



# **Underground Hypnosis**

**Using Covert Hypnosis**

# Secret Black Ops Technique: Using Covert Hypnosis

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- The Key to Covert Hypnosis is how you use your language to increase your charisma, influence and control over others.
- Covert Hypnosis sounds so natural that nobody will know you are using hypnosis on them.
- You can slip in and out of hypnotic induction throughout the course of a normal conversation.
- Use your language and words to bypass the critical factors of your target and stimulate their unconscious mind.



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- The two Master Keys of hypnosis: Flow and Association.
- Flow: make your hypnotic suggestions flow smoothly through the mind of your target, like a mountain stream.
- You want your words to flow seamlessly to bypass and not call attention to their critical or analytical faculties.
- Use pseudo logic, which sounds logical, but isn't. The more the target is in trance, the less logic you need.



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- The second master key is Association, the language of the unconscious mind, as in dreams, with their symbolism.
- You can use association through hypnotic themes, which activate the hypnotic experience. Do a covert hypnotic induction using these themes, words, association, language and ideas. Remember to use the rapport, tonality matching and social authority Black Ops techniques you already know.
- Every Hypnosis Master absorbs Attention and concentrates it onto something to Bypass the target's critical factors (which analyze, criticize and reject information), to Stimulate and Load their unconscious mind. But before we go further with covert hypnosis, let's review overt or standard hypnosis.

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- Hypnosis Master Keys: Relaxation, Imagination, Repetition and Positive Focus (tell them exactly what you want them to do).
- First, ask the target to just pretend to be hypnotized.
- Step By Step Guide to Regular (Overt) Hypnosis:
  1. Induce the trance: “Close your eyes and listen to my voice as you relax and go deeper into hypnosis”.
  2. Deepen the trance: “Every time I say ‘deeper’ (or pick up your hand and drop it like so) you’ll go deeper and deeper into hypnosis”.
  3. Stimulate the unconscious mind and make your suggestions: “You can enjoy this relaxation, now imagine a peaceful lake, and become more \_\_\_\_\_ (flexible) as a result of being in hypnosis”.
  4. Bring them back out of trance: “In a moment I’m going to count from 1 to 3. At the count of 3 you’ll open your eyes feeling, relaxed, alert and simply fantastic”.

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- Use Covert Hypnosis when people are resisting you, with hypnotic tonalities and imagination words they don't notice.
- Covert hypnosis can be completely undetectable and is a great tool for motivating people and dissolving problems.
- The main covert themes we're going to use are the themes of relaxation and focus. Relaxation is not the only doorway into hypnosis, but it is a very powerful one.
- Put the Master Keys of Flow and Association into action to produce a practical method for inducing covert trances.



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- The Four Words of Power are perfect for covert hypnosis because they can slip by unnoticed and open the doors into trance without anyone realizing what's happening.
- The secret language of hypnosis is all about being subtle, and not alerting the target to start paying attention.
- The Four Words of Power are: “as”, “because”, “and” and “means”. With those four words you can create an unbroken, seamless chain of ideas, and flow so smoothly from one idea to another the no one will realize you're making the transitions.



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- When you say, “Close your eyes and go into hypnosis” it’s not logically true that you have to close your eyes to go into a trance, but the command builds a connection in the mind.
- So the unconscious mind thinks, “Well, my eyes are closing, now they’re shut, so I must now be in a trance.
- The unconscious mind reasons through the language of association.
- Similarly, when we say “*Every time you hear ‘deeper’, you will go deeper*”, we’re creating a link or an association for the mind.



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- What the Four Words of Power are doing is creating a linguistic bridge, or language bridge to link one concept with another.
- The second thing that linguistic bridges do is to connect things so you make an association between things that people agree with and things they might not agree with until you present them in this way.
- When choosing words, ask yourself, “Do they create linguistic bridges? Do they help to flow or move from one idea to another or to link or combine one idea with another idea?”
- Here’s a demonstration of a Covert Hypnosis Induction with the theme of relaxation with Words of Power.

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*I find relaxation an interesting thing, because as you relax it means that relaxation is a natural part of the way you think and behave, as everyone know how to relax physically. It's interesting that people don't think about how they relax mentally, because when you relax physically you also will find yourself relaxing mentally. The opposite is also true. When you relax mentally, many people find their body relaxing more and more completely without even thinking about it. Just because you think about relaxation it means you can relax more and more fully.*

*As you enjoy that relaxation you will continue to relax even more deeply. As you find relaxation somewhere inside your body, it means that you're beginning to activate a natural phenomenon. Because it's a natural phenomenon, it's easy to build on the relaxation you're experiencing by just allowing it to continue. As it continues to relax by itself, it isn't just to think about how much more comfortable your mind can feel as you body relaxes.*

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*Is it your mind that's relaxing your body, or is it your body that's relaxing your mind? It really doesn't matter that the body can relax the mind more than the mind can relax the body, because relaxation means that both mind and body are becoming more deeply and comfortably relaxed. As you experience any kind of relaxation, just focus your attention on how that relaxation grows. Where does it move towards? When relaxation begins moving it begins to intensify. It begins to feel more comfortable and because you can feel more comfortable, so you can relax. It means that relaxation is a comfortable experience for you.*

