how he utilized his own techniques for some of these, such as helping an alcoholic victim of epilepsy overcome both of those problems. The actual therapy script of this particular case, along with a testimonial, is included in my next book.

A few advanced techniques are touched on during Part III, and some are included in *The Art of Hypnotherapy*; but this class is always open to change, as I bring in guest presenters whenever possible. (Additionally, there are a few highly qualified instructors in other cities teaching my course in a similar manner, utilizing student materials and study guides in addition to my texts.)

I wish to give my students an opportunity for learning new techniques – including some that go beyond what either Charles Tebbetts taught or what I’ve developed and/or enhanced from his teachings over the years. With this in mind, the serious student of hypnotherapy is encouraged to grow beyond my books and follow the recommendations of several professional hypnosis associations: *pursue ongoing continuing education*.

In all of your pursuits to further your skills in the use of hypnotism, however, use only those techniques which benefit your clients – and then master them with both confidence and competence.

Now let’s get started with the first book ...

The 'Grand Master' of Hypnotherapy, the late Charles Tebbetts, was a master teacher of hypnosis and hypnotherapy. Tebbetts' training has formed the basis of a large number of hypnotherapy courses taught in America and Europe. Roy Hunter, expert in the field of hypnosis, has based this book on the first part of Tebbetts' hypnosis training, *Mastering Basic Techniques*. Chapters include:

- Hypnosis: What is it and why use it?
- Hypnosis yesterday and today
- Inductions and awakening
- Deepening the hypnotic state
- Testing during hypnosis
- Ethics and potential dangers
- Self hypnosis for stress coping
- Concepts about the subconscious

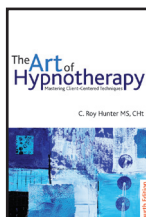
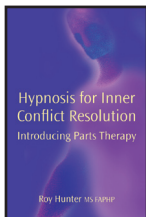
Easy to read and understand, even for the novice, the book starts with the fundamentals of hypnosis, introduces the reader to the many facets of hypnotic technique and also provides in-depth and practical information on achieving maximum results in a hypnotic session.

"Few books on the subject of hypnosis cover such a wide spectrum of topics on the fundamentals of hypnotherapy. It is informative, enlightening, practical and constructive. Every hypnotherapist's personal library should include a copy."

Conrad Adams, PhD Founder & Academic Dean, Alpha University

The second edition of this book was published with ISBN 978-07571101-1.

**Roy Hunter** teaches professional hypnosis and advanced techniques for professionals and teaches self hypnosis to groups and clients for personal or professional motivation. He was specially selected to carry on the work of the late Charles Tebbetts. He was awarded a PhD from Alpha University and California University with a major in clinical hypnotherapy.



Other titles by Roy Hunter:

*The Art of Hypnotherapy: Mastering Client Centered Techniques*  
(ISBN 9781845904401)

*Hypnosis for Inner Conflict Resolution: Introducing Parts Therapy*  
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