

HYPNOSIS MASTERS



SERIES

*The Insider Secrets To Dave Dobson's
"Hypnotic Other Than Conscious
Communication"...Techniques So Powerful
That Even Milton Erickson Considered
Him An Equal*



Hypnosis Master – Barbara Stepp

Contents

	Page
WELCOME	3
INTRODUCTION	4
INTERVIEW – PART 1	5
INTERVIEW – PART 2	19
SEMINAR 1 – PART 1	33
SEMINAR 1 – PART 2	52
SEMINAR 2 – PART 1	72
SEMINAR 2 – PART 2	89
END OF SEMINAR	107
MEET YOUR HOST	107

Hypnosis Master – Barbara Stepp

Welcome

Welcome To The Hypnosis Masters Series

In this series, you will be getting interviews and special seminars from some of the world's best Masters of Hypnosis. Each Master Hypnotist is a specialist in one particular field and will be revealing his or her hypnosis secrets for you.

Meet This Month's Master: Barbara Stepp



At 70 years of age and grandmother of 6, Barbara Stepp is noted for her enormous energy, playfulness, and outrageousness.

Barbara is a licensed Society of NLP Master Trainer of NLP™ and DHE™, a Master Hypnotist and premier coach. She especially enjoys private work with clients. Her coaching practice spans over 25 years. She has a 30-year tenure as a corporate trainer. She has 40 years experience in teaching Hypnosis and using it with clients.

Personally, Barbara has, in the past, experienced a plethora of major health challenges... cancer for one. She considers one of her greatest experiences in life an age regression with Dr. Richard Bandler that resulted in a spontaneous remission. She can show you how to be healthier and more energetic.

She has an attitude of determination and unstoppable. Her peers refer to her as Feisty Lady, because she is. She is a Master Scuba Diver and licensed pilot just for fun. She does a great deal of work with clients with age regression and creating enormous energy and health. She has created products to aid in this specific area.

Barbara has had the privilege of co-training with Dr. Richard Bandler and John LaValle and is a support trainer at many of their events. She was the life partner of Dave Dobson, Ph.D. and is now the heir/caretaker of his life's work and intellectual property, Other-Than-Conscious Communication and No Fault Psychology.

Hypnosis Master – Barbara Stepp

Introduction

Welcome to StreetHypnosis.com. My name is Igor Ledochowski, and what you're about to hear is a very special interview with Master Hypnotist Barbara Stepp, which was recorded for us at a Private Hypnosis Club as part of our interviews with the Hypnosis Masters Series.

As you will hear, Barbara is not just a Master Hypnotist. She's also a Master Innovator in this field. Barbara's interview and seminar will take us on a fascinating tour through advanced hypnotic principles, the secrets behind advanced covert hypnotic language patterns, as well as other hypnotic innovations and special insights that can turn almost anyone into a genuine master of hypnosis.

Listen on at the end of the interview to discover how to get your hands on over five hours of seminars and interviews revealing her fascinating insights.

Hypnosis Master – Barbara Stepp

Interview – Part 1

Igor: Welcome to StreetHypnosis.com, my name is Igor Ledochowski, and I'm here with Master Hypnotist Barbara Stepp from ExcelQuest.com. Barbara is a very interesting person. She's a great hypnotist and she's done a lot of work in the NLP community, but she also was the life and business partner of a true legend in the hypnosis world, Dr. Dave Dobson, who's sadly no longer with us.

I'm very excited to be talking to Barbara today because she has a unique insight into a hypnotic method that is right up there with Dr. Erickson's work in terms of skill, sophistication and effectiveness. One that not many people are aware of and, as far as I know, Barbara is the best person we can currently speak to who's still alive to talk these things.

So first, Barbara, welcome on board.

Barbara: Thank you very much.

Igor: Thank you for being alive and able to talk to us about this really interesting method.

Barbara: I'm happy about that myself.

Igor: I was going down the road of maybe seeing if I can bring the dead back to life and a chat with Dave, but it wasn't working too well. So I'm really glad that you're still around.

Now just to kind of put the whole thing in perspective, and we'll be talking a lot about Dave Dobson and his method during the course of these interviews, but this is a really unique indirect method, talking directly to the unconscious, and all these things we've heard about in terms of Dr. Erickson's work.

Dave Dobson had his own ways of achieving the same things, in some respects better and in some respects different. So this is going to be a unique opportunity to learn a valuable insight into hypnosis.

I guess the place we traditionally start and move on from is usually to look at the hypnotist yourself, of course, Barbara, and their background and how that evolved into hypnosis. So can you just give us a quick 30-second sketch as to where you started off, so we can lead off from that into hypnosis and then exploring this work that we've been talking about?

Barbara: Surely. I started out life as a corporate trainer. Obviously, I've been on the Board of at least six different corporations and I'm still on the Board of three.

Hypnosis Master – Barbara Stepp

I was always interested in hypnosis and I used it a great deal. Then I was fortunate enough to have a cancer remission from a “terminal” cancer using hypnosis. It’s kind of all mixed up together with the years I’ve lived. I’m 71, and I have been involved actively in hypnosis – using it, teaching it – for a little over 35 years.

Igor: How did you get into the field of hypnosis?

Going from corporate training to being a hypnotist seems a bit of a leap.

Barbara: It is a bit of a leap. I love to read, and I first started reading about it. Then I started researching it, and I thought, this would be great to use for myself. I actually started out using it for me.

Shortly thereafter, I became a trainer of NLP. Currently, I’m a Master Trainer of NLP and DHE. That’s been for over 20 years, so they all kind of blend together. They work so well together. I also have a hypnosis school where I teach people how to become good hypnotherapists.

Igor: It seems like you were involved in the whole NLP community relatively early on in terms of its evolution or beginnings.

Barbara: Yes. Richard Bandler and I have talked about this a lot. He thinks it was 1984, and I simply don’t remember.

Igor: You were definitely there in the early days, the so-called wild days of it. In terms of the skill that you have, it definitely shows in what you have.

One of the questions I have – and I guess this is nice background into it – how did you come across Dave Dobson. It’s a name that not a lot of people have heard, except ironically, some of the best people in NLP and the hypnosis community; revere him. Everyone else doesn’t seem to know his name, which I think is a very odd thing.

Barbara: It is a very odd thing. I once told David that he was a living legend, and as far as I’m concerned, he may not be living but he’s still a legend. His work is very appropriate, no matter what the context. Actually, I was involved early on with several well-known people. I was a trainer with Tony Robbins in the late ‘80s and early ‘90s.

The Beach Trip was created in 1987, and Dave was hired by Tony to come in and do part of his training.

Hypnosis Master – Barbara Stepp

Igor: Can I just pause you there for a second so that people will understand? When Barbara is talking about the Beach Trip, this is a unique induction, which we'll be covering later on in this Interview series, which Dave Dobson created, which has really become very famous. It's kind of like the Hallmark induction of Dave Dobson.

It's a beautiful piece of work, and we will be looking at it more fully later in terms of the principles inside it. I just wanted to give people that heads-up in terms of why it's being mentioned here because it relates a little bit to the timeline we're talking about now.

Barbara: Yes.

Igor: So Tony Robbins asks Dave Dobson to come in and do some training with him.

Barbara: For him. Dave came in and did some training with his concepts of Other-Than-Conscious Communication and No Fault Psychology. To this day, you will hear Tony refer to the subconscious unconscious as the Other-Than Conscious mind, which he got from Dave. So I actually in a roundabout way met Dave or got to know Dave because of Tony Robbins.

Igor: Okay.

◆ What is it that attracted you to his work?

I presume you are no longer a trainer with the Tony Robbins organization, but you're definitely doing a lot more of the Dave Dobson style of things.

- ✓ What happened when you first met him?
- ✓ What made you make that shift?

Barbara: Well, it wasn't when I first met him actually. I was totally in love with the Beach Trip, of course. We spent a lot of years just talking over the telephone. I was more and more impressed with what he did, and I finally was able to make a Fun-Shop after many years of knowing Dave. When I did go to my first Fun-Shop, he came over and sat down beside me and said, what took you so long?

Igor: Again, just to put this in perspective, the Fun-Shops were unique workshops that Dave Dobson used to put on. He called them Fun-Shops because they weren't about doing work, they were about having fun; hence, the name. They were always for very small groups of people, like about 14 or 15 people.

Hypnosis Master – Barbara Stepp

Pretty much everything you heard about Erickson in his garage and doing therapy while he was teaching people about therapy, that's pretty much the same thing with the Fun-Shops in Dave Dobson's own unique way. So it was a very powerful and unique environment, wasn't it?

Barbara: Absolutely, and a very comfortable and easy environment to be in.

Igor: Right. What happened? You went to this Fun-Shop he sits down with you and says finally, you made it after all these years.

Barbara: I told him, I'm sorry, I'd been busy doing my own seminars. It was interesting, as I sat there learning what he was teaching and experiencing it – because he believed the only way to learn was to experience it – I began to think to myself, whoa, he's taken some of Tony's stuff. Then I realized the difference in their tenure and their ages, and I realized that Tony had borrowed it from him.

I was mesmerized! I was so amazed at how simple his work was and how effective it is. Then, of course, two days into the seminar, he approached me and said how would you like to be in business with me? I went, of course I would. So what happened was we did develop a business relationship, and within a month – well, I'll back up a minute.

He said to me, "give me one year of your life, and I'll make you a better therapist than I am."

Igor: That is saying something because he was a great therapist.

Barbara: Yes, he was. I didn't believe it, of course. I didn't think anybody would be as great as he was, but at any rate, within a month's time, he proposed. So then I just ended up on San Juan Island with Dave until he passed this particular lifetime.

So I believed him and he worked with me a lot. He taught me many things. It was his goal that I take over his work when he was no longer available, to do it himself.

Igor: I think that you started doing that quite faithfully. We'll talk more about that in a moment. Before that, I think it would be very useful to give people a character sketch of Dr. Dobson. People have heard about the "great hypnotists of the 20th Century."

We've got Milton Erickson, people like Richard Bandler and people in that school as well. Tony Robbins, of course, is a very renowned figure of the present day still.

Hypnosis Master – Barbara Stepp

So could you give us a little bit of a sense of how Dave Dobson fit into that community, who he met there, who met him and how his work compares to these people, just so we get a sense of where he belongs in the Hall of Fame, which he clearly belongs in, in terms of his work.

Barbara: Yes, I can. First, I've heard a lot of people say, he's doing what Erickson did which is absolutely, inaccurate because Dave was in one part of the country developing his own methodology, and Erickson was in his. Milton Erickson was actually a Freudian. Dave was not. Dave developed No-Fault Psychology, which is the polarity of Freudism.

Milton was a great hypnotist. Nobody would question that I don't believe, but it often took him hours simply to get catalepsy or arm levitation because Milton figured he had all the time in the world, right? He was disabled and he had plenty of time.

With Dave, using No-Fault Psychology, it was quicker, and Dave had a beautiful way of working with you with your eyes open, and you didn't even know you were going through hypnosis and very relaxed, very easy. There was absolutely no resistance at all. Part of that is because Dave was just a comfortable person. He just enjoyed people and what he did.

So that's the big difference between him and Erickson. He was definitely not a Freudian. He was definitely involved in No-Fault Psychology, which was, as I said, the opposite of it. It was about taking responsibility for yourself and being able to change things that you want to do. Actually, Dave never met Milton until just before he died.

Igor: Okay.

◆ What happened?

Barbara: He was invited to a seminar of Milton's and, of course, they met and talked. That was the first time Dave had ever met him. They spoke about these two young guys in NLP who literally unpacked them and told them what they were doing in consciousness.

Igor: You're talking about Grinder and Bandler?

Barbara: Yes, two young smart alics. I think that's what they said.

Igor: Yeah. That pretty much sums it up, right?

Hypnosis Master – Barbara Stepp

Barbara: Yes. Now one thing that's important to realize is that Milton – I'm going to quote something he said many years ago to a group of clinicians. He said:

You're patients will be your patients as long as their conscious and their unconscious mind are not in rapport.

The purpose of hypnosis is to do that. Put them both on the same page, so to speak.

Igor:

◆ **What did Milton make of Dave Dobson's work?**

- ✓ You said they spoke for a while, so did they clash?
- ✓ Did they agree?
- ✓ What did they think of each other's work?