*You don't have to experience relaxation in a comfortable way because you can experience relaxation in so many different situations. You can experience it during a peak moment like in sports, where you don't necessarily think about comfort and feel that comfort. You can feel relaxation when you're resting in a arm chair, so then relaxation is a deeply comforting experience.*

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*Just as you can imagine sitting in an armchair, so you can imagine a body that's more comfortable. Because you can imagine a relaxed body you might find yourself relaxing automatically, and finding that relaxation occurring automatically means that inside you the natural relaxation mechanism has been activated.*

*You don't have to think about how to activate that natural relaxation mechanism. You just get to enjoy the relaxation mechanism because it happens automatically. You don't have to think about it. You just enjoy the relaxation, and the more you relax the more you will relax.*



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*As you begin to develop that experience more and more completely, so relaxation can continue to deepen. You might find yourself being more relaxed as a person in your general life because as your body really learns, that means things which used to stress you out in the past become things that are totally trivial in the future.*

*You can look forward to a future filled with more relaxation because as you relax physically now, so your personality, your whole identity becomes more relaxed. The things around you become more relaxed, too. So you get to enjoy that as you continue to think about how you can find relaxation in more and more ways inside your life. Now with these happy thoughts I'm going to leave you to come back to the here and now in your own way, at your own rate, and at your own pace. Then when you're ready, just join me here and we'll be talking more about the secrets of covert hypnosis.*

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- Now that you understand the use of covert hypnosis language, how do you tell when someone is going into hypnosis?
- There are at least five main changes that you can observe:
  1. Are they getting physically more relaxed?
  2. Are their movements becoming more inhibited, smaller, slower and lesser, especially in the eyes?
  3. Are their eyes getting a little bit glassy?
  4. Is their breathing shifting, typically lower and deeper, but sometimes faster and shallower?
  5. Do you see their skin changing color, becoming darker or redder, but sometimes turning paler and more waxy?



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- How do we secretly use the imagination in covert hypnosis?
- It's not usually possible to simply say "Imagine this. Do that. Put this picture in your mind." That's fine.
- We want to be able to come in around the side without peoples' attention being drawn to the fact that we are beginning to draw pictures inside of their minds and control the movies that they are making inside of their heads. Here are three Covert Imagination Techniques:

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- The first is called the “My Friend John” technique. It rests on the principle that when you talk to someone about someone else’s experience, they have to, in their own mind, take on that other person’s experience in order to understand what you’re talking about.
- You’re talking about everything that happened with your friend John (or Jane or Mary), saying how they had some pictures inside of their mind, how they thought certain things, how they had a movie going through their mind, or how they talked with themselves in a certain tone of voice.
- While you are describing what happened to your friend, the person you are talking to will have the same experience: seeing, hearing, smelling, tasting, feeling it, without catching on to what you’re doing.



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- The second technique is called the “It’s Just Like...” technique. How often have you turned to a simile or metaphor in the middle of a conversation in order to explain yourself? It’s a great way for you to draw a mental picture while talking about any situation, using their imagination to work for you.
- For example, let’s say you want someone to make love with you for the first time. You can say, *“Making love together is like going swimming in a beautiful pond for the first time. You just dip your toe in and it feels warm, but you’re not sure whether or not to get all the way into the water. You begin to wonder and imagine what it would be like to just throw your whole body in and enjoy the splash and the light feeling of floating in the warm water. Making love together is exactly the same. It’s just like that.”*
- What has making love and going swimming got to do with each other? Nothing, but by using the simile and the words, “just like that” you can draw a wonderful, pleasant picture inside their mind, and link it to whatever you are proposing. The power of the directed imagination is very effective.

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- The third technique is called the “Switch References” technique, and is similar to the first one. You introduce it with a little phrase, “You know when XYZ happens?” You’re going to talk about your own experience, but halfway through, you switch from saying “I” to “you”. People do this all the time.
- For example, you might say, “You know, I was walking down the street the other day and saw an old friend and I waved to them, but suddenly you realize that they’re not the person you thought they were.” You switched from a first person story to a third person universal experience, and could ask “you know when this happens, how you fell...” to implant that feeling.
- Some people only speak in the second person, even when they talk about themselves. “Well, you know when you get these headaches?” I don’t get headaches, but they’re talking about this as though you did. It’s kind of a hypnotic suggestion.

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- They switch their referential index. When they say, “You know what it’s like?”, then you switch from saying, “I do, this or that” to “You do, this or that.”
- It’s a very natural switch to take and it ends up being a very simple way of giving people very direct suggestions without them ever know it’s happening.
- Next we will continue to explore more Covert Hypnosis Techniques with Hypnotic Influence, Imbedded Commands, the Hypnotic Gaze and the Hypnotic Blitz Techniques.

