

"Thoughts On The Importance of Building Rapport".

Would you jump out of a perfectly good airplane while it is somewhere around 10,000 feet above the ground? With a parachute some unknown person packed? With no instructions or information about what to do and what not to do?

When I was much younger, being convinced of my invincibility, I did just that: I signed up for the Army's "Airborne Training," literally jumping into the unknown.

What you may ask does this have to do with hypnosis or rapport?

Please allow me to explain. When learning about hypnosis we are taught the basic steps to follow. Establishing rapport, testing, suggesting, awakening, all are a part of your basic formula. There may be as many different formulas and ideas as you might find definitions for "Hypnosis". However, one necessary thing that should be in all the formulas and is necessary in any good relationship is rapport. How you achieve rapport is up to you.

Remember the greater the rapport and the trust, the greater the success in the relationship. This trust is what allows for more openness and frankness of expression about the concerns or issues a client may have. It also results in a more relaxed state of mind during a session.

Sounds like something aimed for in most descriptions about how to achieve a successful hypnosis session, doesn't it? This will, of course, lead to a much better overall experience for both the client and the hypnotist, you! Now back to my story.

As I settle into my chair with a client in front of me, I ask them to: One, have confidence in me to hypnotize them, Two, to allow me to assist them with their issues such as weight release, phobia release, or whatever their issue may be, and Three, to believe I will bring them back without getting them "stuck in hypnosis."

Okay, I know that they will not "get stuck in hypnosis". I also know that I can assist them in making the specified changes they desire in their lives. Many clients, however, are choosing to make a leap of faith into hypnosis with us, while hoping they will not end up quacking like a duck or worse. This is how an inexperienced client is usually feeling.

So imagine, just imagine you are standing in the door of that airplane, with the parachute some unknown person packed, over 10,000 feet above the ground, and being told to jump! JUMP!

Are you excited, nervous, or anxious? All three and then some?

Gently ease your heart from your throat and start breathing normally again. We all ask our clients to do this same thing. This is why building rapport is so important for greater success for our clients and for ourselves.

Let me explain how you get to jump school: Yes, it started for me when I signed up for it. But before you could ever report to jump school you had to be prepared as well. Great physical and mental shape was imperative. Generally you would have just completed basic training, an eight week course of physical and mental military introduction, as well as advanced training, and more physical and mental military instruction. Get the picture? Training and more training. And okay, then more training. By the time you arrived at jump school you would already be in top physical shape and mentally sharp. You would have already been given the initial small steps toward that first leap, whether you realized it then or not.

Telephone calls, or whatever form your first contact with a potential client takes, is the beginning of the client's decision to take that leap with you. Any discussion you choose to have with them then, as well as the simple pre-induction testing and pre-talk, is like the training that goes on before someone ever makes it to jump school.

By listening carefully to what the client desires and being ready to work toward that end with them, you will give them assurance. By easing their fears and concerns with the process before the session has begun, you will provide a well packed parachute. You will give them their money's worth by making sure you give them confidence in you and in the preparation you both have done to prepare for their session. So, help them relax and enjoy the jump... and remember, the first jump is still only the beginning of another round of training for both of you.

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