Barbara: Well, they were both very respectful to one another and, of course, Dave had a problem with Freudism. They didn't really argue or take opposite viewpoints, they just talked and visited. I actually have a photograph of the two of them at the seminar that Milton was doing.

They were very nice to each other, very pleasant and I think the biggest difference between their work was the fact that Freudism was so big in Erickson's life, and No-Fault Psychology was Dave's. They were both wonderful hypnotists.

Igor: Now, in terms of the other, shall we say, more well-known names, you mentioned a little bit about Tony Robbins taking a lot of Dave Dobson's ideas and running with them and creating this multi-billion dollar empire that he's created, as a result, of that.

◆ **Who else has Dave Dobson influenced in terms of his work?**

Barbara: First, I guess I would mention Steve Heller, who was an apprentice of Dave's.

Igor: Steve Heller, of course, is the author of the famous book, *Monsters and Magical Sticks, There's No Such Thing as Hypnosis*.

Barbara: That's right. If you read *Monsters and Magical Sticks*, and you come to one of Dave's Fun-Shops or work with us, you'll realize where he got his information from because the book is actually based on David's work.

Igor: Okay. So there's actually a work out there which, shall we say, indirectly at least, is giving the Dobson method out, even though it doesn't necessarily call it that, right?

Hypnosis Master – Barbara Stepp

Barbara: Yes.

Igor:

- ◆ **What other people have been involved with David over the years who maybe have taken ideas from him?**

Barbara: Tony Robbins. If you go to his seminars, he talks about rapport and he talks about the Other-Than-Conscious mind. That particular name, Other-Than-Conscious, was created by Dave himself in the late '60s, so it's been around for a long time. He used a lot of Dave's work. I was quite surprised actually.

Igor: Especially because you came at it from the other way around, from starting at Tony's camp and then seeing Dave Dobson, the master, doing it himself and going, hang on a second, I've seen the source now.

Barbara: Yeah, well considering the fact that Dave was many years older than him and, of course, Dave had a PhD in Psychology, so he did a great deal of wonderful, fantastic work in his lifetime, which I am bound and determined and totally focused on offering it as another choice to anyone who's interested.

Igor: Right. By the way, we'll be talking about that a little bit more as well because part of the Interview will be looking at the method in more detail, which is a fascinating method.

Now going back to the idea of history a little bit and how Dave's work influenced others, you mentioned that Erickson and Dave Dobson shared a laugh over Grinder and Bandler, those two wise guys trying to tell them what they were doing unconsciously.

- ◆ **How much of what Dave was doing influenced the NLP community?**

Barbara: I believe it influenced it a lot. Being in the NLP community, as well as involved with hypnosis, it was a great deal of influence because they actually modeled Erickson, they modeled Dave Dobson, and they actually gave them in consciousness what it was they were doing. They knew they did well.

They knew they were successful with their patients and their clients, but they didn't actually know consciously what they were doing. So that's what Richard and John did.

Hypnosis Master – Barbara Stepp

In fact, at the beginning of most of the Fun-Shops that Dave did, he would say I want to stop now. I want to thank Richard Bandler and John Grinder for showing me what I really did and how I appreciate it that I can use it even better, because now I know exactly what I was doing.

Igor: Wow! This is interesting because this connection is something that doesn't come out very much in the NLP circles. And yet, a lot of stuff that we'll be talking about will make sense of some of the esoteric things in NLP, why they're there and how he actually made them work better than most people can make them work, right?

Barbara: Yes. To me, it's so hard to delineate NLP from hypnosis because they work so beautifully together. I can tell you a little bit more about Dave's history with Richard Bandler, if you'd like.

Igor: I think that would be an interesting thing, for sure.

Barbara: Okay. I just published, posthumously, of course, Dave's book, *Pain Alleviation*. Richard Bandler came to me and he said, is there anything I can do to help you with Dave's work? Please know that I'm glad to do whatever I can. So he wrote the Foreword to the book, *Pain Alleviation*.

Igor: I see a note here that this is a very rare act, indeed. I don't think Richard has written a foreword to anyone's work that I can currently think of, other than Dave's. That's quite a big, shall we say, clap of approval from Richard.

Barbara: I believe he has written a couple of Forewords, but they're mostly people who have trained with him and worked with him, but if it's okay, I'd like to share with you something Richard had to say.

Igor: Sure. Please.

Barbara: First, I'm going to just read a couple of sentences:

I write this Foreword with wonderful memories of Dr. David Dobson. David was a great hypnotist when I met him back in the '70s. He was both a great student and someone I respected as a teacher. I can say he was the most natural and gifted hypnotherapist I've ever met.

Igor: Wow. This is from a man who actually met Erickson as well, which is actually an important thing to keep in mind, right?

Barbara: Right and he also said publicly, often in seminar groups or wherever he was, that the hypnotic voice inside his head was Dave Dobson's.

Hypnosis Master – Barbara Stepp

Igor: Wow. Again, that's a pretty big deal.

Barbara: Yes. He also said in the foreword that Dave's views were so profound in his grasp of unconscious processes of thought and communication. He said:

David's style of teaching, in itself, is very hypnotic.

And, you'd have to experience that to appreciate it. It wasn't like a formal trance, or what Dave called a "tuxedo" trance. So those are just a couple of things that he had to say about Dave that I thought were very nice and very accurate.

Igor: It's pretty clear from the things that we've been talking about that Dave was very well respected by those in the know, and rightly so. The next question I have – and you might be uniquely placed to answer this...

◆ **How did he develop his method?**

- ✓ How did he get so good?
- ✓ What were the influences that allowed him to develop this unique method that has influenced so many of the modern great hypnotists?

Barbara: Well, as a Doctor of Psychology and seeing clients and patients the way he did, he felt like something was missing. He wasn't as effective as he wanted to be. So he developed No-Fault Psychology and Other-Than-Conscious Communication in such a way that – well, to begin with, he was, as everyone is when they go to become a psychologist, a Freudian.

He realized it did not work and that people should be able to choose their own responses and not be a victim to a mother, a father, a memory, a thought or whatever it was that kept people from doing what they needed to do. So he developed No-Fault Psychology and Other-Than-Conscious Communication, both of which work together in a beautiful model.

Igor:

- ◆ **Now, this didn't happen in isolation, did it? Dave had some experience with hypnosis before he even went to the University, didn't he?**

Barbara: Actually yes, he did. Dave as a young man, as a teenager, loved hypnosis and he loved magic. So he used to do stage hypnosis and magic shows when he was quite young actually. Eventually, he ended up being a member of the prestigious organization of professional magicians, The Magic Castle in Los Angeles.

Hypnosis Master – Barbara Stepp

So, he had a lot going for him, would you be interested in knowing a little of his background?

Igor: Sure. I would be delighted.

Barbara: The man lived a lot in his 78 years. First, he was very creative. When he was still in high school – I don't know if you recall them because you're younger than we are, but back in the old days there used to be these little photo booths on the street or in a mall. He bought one when he was 16 years old.

Igor: He bought a whole photo booth?

Barbara: Yes, and he ended up making more money than his father did.

Igor: Wow. That's pretty enterprising.

Barbara: Yes. He was quite an entrepreneur. He was also at one point in his life a ski instructor. He was the photographer for the Oregonian Newspaper in Portland. Let me just think of a couple more.

He was in the Army Air Corps twice. He was involved in at least two plane crashes; one of them at the North Pole, for which I have all the photographs. He was a pilot. When he left the Army, he was mustered out in Fairbanks, Alaska, and he became a U.S. Marshal there.

Igor: Wow. Mush! Here comes the hypnotherapist!

Barbara: That's right.

Igor:

◆ **Are they going to shoot you or make you better?**

I don't know which it is yet, but either way, you won't be a problem anymore.

Barbara: I just wanted to give you some insight into the life he lived. He lived four lifetimes in one.

Igor: He's definitely left a big life. Now coming back to something that was interesting that you said which gives us a clue as to the indirect method, the idea of him doing stage shows and magic shows and so on. That already gives you a sense, for example, that every performer knows you're not just appealing to people's intellects.

Hypnosis Master – Barbara Stepp

There's an experience that you've got to create, and that's when we talk about subtle nuances. I'm guessing that his understanding of people from that really helped him to look at people differently.

So, when he did this whole Freudian stuff, he decided no, we're going to cut out this Freudian stuff, and we're going to go into a different stream because we need to get results, rather than get married to a particular theory, right.

Barbara: Exactly. Also, the whole time he was working with clients or was involved with his developments, he was also an entrepreneur. He had his own business in Los Angeles. He did amazing things. He had like 200 employees, so he was really developing his work until he reached the point that he could no longer give his attention to the business, and then he sold it and went directly and totally into hypnosis and seeing clients. He was living two lives and very, very busy, so he decided to focus on hypnotherapy.

Igor: Wow. That's definitely an impressive lifespan. Now you mentioned to me before – and I'd be grateful if you'd talk a little bit about this – the idea that the testing ground, which taught him what works and what doesn't work, was quite a unique place in a hospital unit that he was working with.

Barbara: He had a very busy practice. Several doctors there admired his work. He started working with burn patients at Sherman Oaks Hospital in L.A. It was amazing. The results he got were absolutely amazing. He would get burn victims who had burns over 90% of their body, and he always said we just had a little talk. I just talked to him and I guess I got lucky because he's only taking one Tylenol a day. So he did a great deal of work with burn victims.

Igor: That's pretty impressive for someone who has major burns to go from all the medication to just a simple little Tylenol. That's an impressive pain control method, right?

Barbara: Absolutely, and he was so great when it came to that. It was almost like a miracle. He also worked in the hospitals with children who were serious asthmatics. So, he spent a lot of time working with them, and it was amazing how they could just start breathing well.

Everything worked well, but then they would be allowed to go home and visit with their parents, and they would come back as bad as they were before.

Igor: Interesting.

Barbara: This taught Dave something, and that is a concept that he has of amateur parents. He always says, we have amateur parents because no one was given a manual when they had children, they did the best they could with

Hypnosis Master – Barbara Stepp

what they had, but they're still amateurs, and we are all victims of our amateur parents.

Igor: So, he discovered how parenting has such a huge influence. Kids that had asthma, it disappears and then they bring it back again. It gives a lot of credence to the stuff we talked about in terms of hypnosis actually helping a lot more conditions than people realize, but then again, a lot of things can happen out of hypnosis that have to be taken into account to prevent a relapse.

Barbara: Exactly. He frequently would ask people in his Fun-Shops, have you ever been hypnotized? People would say, well, no. Then he would say, well, did you have parents? So that was very important for him to realize that when we're born, we're perfect. Really the only two hard-wired fears we have are the fear of falling and of loud noises. Everything else is a learned behavior.

Igor: So it seems like Dave Dobson was a real fascinating character to hang around. I mean the idea of working in this hospital environment. I can definitely see how he can sharpen his skills because it's a testing ground. Someone who is in massive pain, they're either in pain or they're not. It's very black and white. You can't fool someone into kind of accepting that something's happened when it really hasn't.

◆ What was it like just hanging out with him?

- ✓ What kind of things did you learn from him in terms of going to the Fun-Shops and just being with him on a day-to-day basis?

Barbara: First, I came into this being quite left-brained. So I always needed to know the steps. I was very much in my left-brain world. One of the most important things that Dave taught me was to trust in my Other-Than-Conscious mind, and not to try to control or force things. By doing that, he not only changed the way I live and the way I think, but also he changed the way that I do hypnotherapy.

I can give you one example, if you'd like to hear it.

Igor: That would be great. Yes.

Barbara: Okay. Well, Dave was a pilot of a Cessna 182. He loved flying. Anybody that got close to him wanted to become a pilot, because it was a way of stretching one's model of the world and stepping outside the nine dots. Obviously, I took flying lessons, right. I said okay, I'm going to be a pilot too.

I did really well actually. I did great on the written test. The practical test was with an FAA Examiner, and the thing I was worried about the most was the

Hypnosis Master – Barbara Stepp

flying with the hood – not being able to see the horizon – and also not only flying that way, but doing turns and going up and down and doing slow flight and stalls. Stalls are where you turn the engine off and you don't have power, and you have to fly that way.

Igor: Kind of interesting, right?

Barbara: Yes. So I was worrying about it all day before my exam. I went around muttering to myself and saying, okay, I do this first and then I do that, and then I do this. David said to me, stop that. He said, you and your Other-Than-Conscious have done this so many times successfully. You both know how to do it. Why don't you just turn it over to her?