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- The Dark Side of Hypnosis – you are being influenced and targeted by messages from the news media, advertising, government and even other people's opinions.
- Sometimes this hypnosis is accidental or well-intentioned, other times it is very purposeful.
- If you look at advertising, it's actually structured in a very hypnotic way. It is designed to get you to buy something.
- The news media broadcasts really negative experiences: people dying, wars, financial losses, economic and natural disasters.

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- What if they said, “Today, millions of people had a normal day, and were pretty happy. And John Smith got up this morning, had his coffee, kissed his wife and told his kids he loved them. He went to work and made lots of money and then came home feeling really satisfied that he did a really good job. Then he spent some time with his children, told his wife he loved her, and went to bed a happy man.”
- Now that’s a charming story, but you’re not going to hear that on the news.



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- All you hear on the news is doom and gloom and drama. It's a really distorted view of how the world is doing and what's really going on. So we think that the world is a really messed up place.
- In my opinion, 95% of the planet is happy and healthy, and people are doing good things. It's just that the 5% we're focusing on are really unbalanced and unpleasant. I'd rather live in the 95% of the world where things are happy.
- It doesn't mean that you have to close your eyes to these other things. You just have to be aware that the messages you are seeing are not necessarily as accurate as you might think.

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- I want you to free yourself to generate your own opinion. When you begin to treat information you are getting from the media, the government, advertising, even films and books, with just a little skepticism, you get to choose whether you want to believe this message or not, whether it's a part of your life, or not.
- The only thing you need to do to break the negative hypnotic spell that's been cast on you is to begin to think rationally, to begin to think critically.
- If you decide that this message is good for you, then sit back, relax and enjoy the ride.

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- But if you decide that this is not something you want in your life, analyze it, criticize it, ridicule it and say, “That’s not the way the world works.”
- And you will have protected your mind from taking on board something that you really don’t want.
- In the first example of Covert Hypnosis we will show you how you might help two employees overcome a dispute.  
Remember you have to manage people’s emotions and egos in a very delicate way so they don’t feel fear, anger towards you.



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- The elegant solution is to inspire them to resolve the conflict by themselves.
- Here is an example of what you might say:

“Come in George. Have a seat.

Well I know that you and Jack have been arguing a long time. And I know you really don't like him, and he certainly doesn't like you.

Now I understand that you like it here, except that you are constantly running into Jack, and **it's not right that you shouldn't feel good every time you do that. Now,** I know that you've been doing some exceptional work. You're very good at what you do, and you're in line for a good promotion. And we both know what is expected of you, before you can get that promotion.“

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“But that’s not important now. **What is really important is that you get back to enjoying you work here**, with us. You know that you see things one way and Jack sees things another way. And what is more important than **who is right, is where we are left** in terms of a good working environment. Everyone wants to work in an office where **people simply get along**.

And you’re smart enough to realize that Jack is just snapping at you from some wounded pride or ego. He’s like a dog that’s been bitten once too often. And I understand that you actually like training dogs. I wonder how you’d deal with a defensive dog? In any even, you’re smart enough to realize that you have time to sort this out on your own. I’m not going to preach to you because when you think about it, **you already know what to do, don’t you?”**

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- In breaking down this example, the entire beginning revolves around an “agreement frame”. The human mind has two rooms in it, the “No Room” and the “Yes Room”.
- When people are in the “No Room” they are more likely to disagree with you. They want to take issue and disagree with whatever you are saying.
- When they are in the “Yes Room” they want to agree with you. It’s actually easier for them to agree with you than to create the mental energy to disagree with you.

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- How do you get people into the “Yes Room” so they will be responding to you, agreeing with you and following through with your ideas?
- You want to create a “Yes-Set” that gets people in the habit of responding with a “Yes”. It nudges them bit by bit into the “Yes Room.”
- In this example, we are presenting George with information that he must say “yes” to.



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- We are also using “embedded commands” such as **“it’s not right that you shouldn’t feel good every time you do that. Now...”**
- Embedded commands or embedded suggestions are messages you can implant within conversations so people consciously hear one thing, but unconsciously hear another message.
- We also use implication and assumption, for example, implying that the promotion won’t be given until this conflict is resolved, even though it isn’t actually said out loud.



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- And before he has a chance to consciously analyze this implied threat, I change the subject entirely, distracting him from a conscious analysis of what I said.
- Also use “seeding suggestions” to plant ideas in people’s minds and distract them before they can critically analyze your ideas.
- We also use “metaphors” in the example of dog training to create an analogy to help motivate him to take action.

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- Finally, I use “confusion” as a distraction technique to take away from the actual ideas I’m presenting by “double negatives” such as “...you shouldn’t not feel that...” or playing on words such as “right” and “left”.
- This makes the conscious mind work double-time to try and figure out which of the meanings are appropriate which leaves the unconscious mind free to respond to my suggestion.
- In the second example, using a sales situation, I introduce the “consistency principle”, “embedded suggestions”, “future memories” and the “take away” to guide a client to the right decision to hire my firm.