So, when it was time to go to sleep I went to bed, he came in and sat down beside me on our bed. He said to me, have you considered just turning it over to your Other-Than-Conscious and while you sleep tonight, you're Other-Than-Conscious will take care of this and you'll be able to do it?

He said tomorrow, when you get into that plane, there's so much you know how to do, but when you get to the part that you used to consider difficult, in the past I mean, then what's going to happen is you just turn it over to her. So I went, okay. He's always been right before. So that's what I did.

The next morning, I went to take my exam. I did everything beautifully, and when it was time, or shortly before, to do the stalls and the flying under the hood, where you can't see the horizon – that disorients everyone – I just said to my Other-Than-Conscious mind, we've done this together many times, just take over and do your stuff.

The next thing I remember is the examiner telling me, I want you to land now and I want you to do a short field landing, so I did. When we were out on the runway, she reached across and shook my hand and said congratulations, you are now a licensed pilot.

Igor: Wow, and you had no recollection of successfully doing the tough part of the training, right?

Barbara: I still don't, but my Other-Than-Conscious knows, and I do not remember one single one of those. I don't remember doing it.

Igor: Wow. Now this is something that's really important, especially when it comes to hypnotherapy work. It really characterizes Dave's work. This is the reliance on the Other-Than-Conscious mind to get things done, but get the right things done. Somehow the message is coming across, and you've got to just create that balance point where you can let go enough to let the

Hypnosis Master – Barbara Stepp

Other-Than-Conscious mind do its work, trusting or knowing that you've actually already prepared it.

So, it's not just a question of getting out of the way and letting stuff happen because that's unprepared. It's actually prepared letting go so that all the preparation work actually feeds through, right.

Barbara: Right and that proved to me the power of the Other-Than-Conscious mind. That too much, too many times as human beings try to control everything. We fight it. We try to conscious mind or left-brain it, and it rarely does work. It's better just to turn it over to your Other-Than-Conscious mind.

Igor:

◆ How might someone do that?

I'm thinking, okay, I understand the principle of it.

- ✓ What are some useful tips you can give them to start living that way a little bit more?

Barbara: Well, let's start with something that's not positive. Most of us human beings have a tendency to rag on ourselves and say things to ourselves that aren't very helpful. One thing I learned from Dave is that you just simply can just cancel that, and say this is what I meant to say. Remembering that the Other-Than-Conscious mind is not rational and it's not proactive.

It is very, very literal and very obedient to us. So we always say be careful what you say after "I am" because your Other-Than-Conscious is there to solve problems, to help you and to be obedient. So that's very important.

I usually do what Dave did. I usually say to them, take a deep breath and exhale slowly, that's a signal for you to shift gears and begin to realize the way in which you speak to yourself, to you Other-Than-Conscious, and know that your Other-Than-Conscious is always there to help you. So just stop and just ask your Other-Than-Conscious for help.

For example, Dave was very strong on patterns of behavior and cross-filing.

Igor: Just to remind everyone, for those of you listening, we'll be looking at all these things we're talking about in much more detail in the next Interview. So we'll just cover these as a general thing right now and rest assured we will be looking at these concepts, which sound quite new to us, I more detail later so we'll become more familiar with the ideas.

Hypnosis Master – Barbara Stepp

Interview – Part 2

Igor: So, going back to your story, the idea of cross-filing and patterns...

Barbara: Okay. So it was Dave's belief that we are the sum of our experiences. So, therefore, we have a lot of patterns; some that work for us really well, some that don't. The idea is to begin to realize that you can take a deep breath, exhale slowly.

You can interrupt a pattern that's not valuable for you, and you can ask your Other-Than-Conscious to help you to notice when you're using that pattern that's not working. We never lose the patterns, but we can adjust them and outgrow them, and we can begin to develop new patterns of behavior.

Igor: Right and almost the realization of that starts the whole process of finding ways of creating new patterns because what you look for is what you tend to find, right.

Barbara: Exactly. The thing that I think is the most important about David's work is that if we could stop left-braining it for a while, if we could kind of step out of that linear thinking and begin to experience it and begin to communicate with our Other-Than-Conscious mind, we'll find ourselves much more successful, no matter what we do. You simply ask your Other-Than-Conscious for help.

For example, I had a particular pattern that I decided wasn't valuable. So I asked my Other-Than-Conscious to just give me a signal or let me know when I'd begun that pattern. Now because she's very obedient, I began to notice when I started to use this pattern. It was like there was a switch inside my head that said stop, not this, this.

Your Other-Than-Conscious will communicate with you if you communicate with your Other-Than-Conscious. The problem that many people have is they don't believe in it.

Igor: And because they don't believe in it, they're blocking the very activity, right.

Barbara: Exactly, and as Dave often said, but your Other-Than-Conscious believes in you.

Igor: Lucky for us, right? It believes in us, despite the fact that we might not believe in it.

Barbara: That's right.

Hypnosis Master – Barbara Stepp

Igor: Now something very interesting that you're saying there, and I'd like to tease it out a little bit, and that is when you talk about your Other-Than-Conscious mind and ask it for help and assistance with changes and so on, you're not even asking for a formal trance. It's not like you have to spend an hour relaxing every ounce of your body, visualize a lotus leaf and step inside it and do some other stuff and then interact with the unconscious mind.

You literally mean where you just pause and think to yourself, Other-Than-Conscious mind, please help me with so and so, and then you get on with your day, right?

Barbara: Exactly. It's a shortcut. It cuts out all those other steps that people go through. Just ask for help. Dave was so amazing with this. He was so congruent. We would be having a Fun-Shop and the day would be over, and we'd go upstairs and he would be sitting there reading a book for entertainment, just a book of mysteries or whatever.

I would say to him, aren't you preparing for the Fun-Shop? I mean don't you need to get stuff together? He goes, no, my Other-Than-Conscious is taking care of that, and I'm just taking a little rest here. He never pushed. He never tried to force anything, which was so beautiful about him and his work.

Igor: Now, that's actually a very important principle the idea of not pushing. A lot of people think, if only I can push hard enough, then I will succeed. There's some truth in it. There are people who are very driven and they push hard, and they get certain successes.

The risk that people run is that the success that they get is actually everything they asked for but not what they wanted, right?

Barbara: Right. I definitely agree with that. I just recently had a client. He sent me a beautiful letter actually. He suffered from teninus for a very long time, and the roar in his head was horrible. So he said to me, I'm really fight teninus. I'm really struggling with it. I'm having a war with it, and I'm going to win.

I said to him, why are you doing it so hard? Why don't you take the easy way? He said, how would I do that? I said, why don't you just ask your Other-Than-Conscious for some direction and some help here? Ask for what you want because the Other-Than-Conscious has a way of either eliminating that pattern or making the sound so low that your brain doesn't even recognize it so it doesn't affect the brain.

So we did some work. I actually did use with him the Housecleaning concept of Dave's, and The Beach, and he sent me a letter and said, I just want to thank you so much. I realized that I was in a war. I was in a battle,

Hypnosis Master – Barbara Stepp

and I wasn't going to win. I just want you to know that I can't hear the sounds anymore. They're gone.

Igor: That's wonderful. Again, it just shows the power of the mind. The unconscious mind, when harnessed in the right way, can do amazing things. Things that we maybe read about and go yeah that's kind of true, but when it comes to ourselves, we think, maybe it's not true for us and it's just something I read in a book. Actually it's true for every single one of us, right.

Barbara: Right. Your mind is your mind is your mind. Everybody has a mind, and it depends on how they want to work with it.

Igor: Right. Now in terms of what you described there, it's interesting again that you're talking about a very informal process. What you just described sounded a little bit like the formal NLP six-step reframe process, which in itself is a great process, but you're taking the heart – let me turn it around.

I suspect that the six-step reframe was taking the heart of what Dave Dobson was talking about and trying to codify it into left-brain steps, as opposed to what you're talking about, which is to say, here's the principle. Just run with the principle in any way that seems right at the time.

Barbara: Yes, because if you direct your Other-Than-Conscious mind, your Other-Than-Conscious mind is very obedient. This is a basic core of what Dave did. This may sound strange to you just at first, but Dave believed that the conscious mind was a gift of the Other-Than-Conscious mind. Then you turn it around and he said, we direct our Other-Than-Conscious mind consciously.

For example, if you decide consciously that you want to do a certain thing, you want to accomplish something like passing your FAA flight exam...

Igor: Just in case something like that would come up, right?

Barbara: Right. Then what you do is you figure out what you want in the most positive, briefest way that you can put it, and ask your Other-Than-Conscious to help you with that. Remember now, the Other-Than-Conscious is not rational, but it's very obedient.

Igor: Right. Now I guess a question that might be in a lot of people's minds is, how does someone develop this trust in their Other-Than-Conscious mind because really it seems like – and I think it is once you get used to it – a very simple process, but if people aren't there yet, what do they do?

◆ **What kind of things can they engage in to learn that trust to develop that relationship?**

Hypnosis Master – Barbara Stepp

This takes us back to what you talked about earlier, that people have problems because they're out of rapport with their unconscious mind or their Other-Than-Conscious mind, r?

Barbara: Right. Dave always said, yes always. He said it consistently. We can trust in our Other-Than-Conscious mind. Therefore, we can actually ask our conscious mind for something, whatever it is, and ask our Other-Than-Conscious to help us with that.

Dave always said his work can be validated. You can validate this for yourself and then begin to notice changes or ideas that you might come up with that you hadn't thought of before, no matter what the context is.

When he did the Beach Trip, he did that as a general trance that could apply to anyone and anything.

Igor: So, what we're talking about here now is your setting yourself up for success, rather than setting yourself up for failure. Like you talked about earlier, when people have this negative self-talk and changing it to something positive.

The same tends to happen when we ask for help internally, if it doesn't instantly come or it doesn't come in the shape or way that we want it to come, a lot of people turn around and say, this is useless, this isn't working, this is no good.

What you're suggesting, if I understand you correctly, is you reverse that. You ask for help, you're expecting it, and then you look out for examples of when things have changed, even if it's a small amount, because that just starts the avalanche going and eventually, with enough moments of notice like that, you'll have developed a massive amount of trust because you've developed the relationship now. So it starts with small things and then builds up as you can experience.

◆ Did I understand you correctly with that?

Barbara: Yes, and Dave always said to his students, clients or participants in a seminar, validate it for yourself, and if you can't validate it, then you don't have to use it. I'm just offering you another choice. So it's very easily validated. I've worked with so many people, and he has worked with thousands. I have literally huge boxes filled with all of his client intake forms. It consistently happens over and over.

Hypnosis Master – Barbara Stepp

I've validated it for myself because I'm able to work with clients, and I have a bit of fast-track, so to speak, but you will notice it. People will notice it. I've had them call me and email me the most amazing things. I do have more examples, if you'd like to hear them, but I'm totally yours.

Igor: I would definitely like to hear some of those examples because I think this is really bringing to life the kind of stuff we're talking about. We can talk about techniques or principles – and I know we will to some extent – but this is bringing some new concepts, if you like, to life so we really see what they mean in practical terms.

Please give us more examples, if you have them.

Barbara: I will. First, I'd like to say something to you that's an anchor for everyone who has ever worked with Dave, and it begins like this: All right. Let's get comfortable.

In fact, on the Island a plaque in one of the sidewalks says: *Let's get comfortable*– D.R. Dobson.

So let me give you some examples. I still remember that you want some examples. One of the things I told you about early on was my flight exam. I really believe I would have worked much harder and it would have taken me longer to pass it without Dave's assistance and a very amount of words actually.

I'll take you to the very first time that Dave ever took me out for dinner before he was terribly ill. He looked across the restaurant, which was on the Island, and he looked at the server and he said watch me say hello to her, and see if you can validate it for yourself.

So he caught her attention, and he nodded and smiled at her like he does to other people. That's his way of saying hello. Then she recognized it, tilted her head with a little smile, which he acknowledged, which is called an NLP matching. Dave called it acknowledging. He was a very respectful man, and he said we should be respectful of each other and of our Other-Than-Conscious mind.

She was so connected with us, I was blown away because she came to our table and she was very helpful. She'd go away and she kept coming back and coming back. We eventually got a complementary bottle of wine. She just couldn't leave us alone. She was so attracted to us by that Other-Than-Conscious hello.

Igor: Wow. I like what you just said there because I think there's an important element that you just came out with. NLP has, and I think it's sometimes

Hypnosis Master – Barbara Stepp

rightly been accused of being too mechanical and loses a bit of the soul, the spirit of things. I don't think it's true of the people who really know what they're doing with it, but if you look at it just as a mechanical process, it can lose some of the essence.

What you just talked about there that was so interesting was its not just matching, like you tilt your head in the same way or something like that, but you're acknowledging something, which is a set of mind.

You're treating someone else with a lot of respect and then the physical element that you do with that tilt of the head or whatever it might be is just one way of expressing that. Other things are happening at the same time, which give it a quality that's other than just mimicking, right?

Barbara: Oh, never use mimic in front of Dave. He would be very upset. In fact, you hit it right on the head. I mean I'm amazed because he would say to his students, respectfully acknowledge a piece of their behavior. That was very important to Dave. The acknowledgment and respect for the other person and for their Other-Than-Conscious mind.

What really happens is, like with this server, when you respectfully acknowledge them, you start a little dance actually. They acknowledge you, and then you acknowledge the acknowledgment.

Igor: Right, and that's where the power starts happening. It's not mimicking anymore.

Barbara: That's right. They go inside.

Igor: It's an interaction.

Barbara: Yes. As Dave said what they do is they go inside other than consciously, because they're not consciously aware of this the way we teach it. They would go inside and go, ahhh, a friendly.

Igor: Right and that's what makes it so charismatic and makes them want to hang around you more because it feels like they're coming home. This person makes me feel like I'm at home, and I like that. I'm stressed at work and with other people.

Here, there's a little safety zone, a little sanctuary. No wonder she wants to stay there more and treat you well because you treat your own the best. It's just part of human psychology.

Barbara: Yeah, it sure is. Because I thought that was so amazing, I was just so touched by this. I said, I'm going to do this myself. So I came back to

Hypnosis Master – Barbara Stepp

Chicago, and a friend of mine and I went out for dinner one night in downtown Chicago when I was doing a seminar.

We went into the restaurant and we were seated. The server was a young man. He came over to our table. Of course, they wear name badges, and one of the most important anchors humans have is their name. We both called him by name and we both said hello to him, and that young boy just kept coming back to our table.

By the time the evening was over, we knew that he was working his way through college, and we knew his entire life story. That was okay with us because we had a total connection going between the three of us, an Other-Than-Conscious connection. Of course, if you don't want to be in rapport with someone, you don't have to do that. It's a choice. Rapport is a choice.

Igor: Yes, and you can do the exact opposite if you like in order to keep someone at bay, which is sometimes the right choice as well. You don't want to be intimate with every person that you meet, right.

Barbara: No, you don't. It is a choice. Although Dave used to say, acknowledgment and respect are the most important within any given relationship or connection. He used to say, I don't know that much about rapport. I don't believe it's ongoing. You can lose it as quickly as you can get it, unless it was a town in southern Italy.

Igor: You can always go on holiday there!

Barbara: Okay, so if you have any questions – if you don't, I have a couple more things I could tell you.

Igor: Well, actually, I think maybe we can have one more story, and then I'd like to just explore a little bit the idea of the Fun-Shops, which really made Dave Dobson famous amongst the hypnotic community. Perhaps you can tell us a little story about the stuff that happened in a Fun-Shop, to kind of introduce the idea of how these things were run.

Barbara: Sure. In one of our Fun-Shops, we had a participant who had come a long way, actually, from Texas. He was getting ready after the seminar to go into the hospital for a major surgery on his nose. He had sleep apnea and other problems.

He was a little nervous about it, so Dave decided that not only would he do this work with him, but he would demonstrate it to the group. So he used the subjective reversal, which presupposes trance. Dave believed in his mind that John and Richard built the six-step reframe based on his subjective reversal, whatever. I don't know if that's a fact.

Hypnosis Master – Barbara Stepp

He used the subjective reversal and, in a subjective reversal, what you do is take all the signals, triggers for all the things that you thought were going to happen that weren't good and reverse them. Cause all of those triggers or signals to make him feel more comfortable, more relaxed, more confident and to be able to trust in his Other-Than-Conscious mind.

So he flew back to Dallas on Monday. He went into the hospital and had the major surgery. He had no bruising and no pain and was amazed. He called us and said, you're not going to believe this. Dave said oh, yes we will. He was a beautiful example of how powerful the Other-Than-Conscious mind is.

Igor: Again, just to emphasize, we've got some significant physical effects going on here. It's not just a mental effect. We have quicker healing, and this is ironic, we have less injury than is normal for that kind of operation. He was more robust because his Other-Than-Conscious mind didn't see this as an invasion, an attack on the body, but rather as a healing thing, and he recovered more quickly.

It's actually a very interesting thing to show again how simple the right frame of mind, the right mindset and all the things that encompass that can have such a powerful effect on people, right?

Barbara: Absolutely. This man was totally amazed. This was in 2002, I believe, at our Fun-Shop. It was amazing for him. He couldn't believe that he didn't have to take hard pain medication. Nothing was bruised on his nose. He had no pain, and he left the hospital the same day.

Igor: This is quite a typical result for people in Fun-Shops, isn't it? Can you tell us a little bit about how it was put together in terms of you come there to learn some skills, but actually other things are going on at the same time.

◆ It's a real multi-level environment, isn't it?

Barbara: Yes and within that subjective reversal, Dave did what we call a pre- and post. You know what a pre- and post is, right, pre-surgery and post-surgery?

Igor: Yes exactly.

Barbara: So he gave him all of those suggestions, and he talked to him about when he was a child. You know when you're young, how you like popsicles and it's very cold. Maybe you like to chomp on ice and it's really cold. Now why do you suppose he did that?

Hypnosis Master – Barbara Stepp

Igor: Well, of course, the association with cold is going to help him either, to numb and the idea of swelling being reduced like when you put cold things on. So, he's teaching the unconscious mind how to do what it's going to be doing.

Barbara: Exactly. In an operating room, they keep the temperature very, very low to curtail blood loss. So they've built that in that he would not be losing any blood because he was going to get cold, and the blood would flow a little slower. He didn't say that to him consciously, but he built it in.

Igor: And that's part of the genius of his approach.

Barbara: Absolutely.

Igor:

◆ **Now, when someone is in a Fun-Shop, can you talk us through a little?**

- ✓ If I come to your Fun-Shop, what kind of things can I expect to experience consciously?
- ✓ What kind of things can I expect to have happen unconsciously that I wouldn't really be aware of?
- ✓ What kind of effects would I be aware of after I've left, as a result, of the unconscious side of the experiences?

◆ **Do you get what I mean?**

This is a very rich environment, and people might not quite understand that this is not like a regular place where people lecture and you take notes. It's a very different kind of environment, isn't it?

Barbara: Yes, it is, and Dave spoke to everyone in the room. It was very relaxed, very comfortable, and he was so brilliant at this. He could be looking at one person and doing work with someone he wasn't looking at because Dave had this amazing ability, which he taught me, how to give someone their specific tone of voice that they knew was meant for them.

He would use different tones, different intonation patterns, depending on who he spoke to. He has a special trance voice too.

Igor: That way, when he started using the trance voice, without having to necessarily switch in terms of a formal induction or anything like that, people would naturally drift into a trance because that's what they've been prepared for.

Hypnosis Master – Barbara Stepp

Barbara: Yes, plus the fact that in the Fun-Shop, we would do maybe three or four tuxedo trances, as he called them- formal trances. For the most part, people just sat in the room while he just talked to them and told them stories. Then from time to time, they would do exercises, which Dave called experiential. They got to practice it and use it, so they left with knowledge and ability.

They also were able to apply it in their lives, and most of the time, they didn't know what happened. That was the beauty of it.

Igor: This is actually an important point because it's not like you just did unconscious stuff and they walked about confused going, I have no idea what just happened. All right, hope for the best.

He actually gave their conscious mind some skills that they could latch onto and use in a practical way, whilst at the same time talking to the unconscious mind or the Other-Than-Conscious mind, as you would call it, to grow and learn and heal things. So people got a double gift. They got skills and transformation at the same time.

Barbara: Some of which they were consciously aware of, and some not. For example, we had a woman in one of the Fun-Shops, and Dave was doing work with her. I could see it because he always made me sit where I could see both and everything that was going on because we were in a hurry for me to learn this in case something happened.

I watched this particular woman being affected by this. She was in the beginning a little resistant. She had severe pain, agony, in her body. I'm not going to tell you where, and I'm going to keep the names of these people private, but if you want to know, I'll let you talk to them if they're willing.

It was amazing that her face changed. She stopped having that grimace of pain on her face. We were told by her and her husband that when she got back home, for the first time in a very, very long time, she was able to get down on the floor and play with her children.

Igor: Wow. Especially for a mother, that's a huge deal, isn't it?

Barbara: It is a huge deal. It really is.

Igor: So, it's fair to say that these Fun-Shops were powerful transformational places. You learned some great skills, had some amazing life changes happen and, ironically, all this whilst having a good time because people were laughing a lot during this Fun-Shops, weren't they?

Hypnosis Master – Barbara Stepp

Barbara: Oh yes. Dave had a great sense of humor. He loved to joke. He loved to laugh. He loved to hear jokes. That's why he developed a website called, TheJokeTree.com. People can go on there and they can graph them onto it, read jokes and send in jokes. He did that many years ago. You can actually contribute jokes.

Just before he died, he brought my grandson, Mick, who is also an NLP trainer, into his office and he said I want to teach you how to do The Joke Tree, so that you can take it over when I'm gone. So my grandson is still running TheJokeTree and sending out jokes once or twice a month to everybody who's on the tree.

Igor: That's very cool. I think we're building up a nice rich idea of how these Fun-Shops were run. There are people sitting there, listening to stories, they're laughing, there's a lot of fun and a lot of happy energy going on. Then they'll do some exercises, which gives them some formal skills. There might be a few formal, as you like to call them, tuxedo trances, to prepare people for certain things.

Then there will be a whole ton of informal, indirect covert trances that are happening that people don't really know are going on, but they're getting a tremendous benefit from them. So at the end of the whole experience, they've had a full-service package.

They've been helped from the inside out, from the outside in, and everything around it has been wrapped up in a bubble of fun. So it sounds like this Fun-Shop really is named quite aptly.

Barbara: Yes. He didn't want to say workshop. He wanted to call it Fun-Shop because he was a very happy, good-natured joking man, with a wonderful sense of humor.

Igor: Now the interesting thing is – and this is something that a lot of people won't necessarily know – David suddenly passed away; I think it was in 2008, wasn't it?

Barbara: February 22, 2008.

Igor: Right and there's been no Fun-Shops since then. It's a real shame in the sense that they were such amazing experiences for people, but as of this year, 2010, that's all changing, isn't it?

Barbara: Yes. I have been nagged by him or my Other-Than-Conscious mind for a long time. I haven't done a Fun-Shop since he and I did the one in 2007. I remember telling him – I was actually arguing with him – I said, I don't think I can do the Fun-Shops because I'm not Dave Dobson.

Hypnosis Master – Barbara Stepp

Igor: No. You're right. Well, if you did think you were Dave Dobson, we'd really have some bigger issues going on here, right?

Barbara: Right. Besides, he said, yeah, you're not, you're cuter. So anyway, he said to me, you don't have to be me. You know everything that I do. You know how I teach. You know how I work with hypnosis and multi-level communication.

Just do it because the main reason I invited you into my life was so that you could carry on my work, and I expect you to do that. I went, yes sir. So we're doing a Fun-Shop in 2010.

Igor: That's awesome. If people want to find out more about that, they just go to ExcelQuest.com and all the details will be there, right?

Barbara: Yeah. They can go there or they can just simply ask for information, and we'll send them out all the information regarding the Fun-Shop and how it's done. It's very simple. I was trying to remember one thing I wanted to tell you earlier, but I've lost that train of thought. That's what Dave called a senior moment.

So yes, we're very much looking forward to this Fun-Shop. We have a number of people who are interested in coming. We still keep it a small group because then I can manage all these people consciously and Other-Than-Consciously and help them with what they want and with the outcomes that they want.

The beautiful thing about the Fun-Shop is that often times, people come with a problem and they leave without it and they don't know what happened.

Igor: That's the beauty. In my eyes, that is in some respects the ultimate model of elegant change. If you have a problem, you don't have to sit there and figure it all out, and break yourself over it and be afraid of confronting it and so on.

If you can just leave without it, having grown as a result of it – so it's not like you're losing anything – then isn't that the best thing? I mean that's how children grow up mostly. They make changes, and they don't even realize they've made them.

Three weeks ago, they used to like playing with dolls and now they've moved onto something else, and they don't even think about it twice. It's just part of natural uninhibited growth, right?

Hypnosis Master – Barbara Stepp

Barbara: Right and the beauty of it is that Dave gives them tools for when they leave the Fun-Shop, and how they can keep moving forward and the things that they can do with communication with themselves, as well as with other people.

I have so many testimonials from parents who realize that they were better parents. One man came to the Fun-Shop and he had, had a very bad business experience, and he was broke. He was practically bankrupt. When he left the Fun-Shop, he said, I don't really know exactly what happened, but all the sudden, I'm making money hand over fist, and I don't know why.

Igor: Dave said I want 10%– special unconscious coaching. I make a joke of it, but really this is an important thing that we're talking about, which is it's a practical thing. You'll get practical effects, everything we've been talking about and everything we'll be talking about in the rest of the Interviews.

You'll get to experience and to some extent do, in action because some of the things you'll be talking about really won't come to life until you've actually experienced them. All the principles, and the stories and examples in the world are going to guide us in the right direction, but until you experience it it's going to be a different story, isn't it?

Barbara: Dave said *we have to learn experientially and trust in our Other-Than-Conscious mind*. So you have to be able to experience it to be able to validate it, whether it works for you or whether it doesn't. Dave was very careful about that. He would tell people, you can validate this for yourself.

Go out there. He would send them out to do certain skills or to practice on their communication. He used to say go out there and experience this with the lab animals but remember, Barb and I, have to live here so be nice.

Igor: Of course, by lab animals, he meant all the other people on the Islands, so you get to play with it a little bit whilst you're there, right?

Barbara: Oh yes. He sends them out on homework assignments. It's very cool. It's a lot of fun. Everybody has a great time.

Igor: I think it's going to be a tremendous thing to look forward to. Barbara, I think we've come to the end of today's Interview. I just want to thank you very much for first, coming out of hiding with Dave Dobson's stuff and starting to share that with us. I know we'll be going into some of his principles in more detail in the Interview, but I think this has given us a nice foundation for what's going on here.

Hypnosis Master – Barbara Stepp

Everyone listening here right now, we've been talking to Master Hypnotist Barbara Stepp from ExcelQuest.com. Of course, my name is Igor Ledochowksi from StreetHypnosis.com. This was the first Interview in this particular three Interview series. I look forward to catching up with you, Barbara and everyone else, of course, on the second part, which will be coming out shortly.

Barbara: Thank you very much.

Igor: Thank you.

Hypnosis Master – Barbara Stepp

Seminar 1 – Part 1

Igor: Welcome to StreetHypnosis.com. My name is Igor Ledochowksi, and I'm here with Master Hypnotist Barbara Stepp from ExcelQuest.com. Barbara was the business partner and the life partner of the famous Hypnosis Master Dr. Dave Dobson, and in the last Interview, she was talking to us a little bit about his work, how he worked and his background and so on.

Today we're going to be really focusing on getting some of the practical elements of all the principles that drove his work under our belts, so we can start introducing them to the work we do as well.

So, first Barbara, welcome back and thanks for sharing some of the ideas you'll be sharing with us today.

Barbara: Thank you. It's good to be here.

Igor: I'm very excited because I know when we were talking before, you mentioned that just before the day that Dave Dobson passed on, he did something very special. He called in a group of his most sort of senior students and wanted to have, like a seminar where he would poll the essence of what he had, kind of like, if there's anything you remember, just remember these things and you'll do good work.

You very kindly volunteered to try to run us through the essence of what that was. So, people here who may have come across them for the very first time still get to appreciate the simplicity of his work and yet the elegance of it, so that they can start introducing it to their own work a little bit as well.

◆ **Can you just tell us a little bit about how that focus group worked, and just how Dave worked in general himself?**

Barbara: All right. Well, the focus group was something that Dave created. It was only a one-time event. He was actually in the hospital, but they allowed them to pick him up and bring him home for about an hour to do an hour-day. He required that all those who came to the focus group must have had prior Fun-Shops with him. Otherwise, they wouldn't be able to pull it all together. They didn't have the experience and the learning.

One of the major things that he said to them was, keep it simple. He said the most important things about his work or the most important thing in life is awareness, and that when it came to his work, it was patterns and cross-filing. He mentions that the majority of mankind is left-brained. So he worked Other-Than-Consciously or out of the conscious awareness.

Hypnosis Master – Barbara Stepp

One of the things he would use to explain how it's important to learn by experience was that he'd say, lift your arm, and they'd lift it straight out, and he would say, from your shoulder to the tips of your fingers, there are 159 muscles. Name them. Of course, nobody could, unless a doctor was there. We actually had a doctor there once, and he couldn't name them either.

So it doesn't prevent you from being able to lift your arm. He used to use the metaphor, if I help you to put the bridle on a horse, put the saddle on a horse, show you how the reins work, do I have to tell you it's a horse? So that was very important to him. He said, the best way to learn is through experience and being able to apply it.

So those were the important things to him. Like I said, he worked Other-Than-Consciously, and he was consistently using metaphors and stories in order to do that.

Igor: So, he would prefer to have the person, the client, have no idea what's going on. In terms of logical everyday kind of thinking, but talked directly to the unconscious mind so the person really couldn't interfere in the changes that would happen, but there would be little to no actual conscious understanding or appreciation for what was going on.

◆ Is that right?

Barbara: Right. He didn't want them to over-think it or to left-brain it because it's about experience. He said you learn by experience. He would often say, I'm not a very good teacher, but I am providing for you an environment for you to learn, so you're learning is your experience and your responsibility.

Igor: That is a theme that's actually very important in his work, isn't it; the idea of putting people back in the saddle to carry on with your metaphor and make them responsible for their lives and what they're doing, right?

Barbara: Right. It was at this focus group that he kept insisting they keep it simple, that they overcomplicated it, and that I was going to be here after he was gone to ride herd on that.

Igor: Right. Now this is kind of an important theme here. You mentioned the idea of not doing left-brain things so much don't over-think things too much and so on. The reverse of that is always keep it simple because the unconscious mind can do a lot of very complex and sophisticated things provided the conscious mind tries to keep things simple and doesn't basically interfere with it too much.

Barbara: Yes.

Hypnosis Master – Barbara Stepp

Igor: So how do people get to this point? First, how did Dave think about how the mind works that allowed this sort of simple, yet sophisticated, approach to work for him?

Barbara: He believed – and it was validated repeatedly, over and over again – that the conscious mind is a gift of the Other-Than-Conscious. It's been said by Chomsky and others that 80% of our communication with ourselves and others is Other-Than-Conscious, and only 20% is conscious. That was the principle that he had.

That if we stepped aside, instead of tripping over our conscious mind, or the logic or the bits and pieces of it, and just delved ourselves into the experience that, that would work for learning. So he consistently would say, experientially is the only way to learn.

Igor: That goes back to the idea we talked about before, which is the idea that we're not really in therapy. What we're doing is we're providing some form of teaching it's just that this is not the traditional school-type teaching.

- ◆ **This is the kind of training you get when the unconscious mind pick's things up automatically outside of conscious awareness, right?**

Barbara: Exactly, and he taught his classes that way, he taught the Fun-Shop that way, he worked with clients that way and he communicated with everyone that way, including himself.

Igor:

- ◆ **Did he have any special tricks or approaches that would help people who want to over-think things, to over-left-brain them, as you said, to keep it simpler and to prevent themselves from going down that trap?**

Barbara: Well, they're responsible for their own brain, their own mind and the way they think and process, but one of the things that he did, elegantly I might add, is that he would not answer left-brain questions, and he would continue to give them metaphors and stories, and do it Other-Than-Consciously. Experientially, people were able to do it. So it was as simple as that.

Igor: So, basically, I was sitting in the Fun-Shop and asking a question which was a little too left-brained for him, he wouldn't answer it directly. He'd kind of answer it, but more at an unconscious level. So that I'm still as consciously confused as before, but some part of me would get it in a different way so that perhaps when we went to an exercise later on, I'd actually end up answering my own question.

Hypnosis Master – Barbara Stepp

◆ Is that the kind of thing you're talking about?

Barbara: You'd get what Dave called, a nickel drop, an aha.

Igor: Right. This would happen during the experience itself, rather than whilst he was telling a story, right?

Barbara: Right. One of the things – I'll go back to that for second – is that he was doing some work and obviously, he was working with someone and associating them through the way he was speaking. For instance, when someone goes back to remember something, they're dissociated.

This gentleman in one of the Fun-Shops said well, you never said this was about dissociation. That's when Dave said if I show you how to put a saddle on a horse, how to put the bridle on and how to use the reins, do I have to tell you it's a horse?

Igor: Right. Of course, that's when the penny dropped for him.

Barbara: Right, nickel drop.

Igor: Got it. So what kind of things would he do – I know he'd tell stories and set things out so when the people actually had an experience, they'd be set up for success, they'd be set up to actually have the experience.

◆ Can you give us maybe some examples of how to not left-brain things or maybe some stories that if we then go off and just do a little exercise, as a result, of this story, we can get a little bit of that experience as well?

Barbara: Well, I go back to the experiential. Within the Fun-Shop, we do a tremendous amount of experiential, so that people get the experience of it, which is the best way of learning it.

The horse story is one example. Giving them exercises to do is another, and when they start over-thinking it or tremendously logical, Dave would suggest that they take a deep breath, exhale slowly and that's a signal to shift gears. Then when they did that, afterwards they could interrupt their own patterns if it wasn't a valuable pattern.

Igor: So that do you think he'd recommend if someone sitting here – I mean the reason people ask left-brain questions is not that they're necessarily all bad, because there's a usefulness, there's a good part to the left brain, so we're not suggesting that we just cut out half our brain and ignore it.

Barbara: No.

Hypnosis Master – Barbara Stepp

Igor: So, when people ask questions, it's usually because they feel like they might be stuck in a situation or they don't understand something, they don't think they're doing a good enough job about whatever it is they're asking the question about.

◆ **How might someone who's trying to implement some ungraspable concept or they feel like they're stuck, how can they get unstuck without over-engaging the left brain?**

Barbara: All right. Well, I'll just back up to what I actually said before. He had a theory, and it worked very well. It works beautifully for me. He would simply suggest to them that when they catch themselves stuck, by the way, understand he didn't think was a good word – he said appreciate was better. So he used the word appreciate, rather than understand, because that's a left-brain thing.

So, what he would suggest to them that as they notice it, to take a deep breath, exhale slowly, which was a signal to shift gears, interrupt that pattern and then begin to experience it? All I can to you is you just let it flow through you. It's just going with the flow. It wasn't hard to understand. What he taught was not difficult. It was very easy, but people had a tendency to over-analyze it.

Igor: Right. So the idea was that if you've been stuck because you think you don't understand something, actually it's a pattern itself. That's what's keeping you stuck. It's a pattern of deciding that you've gone as far as you can go, or you need someone else to help you out.

What he suggested was to instead, go inside at that point and find a more fluid way of being so that you spontaneously come up with maybe solutions, experiments or things you can do to enhance your experience. That way you work it out for yourself, rather than having to have someone else give you the answers constantly, which would make you over-reliant on them.

◆ **Does that kind of make sense?**

Barbara: Yes. That's a very good explanation.

Igor: In some respects, we're doing something odd here, which is we are speaking in a very left-brain, very logical sort of way about things that shouldn't be addressed logically and so on, so we're in a slight dilemma here, but we're doing our best to navigate through it, right?

Barbara: Yes. That was Dave's entire methodology and the way he lived. When he was getting ready to do a Fun-Shop, he would make a list of things he wanted to teach. He'd do that inside his mind, but then he would spend his

Hypnosis Master – Barbara Stepp

time reading totally unrelated books, like novels, to occupy his conscious mind, while his Other-Than-Conscious did the work. I know it's a very different and novel idea, but he lived his life that way.

Igor: Well, it makes life a lot easier, doesn't it? Now you can hand responsibility over to your unconscious and say, look, here's the outcome, here's the direction I want to go in, so do whatever you need to do. It's not like you're not doing anything. It's not like he's decided, I'm going to sit here and watch TV until it's sorted out. He's still stimulating himself.

He's reading about other things, which will stimulate ideas, and he's engaging in activities, which will again stimulate ideas and so on. So, it's not like he's taking himself out of life as a way of avoiding things. It's more a question of your engaging more in life so much so that the old pattern they've been stuck feeling hasn't got a chance anymore because you're exploring different avenues.

Barbara: Yes. I suppose the individual could do that. Dave's point in doing that was just to occupy his conscious mind, while his Other-Than-Conscious came up with the ideas. When he worked with people, when he taught, he relied on his Other-Than-Conscious mind.

It was validated over and over. He would just stop and say to his Other-Than-Conscious, thank you, and keep those cards and letters coming. He'd suggested that his students do the same.

Igor: Which goes right back to this simple idea we talked about last time, which is in order to have that kind of trust for your unconscious world, you've got to build that trust, which means you start listening to little things first, and then over time, that evolves and becomes a richer relationship, right?

Barbara: Yeah, and the thing is if you remember that the concept Dave operated on was that the conscious mind was a gift of the Other-Than-Conscious mind. So therefore – it sounds a little redundant, and you'd have to be in a Fun-Shop to actually experience this totally – the point was that you can actually use your conscious mind to direct your Other-Than-Conscious mind.

In other words, you tell it consciously what it is you want, and your Other-Than-Conscious will take care of it because it's the part of your mind that makes sure you breathe, that you have cell division and that your brain works. It's the part of you that takes care of everything. It makes your heart beat. You don't have to say, I think I'll stay up all night and make sure my heart beats. Your Other-Than-Conscious mind takes care of that.

Igor: So really, if someone says to themselves it's all well and good saying that but I've asked for this or that and the other and my unconscious mind hasn't

Hypnosis Master – Barbara Stepp

given it to me. That's usually because they're doing exactly what we're saying not to do here which is, once they've asked for something they'll start interfering, over-thinking, analyzing, criticizing and saying, whatever I've got isn't good enough and that's exactly why they haven't got it.

It's not that their Other-Than-Conscious mind isn't giving them what they're asking for. It's that they're interfering with the messages and the signals or ignoring them, and so there's nothing there to build on, right?

Barbara: Right. What Dave would say is you're trying to help too much. You're trying to consciously help too much. I can give you many experiences with that, where the clients tried too hard. They tried to help too much consciously. The same thing happened within the Fun-Shop.

So he would help people to be able to step out of that, to break that state or interrupt that pattern, and to focus on something new, like ask your Other-Than-Conscious to help you with this.

Igor: Right. I get it. So this really comes right back down to what we said. It's a very simple process, and all these other things people have, what about this and what about that, actually these are examples of the same thing which is, basically, an overactive conscious mind interfering with an otherwise very natural process.

Barbara: Right. He couldn't talk enough about the fact that it was so simple. It was so simple and very easy to validate. As we get on later into some of the other things that he did that were so beautiful, beach, housecleaning and all of those things, you'll begin to see how he applied it to patients. I have real world actual situations that we'll talk about a little later.

Igor: Before we get on to that, I think what might be useful is if we focus on the principles. I think this one principle is very important. I think people have kind of started to appreciate the idea of keeping it simple and, at the same time, don't over-think things. It's really the same idea, expressed slightly differently, how important it is and actually how straightforward it can be once you grasp it fully.

There were some other things that fit into that and actually helped the idea of keeping things simple as well. One very famous example is the idea of gold mining, which a lot of people who have worked with Dave Dobson like to talk about.

- ◆ **Can you tell us a little bit more about what gold mining is and how, as a principle, that fits into this idea of keeping things simple and getting the Other-Than-Conscious mind to give us what we want, rather than interfering with it?**

Hypnosis Master – Barbara Stepp

Barbara: Yes. Gold mining is very simple. Of course, you pay attention to your student or your client, and you have to be respectful and be able to say hello to them Other-Than-Consciously, which we can get into later, but the gold mining is going back and having them remember something they did that they enjoyed, or something they accomplished or learned. So we're digging for gold in their experiences.

I can give you a simple example of that. We've always done a tremendous amount of gold mining. We're digging for the gold. He had a gentleman back on the San Juan Islands where we lived, who came to see him, and the doctors couldn't figure out what was wrong with him. So he finally recommended him to another doctor, an oncologist, and they discovered that he had colon cancer.

They wanted to operate right then, but he said, no, I have to go back and see Dave. So what Dave did was some gold mining, among many other things, but one of the things that this gentleman was so into and loved to do was sail. He loved to sailing, he loved the cold of the Pacific Northwest, he loved that saltwater hitting him in the face and he just got totally associated with it.

So among many more things that he did, Dave had him take that experience of gold mining, and when he went in for surgery to go into that experience. Totally go sailing, and it worked beautifully well. That's an example of gold mining, which turns it into a metafive.

Igor: Right. We'll come onto the idea of metaphors, metafives and metasixes in a moment, but if it's okay with you, what might be useful as a way of illustrating what we're talking about...

- ◆ **Would you maybe spend a minute or two doing some gold mining with me, just to give people a sense of how simple this idea is?**

It's not some major advanced crazy stuff; you have to spend years reading Freudian psychology about to realize where to go for stuff, it's actually a very simple process. Asking a few questions will get you what you want.

- ◆ **So, if you were doing it with me, what kind of questions would you ask me, just so people get a sense of how it actually sounds in practice?**

Barbara: Well, I can do this a little bit left-brained because I really don't know that much about you, if you're not going in for surgery any time soon or something like that, but gold mining is so simple and easy. I would ask you something like, do you remember a time when you did something so well

Hypnosis Master – Barbara Stepp

and you felt so good, or can you remember a time when you learned something really easily, and you were very, very happy at what you learned?

Igor: Sure. Two experiences just came up.

1. One was I love teaching. I love doing seminars. So just doing a seminar, for example, a demo comes out and it works out really well and I'm enjoying it. That came up.
2. The second question brought up something else, which was more in my own training in martial arts where I'm doing like a two-man routine or something like that, and there's a kind of flow you kick into, and that's a lot of fun. It feels very powerful, empowering and it's a lot of fun to do.

Barbara: All right. So depending on the circumstances, let's say that you are not feeling the best you could feel. Let's say you were going in for surgery, or let's say you had to do something that was a little bit difficult. We would take those experiences and turn them into a metaphor.

Like the gentleman who went in for the surgery, we took his gold mine and we turned it into a metaphor, which made it become a metafave, which is very simple. Then all the time that he was going through the surgery, he was sailing. He was using his gold that we had extracted.

Igor: So just to kind of summarize this a little bit – we'll come onto the idea of metaphor, metafave and metasix a little later, and perhaps we can even use this example as a example of how metaphor develops into metafave and so on, but in terms of just gold mining, it's actually as simple as that.

You're just having a chat with me, finding out what I like to do– my hobbies, pleasant experiences and it can really be anything, can't it? It could be a holiday, a hobby, just a charming memory of an experience like a birthday party, a movie I recently saw and enjoyed, a book, an idea that intrigued me or a bit of music. It really doesn't matter what it is, as long as at some level, it's empowering, right?

Barbara: As long as it's positive. What we do is we listen for the gold and where you become the most associated, most animated and the one we pick.

Igor: So we're looking for kind of an emotional content where I light up as a person, my eyes light, my expression and mannerisms pick up a little bit, and you can clearly see that I've plugged into something positive and empowering.

Hypnosis Master – Barbara Stepp

What we're going to do is borrow that juice, shall we say, at some other point in order to help interrupt patterns and create therapy or empower them at a point where they feel disempowered.

Barbara: Well, I have to make one statement. Dave didn't like the word empower.

Igor: Oh okay, well then, let's cut that one out for a while.

Barbara: I don't want his ashes to come after me. The object of the gold mining is to dig for gold and get that gold of that experience that they're so associated to where they feel really good, and to be able to take it and use it in a way – I can only tell you this, but I can't do it left-brained. I can tell you about experience.

When this gentleman was going in for surgery for colon cancer, which is a terrible surgery to begin with, Dave asked him questions like, is there anything you like to do or something that you really enjoy that involves having fun and something that involves the cold? That's when the gentleman came up with the sailing.

It's cold in the Pacific Northwest. You can't swim in the water, right? Because he was going into surgery, Dave pulled his gold out and suggested that it be cold.

Igor: Of course, what's going on here is he already thinking a step ahead for the metaphors he's going to use, which is he wants to use cold as a metaphor for numbing and the whole pain idea.

Barbara: And the blood.

Igor: And for blood, the ease of surgery and all the rest of it. So, already on a simple level, gold mining is very simply just asking for positive experiences, things that light him up. Then on a more strategic level, if there's a certain type of experience that will help them in terms of the idea of, well, if you felt cold in the blood withdrawing.

Then in a surgery if you have blood withdrawing, that's less bleeding so the surgery has less complications and also the idea of pain control as a result. So it makes for an easier surgery, so he's already thinking a little bit ahead in that way right?

Barbara: Well, in actuality, with this particular gentleman, he was doing what we call a pre- and post. He did a pre-surgery and a post-surgery. The amazing thing is that it works. It works beautifully. The gentleman took care of it. He lived for many years after that, and he was on the Islands. He lived in San Juan Islands where we lived.

Hypnosis Master – Barbara Stepp

Igor: Right. Let's explore the idea of metaphors, metafives and metasixes, then. It seems that they're inextricably linked to gold mining and what kind of gold you're going to be paying attention to more than others.

Barbara: Yes. It's very simple. You have the gold mining where you're extracting their gold to use, because this is going to be powerful for them. Once you take that gold, what you do by using it is you take that metaphor and turn it into a metafive. That means you're now using their gold that's all a metafive is. Once you've done it, that's a metasix, it's that simple.

Igor: So a metasix is, basically, once they've finished and have gotten the result of it. The metafive is the experiencing of it, and the metaphor is what you tell us. It's really the same thing, it's just at what point are you observing it. Is that right?

Barbara: Yes and how they're experiencing it. It's very simple. He had a great sense of humor. A metaphor we know is a story or an analogy, but he would take it one step further and extract their gold and make a metaphor out of it, so that made it a metafive.

Igor: Because it's a personal metaphor, rather than one that he came up with for them.

Barbara: Yes. He didn't believe in putting people into trance and suggesting that when they were in the throes of whatever they were going through, surgery or whatever they wouldn't feel any pain or be uncomfortable, because he didn't think that was respectful.

Igor: Okay, so what would he do instead?

Barbara: What you do instead is just what I told you. It's that simple. You go for the gold, and you create a metaphor that becomes a metafive. Like the gentleman who was sailing, he had him thinking of that so all during his surgery, he was sailing because it was already set up so he would heal quicker, and everything would work better.

Igor: So this all works by presupposition. He doesn't have to present the suggestion itself. It's just freeing the unconscious mind to spontaneously do things that are good for him anyway.

Barbara: Yes. I think I can explain that a little more when we get down into O.T.C. and hypnosis, and how we view hypnosis, but that's, basically, it. The metaphor, the metafive and the metasix have to do with first, doing the gold mining.

Hypnosis Master – Barbara Stepp

Igor: So, let's take the example we just spoke about a moment ago. I had a vision of myself in the studio with one of the fellow students, and we're just going through some sort of self-defense drills.

◆ **How might we turn that into a metafive?**

Barbara: By simply talking about them and have them talk about themselves and the feelings that they have, and then given whatever the context is – because we do everything from pre- and post-surgery to pregnancy and pre-birth.

Anything that you want to think about – pain, burn or whatever, you can simply utilize that for whatever purpose you need to use it for, and just have them relive that gold and experience it while they're going through something that's, let's say, less than positive that they want to make better.

Igor: Right. So just to make this a practical example, let's say that I was going to do a seminar that I was going to find difficult. Let's say I'm going to go somewhere or do something that I haven't done before and I'm a little bit afraid of it.

Barbara: Before you say that, I will tell you, you're already on the right track, Igor. Of course, you take that and you experience that, remember that, live with that and get all of the sensations, the feelings, the pictures and the sounds to give you that gold to be able to do that seminar that you might have thought before was a little bit difficult, and then realize that it's really quite simple.

Igor: Okay, and then basically, the switch happens inside of me. He never has to tell me it. I've talked about, well, here's my problem and then after that, he goes onto, well, here's some gold, and we talk about the gold. Then, at the end of this whole conversation I've talked so much about stuff I like, that my unconscious mind spontaneously applies that ahead of time to the problem, or is there something that he does other than that?

◆ **Does he just say look, next time you're thinking about your seminar or whatever, remember that you also have all this other stuff there to or does he doesn't come out that directly about it?**

Barbara: Exactly. You just simply go for the gold. It's that easy and simple. What we're not doing is we're not giving them all kinds of suggestions, left-brained, that are mine. What I'm doing is having them take their own, and the brain knows what to do with it. The Other-Than-Conscious part of our mind knows what to do with it, so it takes it and it runs with it.

Igor: So would Dave actually just tell that story, the metafive. In other words, talk to me about what it's like to be in a studio and have all these drills and exercises, or would he just have a conversation with me, seemingly as just

Hypnosis Master – Barbara Stepp

a chat, and then during that it would somehow transfer itself onto the problem I came with in the first place?

I think I'm trying to get a sense in terms of it as an experiential thing. I'm going to sit down with someone and just talk about their hobbies and get lots of details on that, or at the end of that, I'm going to do something with it and actually tell them about their hobby back again, so that they actually experience it again without having to work with you at a level of interaction?

Barbara: Yes, so in other words, Dave didn't tell them what they had to do. What he would say is something like this. So, when you go into the operating room and you get all comfortable, and you cooperate with the doctors, and when they start to get you ready for it, you can just begin now to go sailing.

Igor: Got it, and that just attaches the two together. It's very simple. Again, that's actually very elegant. To use the example that we've just started with, myself you might say to me something like, so when you get on the plane and arrive at the hotel. You're getting ready for that seminar, you're going to make sure you have all your things laid out, and the room is all perfect.

Then you can just go into the studio and feel the flow of the drill and just talk about all the things I've just talked about and then, basically, the two just attach together very naturally, right?

Barbara: Right. I hope I'm pleasing Dave with this because we've gotten kind of left-brained on this, but for you to understand it within this arena of interviewing me about O.T.C.C., Dave and the Fun-Shop, I don't see another way to do it. So hopefully, he's happy with me.

Igor: I don't want to push too much in terms of the left-brain thing. I'm just getting a sense that there's cohesion. There's a natural flow, and it looks like a normal conversation at that point as well. It can become very natural as well, right?

Barbara: He did, yes. Most of the time when we're in the Fun-Shops, we're teaching or even working with clients, they're eyes are open, and we're just having a little conversation with them.

Igor: This is an important thing to realize. If people who are listening to this think this is a "technique," and they can just go, okay, now do this, now do that, now do this they're totally destroying the spirit of what we're talking about.

Barbara: Right, because Dave didn't believe in techniques because every single class he did was always different. He adjusted, as I do because of him, to the class, to the people who were there. We adjust to the clients, and we take what's valuable for them to use. We don't force our thoughts or ideas

Hypnosis Master – Barbara Stepp

or hypnotic suggestions that are out of integrity. We don't do that. It's a conversation.

Igor: We'll be looking at the idea of how the OTC model compares to the regular understanding of hypnosis a little later on, but I think for the moment, we've got a nice grasp of what gold mining is and how this turns into the metaphors, metaphives and so on.

Another thing that is very characteristic of Dave's work, and we talked about it quite a bit actually already in the previous Interview, is the idea of patterns and pattern interrupts.

◆ **Can you tell us little bit more about how he came across this idea and how he likes to talk about this?**

- ✓ Again, we don't want to be going too left-brain about it, but just enough to get a sense of how this is, how it works and how it can involve our own instincts about it?

Barbara: Okay. Well, let me begin by saying that it was actually I think the first burn patient that Dave ever did. Up until that time, he was Freudian. It's been a long time ago – 50 years ago – but he realized something wasn't working as well as it should be. So he began to think about this, and he came up with the concepts of No-Fault Psychology at first because Other-Than-Conscious communication is an outgrowth of No-Fault Psychology.

So he realized that he could simplify this, rather than working with a patient like it's normally done, he likes to say he was a sick-chologist. He doesn't like to be called a psychologist. He would rather be called a hypnotherapist. So he discovered it wasn't working, and he began to pay attention more and he began to come up with ideas. What happened actually is he began to realize – and we can all realize this if we stop for a moment – that everything we do is a pattern.

The way we shave in the morning, the way we do our hair or makeup, the way you put on pants. It's usually a pattern, and it's usually pretty much the same. So everything is a pattern. That's why patterns are so important.

So the idea is if the pattern is a good one – well, I don't want to use the good, he didn't like that – a valuable one, then you would just thank your Other-Than-Conscious and say keep those cards and letters coming. So, if it was a pattern that wasn't valuable or didn't serve you then he would teach you how to do a pattern interrupt; always the first thing started with take a deep breath, exhale slowly, and then you interrupt your pattern.

Hypnosis Master – Barbara Stepp

He used to say, do anything else. Go for a walk, wash the dishes or sit in another chair. Do anything that was different to interrupt that pattern. So we can choose to be able to break our state – I'm sorry, that's an NLP phrase – interrupt the pattern, which was his phrase, then we can ask for more help from our Other-Than-Conscious mind.

I will tell you something I've noticed that if you're in a pattern that's not valuable, and if you take a deep breath, exhale slowly, shift gears, interrupt the pattern and ask yourself a simple question like, how can I learn this? How can I outgrow this pattern? You know I really would like to outgrow that.

Just get curious about it and laugh and you'll begin to notice that you'll be more aware of it and things will start happening differently. The pattern will begin to shift it's the way the Other-Than-Conscious mind works.

Igor: Right and I think you said something that is very interesting and I think very important. It's characteristic of Dave's work, if anyone ever gets a chance to hear some of his audio programs or even go to a Fun-Shop for yourself, it's a lot of fun. There's a lot of laughter and curiosity involved. By having that as a pattern, it becomes like a metapattern to interrupt the others.

The idea that you're now being curious about yourself, rather than being frustrated with yourself, treating life with a little touch of humor, rather than with over-seriousness.

◆ That in itself is a life skill that's almost invaluable, isn't it?

Barbara: He had a wonderful sense of humor, and he told so many jokes in the Fun-Shop. We laughed and we kidded, we had a tremendous amount of fun and we learned a lot. He had that sense of humor until he decided to stop breathing. He used to say, life is still fun. When it stops being fun, I'll just stop breathing. That's what he did. He had a great sense of humor, and he used language so wonderfully.

We'll probably get up to that later, but the patterns and the pattern interrupts are so very important because when you ask your Other-Than-Conscious or direct it to do what you want, it will. Of course, we have to be congruent with that as well. So 80% of communication that is Other-Than-Conscious or out of our conscious awareness is so very important.

Only approximately, Dave thought that Chomsky was right – about 20% was actually conscious. Many of the patterns that don't serve us – this is an important thing to remember – are patterns that are – for an example, we had a woman who was 35 years old. I won't go into her details, but she was

Hypnosis Master – Barbara Stepp

walking around and living with patterns from when she was nine years old, patterns of behavior as well as the kinesthetics, the feelings.

Igor: Of course, we've all had this experience where something happens to us, and we get a little overloaded by it. We act in a way that maybe afterwards we're ashamed about and confused and think, why do I act this way? Normally I'm fine with these sort of things, but in this particular instance, I just couldn't control myself.

That is that pattern. That is where your attitude and your ability to just take that breath, interrupt the pattern and do anything other than what you were about to do – which would otherwise continue the pattern – that is much better than whatever you were about to do.

Barbara: Right. He didn't suggest you say why. People used to ask him why, and he'd say, why is an adverb. He said, it would be more valuable to ask yourself how come?

Igor: Right and I agree with that because all why does is ask for justification, and they cement it in. Whereas, how come just looks at historical events and goes, well, if that's the case, then I can always change that and it's a different case now.

Barbara: Exactly. You actually anchor it in. The more you say why, the more you get reasons for why you do this dumb thing.

Igor: Right and that comes onto the idea of language again, which is starting to open a little category that we'll explore more fully later. So again, pattern interrupts is not as difficult as people think it is. Just like stories or the metaphors and fives that as we talked about earlier on, aren't near as complicated as people think it is.

The key idea is how you create an atmosphere that is pleasant for the person so that it's not just a mechanical story, it's a real event. In this case, again, pattern interrupts is not this mechanical process that works like magic. The magic is how you work it.

It's the idea of just being willing to stop. It's the idea of being willing to do something other than what you, shall we say, at that point in time want to do just because it will be different and, hence, the outcome will be a little different, and that gives you a little bit more control of life and so on.

Barbara: Yes. I wouldn't use the word control. I would use the words more directed and more valuable, that's something that Dave was not fond of is using control. The idea is if you begin to recognize the patterns and you become more aware of them – remember, Dave says awareness is the most

Hypnosis Master – Barbara Stepp

important thing in life – you become aware of it, and then you just tell your Other-Than-Conscious great, thank you for that, keep those cards and letters coming, and you develop a communication with your Other-Than-Conscious.

So many people don't do that. They try to force everything, control everything, conscious everything and it doesn't work. That's why we grow up with patterns. Let's say we're 40 years old, and we still have a six-year-old pattern. It's not appropriate now.

For example, we probably all know that there was a time in our life when we were babies that we dirtied our diapers. Now that's a pattern of behavior, and back then, it was appropriate because we were learning how to begin to manage our own bodily functions.

Now would it be appropriate if you were to walk into my office today, being, say, 30 years old, and you would be wearing a diaper and you shit in the diaper in my office. Do you think that would be an appropriate 30-year old behavior?

Igor: Unless you have some medical condition, it's very inappropriate.

Barbara: Yes. It would be very inappropriate. So that's a pattern, that's an example of how we carry childish patterns with us as we grow up and become adults. We still are operating on so many patterns from earlier ages, from childhood, from our life before and they no longer apply.

Worse than that, lots of people will go to a psychiatrist or a sick-ologist or a psychotherapist, and what do they do when you go to see a therapist? They stir the shit until it stinks so bad that it's a horrible thing to have to deal with. That's the opposite of No-Fault Psychology. It's the opposite of the things that we do in O.T.C.C. and now NFP.

Igor: Right. So the idea here is we're not interested in poking around in the messy diaper anymore. It's a question of saying, let's just get rid of the diaper and lead a different life. It's important because a lot of people don't realize that things that they think are going on in life are actually them doing it.

So, they'll complain, moan and say oh, it's so and so's fault. They get used to having temper tantrums because then they get what they want and so on. Meanwhile, of course, they're suffering emotionally because they're not really living an adult life.

They're at the whim of their environment, but when they start taking control of it, when they start choosing a different way of being, then all the things

Hypnosis Master – Barbara Stepp

that they're complaining about and saying, I don't want this to happen, they stop happening because they stop actually creating them by their own childish behavior.

Barbara: Dave says that we don't live in the moment in reality. We don't live in reality in the moment. He says we have that little lag. We're about a few seconds behind reality. So he says that gives us that few seconds to be able to choose how we're going to respond. That's where he came up with the word response-able, being able to choose one's own responses.

Igor: And that's what the pattern interrupts really allow you to do. It stops you from kind of being that pebble that gets sacked all the way down the mountain. It just says stop a second, which other way can you go? Then, at that point, the whole avalanche has been averted because it hasn't had time to build up momentum before it's "out of control".

Barbara: Yeah, you've just broken the pattern.

Igor: Hence, going back to your basic idea, which is just breathe, go inside, say I want something different, and then just do anything other. It actually doesn't really matter, and that's the whole key, isn't it? People might ask themselves well, what do I do? Which is again a left-brain question; the answer is it doesn't matter, as long as it's other than what you normally do in that situation.

Barbara: Right. It's like Dave said about 911. He said, do you think that people were running around in those buildings going, why me? He said, no, they weren't. They were going, where's the door?

Igor: Right. It gets pretty obvious, at that point, what the action required is in our own lives, when we stop building those patterns like the, why me's and all the rest of it; the things that are keeping us stuck. A lot of times, the answer that becomes obvious is that we were too busy complaining, being afraid or being depressed about whatever the future consequences might be to realize that the answer was staring us in the face.

Barbara: Yeah, it's that simple. It really is that simple. Essentially, I wanted to back to one thing. Dave watched babies. He actually had three sons that he raised as a single parent because his wife died early on. It's interesting, his first partner was named Barbara, and I'm named Barbara. At any rate, the point is when you watch babies relaxing, they belly breathe and they sigh.

So the point of this is to take a deep breath, exhale slowly with a sigh and that's a signal to shift gears. You also become more comfortable. So you get comfortable and you can shift gears, and then you interrupt the pattern. So that was the process.

Hypnosis Master – Barbara Stepp

Igor: So that's a very simple thing to remember, again, to deep breathe, sigh it out, feel comfortable and then you have the ability to respond differently, which is your responsibility, and that means that your pattern doesn't have to run the way it used to anymore.

Barbara: No. You've interrupted it.

Igor: Perfect.

Hypnosis Master – Barbara Stepp

Seminar 1 – Part 2

Igor: Now let's move onto another concept, if I may, which again we mentioned previously and it's kind of important in terms of the work that Dave Dobson did. It's the idea of cross-filing.

- ◆ **Could you tell us little bit more about the idea that's behind it, how that works and how it's applied in practice?**

Barbara: Actually, they're like files in our brain. What he usually uses as a metaphor – and he'll usually draw it on the whiteboard – is the concept that we have parts of our brain that are digital, where mostly it's words and language. Then we have our experiential file, which is the sum and substance of all of our experience, and then we have what he called the feeling or sensation file.

Cross-filing is simply if someone says something to us, let's say in a certain tone of voice that's not pleasant; that I have an experience for in the past. Then what's going to happen is I'm going to hear that tone – or even if it's a word or a sentence – I'm going to hear that, and I'm going to cross-file over from the digital to either the experiential or to the sensation file.

The same thing can happen if you're having an experience and suddenly you cross-file into the feelings of it, into the sensation file. He didn't like to call them feelings. He preferred to call them sensations because he said that feelings and sensations were down the line, they were simply letting us know something wasn't going on well. So he didn't trust our feelings that well.

Igor: Well, feelings are, basically, sensations with people then making comments about it saying, oh this is bad. The sensation itself is not necessarily bad, it's just a signal. It's our judgment of it that makes us suddenly start to suffer because if it's "bad", then it must be painful and we must try to get rid of it, and it creates a whole host of other problems.

Barbara: Right, but cross-filing works not just for that.

For example, if you are planning this seminar that you felt a little nervous about, if you were to stop for a second and then just cross-file into that experience when you did that great seminar, then it would flow over to the kinesthetics or the sensations or the feelings, and that's valuable. So cross-filing, whatever it is, it's either valuable or it isn't.

Hypnosis Master – Barbara Stepp

Igor: Right. So, what you're talking here is cross-filing is, for example, how metafiles work. It allows it to change to a filing system from whatever used to cause the problem, so now it unconsciously creates a solution rather than a problem.

Barbara: Well, cross-filing is a little bit different from gold mining, but at any rate, all cross-filing is, is going into your different files and looking for it. Dave used to say – and we still do that actually – he used to say, well, I had this client, and he was on four shots of Demerol a day and I went in and when we finished talking, he said he was taking one Tylenol a day.

He used that as a metaphor because talk, to him, when he talked to clients, it was the transderivational application of language and knowledge. Talk. That's all he did. He said he just talked to them. It's as simple as that.

Igor: And by talking, the cross-filing would change, and as the cross-filing changed, that person would experience pain differently; hence, the Tylenol would be enough as opposed to heavy duty morphine or anything like that.

Barbara: Right and the thing is this. It's important that they know this gold mining or this good thing or have that to utilize. Dave would work with not only the doctors and the burn patient, but also with the families. The families would come in and they would say oh, you poor thing, I'm so sorry, this is so horrible. He would actually teach the family what to say to the burn patient.

Like one father said they loved to golf together. He said go in there and say, son, hurry up and get better now so we can go golfing.

Igor: Got it. Now this actually takes us to the next level, the next principle, which is the idea of cleaning up your language. It's something that I know you and Dave both are very keen on.

◆ **Can you tell us a little bit about, first, what you mean by cleaning up language, and then why you think it's so important, before we actually look at some of the ways we might actually do that for ourselves?**

Barbara: Our language creates our inner reality. I could say simply that every word we use, every piece of language we use fires off a biochemical in the brain, and it creates our reality. We are literally giving ourselves suggestions. Language is so important. I think I mentioned to you once before, when Dave was quite ill and he'd be sitting there, and he'd get these terrible pains. He would go oh, goodness that feels so good.

Hypnosis Master – Barbara Stepp

Or he'd go, oh, that's wonderful. He refused to sit around and say, I'm in pain, I hurt, or whatever. It changes the way your mind works when you do that.

Igor: And, in fact, I have a story that kind of backs that up as well. My mother was on medication – I think it was blood thinners for medical issues – and she had the exact same experience. At first, she used to hate taking these pills because they made her feel sick, and there were some after effects, which aren't necessarily as pleasant.

After a while, she found she would stop taking them. She'd drag her feet a little more and stop taking them and there were complication as a result. Then she just did a simple switch in her mind and said oh, I like taking this pill because it's going to make sure I stay healthy. It's keeping my heart strong, or whatever it was doing for her.

Just by making that mental switch, the side effects were a lot easier to tolerate and in time, she no longer needed to take the medication. Of course, because it ran its course and her body had recovered enough, but her body couldn't recover while she was always depressing herself with it, it just became an affirmation of how bad life is and that wasn't helping her the live and live fully part.

It wasn't until she made that mental switch and reminded herself of all the positives of what she was doing – and it wasn't going to happen overnight. At times it took quite a bit of mental effort to break the old pattern of complaining about the medicine and get to the point where actually it's done its job now, and she's healthy again and back on her feet.

◆ **So it can have a very profound effect, but it's not necessarily going to happen overnight either, is it?**

Barbara: No, but it can happen quite quickly. In fact, people would come in and say things like, I'm depressed, and he would say to them – and I still do that – why don't you just add one word– acting. I'm acting depressed. If you listen to it carefully, you notice it doesn't have that negative emotional punch. When you say, I'm acting.

Or, if people say, I can't do this I'm this way or I'm that way, he would say to them, just add these words at the end- in the past. In the past, I couldn't do this or I couldn't do that. It leaves the mind open for the possibility of being able to expand your reality or your nine dots.

Other things that he suggested were that people don't say the word why. Say, how come. Try was never a valuable word. Or instead of saying, I understand – which you can't because you cannot have another person's

Hypnosis Master – Barbara Stepp

experience file. You have yours. I have mine. We can't really understand, but we can appreciate.

Igor: Okay. So again, these are some simple words, but each of them is loaded with a lot of other understandings so that it's not just the one word on its own, it's the fact that it changes the way we perceive the whole thing, it's the whole structure that gets changed, right?

Barbara: Yes and simple words. He literally lived this. He was the most congruent man I ever knew. Instead of using the words wrong or right, he would use the words accurate or inaccurate.

Igor: Right. Or, should I say accurate. Again, it makes a big difference because wrong and right are a value judgment, versus accurate and inaccurate, which are just a pure measurement. You're measuring according to a standard and either it measures up accurately or not. It doesn't decide whether or not it's bad because you can be inaccurate, but actually doing something very right as a result and vice versa.

Barbara: Yeah, the point is how many of us love to be told we're wrong?

Igor: Yeah, it doesn't help.

Barbara: No one. Instead of saying good or bad, he used the words valuable or not valuable. He literally lived that way. That's the way he spoke, and that was the language that we both used.

Igor: And I can see that being very powerful because, again, one word on its own just thrown in, in a very negative sentence might not do that much, but if you're doing it consistently, everything reinforces it.

It's kind of like having one pencil and it snaps easily enough, but when you're constantly doing it, it's like having a fistful of pencils. It becomes very difficult to resist it, very difficult to snap those pencils because they're all reinforcing each other.

The clean language that you're talking about here is self-enforcing. Again, it's something that you aspire to do all the time, rather than some magic technique that you're doing once and then hoping for the best.

Barbara: Right. Well, Dave was so strong on that, that he would actually use accurate and inaccurate. Can you imagine being in a significant relationship and discussing something with your significant other, and telling them you're wrong? You see, that starts the argument. You shut it off or that's bad. Dave always encouraged people to ask a question. We did this in our own lives.

Hypnosis Master – Barbara Stepp

Like one day I remember I was very distressed over a particular situation, which had really nothing to do with him, but as we were speaking, my tonality was a little stressed and not the best. He looked at me and he said, Barb, when you said that, I felt a little bit of a fear response. Was that your intention? I went oh, my goodness no, Dave absolutely not. That was not at all what I intended. I'm so sorry. This is about me. It has nothing to do with you.

He never accused. He would say, well, this is what I got or I got this sensation. Is that what you intended? Or maybe, I felt like I was being denigrated a little. Or, maybe you don't value me as much as I would like. Is that what you meant? Was that your intention? So always ask a question rather than firing off the handle and going into a fight. So we didn't fight. He wouldn't allow it.

Igor: But that actually makes a lot of sense. Going back to the idea of pattern interrupts earlier, it becomes very important at this stage to have those pattern interrupts because otherwise it gets very easy for someone to say something, it feels bad, so you instantly snap back and now they feel bad so they snap back at you. You create an escalation of, shall we say, emotional violence. The opposite is actually the case.

Usually, it's such an innocent thing. They feel stressed about something unrelated, like you were talking about in your story, and just by having reflected back totally neutrally, there's no elastic snap back. There's nothing for you to react to, and suddenly it becomes a pattern interrupt and you realize yeah, I'm feeling a little bad myself. It has nothing to do with you. Just give me 10 minutes or an hour to get my head together and I'll be fine again.

That just totally avoids a lot of the things that would otherwise grow into a needless fight because, let's face it, a lot of fights that people have are caused by people assuming they know what the other person means, rather than what is actually going on.

Barbara: Mind reads.

Igor: Exactly.

Barbara: Yeah, mind reads. That's a beautiful left-brain explanation of it. The point I'm making is that what he did was he encouraged people, instead of responding defensively or offensively, to just simply take a deep breath, exhale slowly, signal to shift gears and ask a question.

Igor: Right. Find out what really is happening as opposed to what you would project from your own personal stuff.

Hypnosis Master – Barbara Stepp

Barbara: Right.

Igor: Okay. So, in terms of clean language – and I think we’ve got a good handle on the idea of what to say and what not to say, certain words to avoid and certain words that are useful. I really like the idea of asking questions. Just to emphasize for those of you listening who are hypnotherapists or doing this kind of work, it actually fits within the therapy room too.

How many times do our clients say something and we feel bad that we haven’t done a “good enough job”. They come back and say oh, it didn’t work. Instead of getting all defensive and saying well, you need to trust your unconscious or you probably weren’t ready where we’re, basically, blaming the client for whatever happened, find out what actually did happen.

Let’s say you’ve got a smoking session, it might have worked like a charm for six days and then they had half a cigarette this morning and that’s why it “didn’t work.”

You don’t know and until you find out, you can’t really assume things. The same thing in session, just ask them what’s going on. How are you doing right now? There’s nothing wrong with talking to people. They’re still people, whether or not they’re in trance.

Barbara: Oh yes, but according to Dave’s philosophy – which I totally wholeheartedly agree with everything actually that he believed in and that he taught – the important thing is to look for what’s valuable, rather than going through all of this and worrying about it. The point is to pay attention, to be aware, and if there is a possibility of a confrontation, simply change your state and ask a question.

Igor: Right. It becomes a very simple principle the, doesn’t it? You’re looking through life, looking for what’s valuable, so you’re automatically moving away from things that aren’t valuable without actually being affected by it, and at the same time, if a conflict or something unpleasant comes your way that can be directly avoided, then you question it, and very often that dissolves.

So the actual real, shall we say, crises that we may have to face in life reduce to a very, very low number versus the crazy rollercoaster rides that some people put themselves through for a lifetime. They become very expert at creating these dramas.

Barbara: Yes, many people do that. Dave believed, as I do, that we only have two sensations or emotions and those are **fear and love**. Love is the opposite of fear. When you stop to think about it, we’re very fearful animals. Dave called

Hypnosis Master – Barbara Stepp

all of us humans herd animals. We're very fearful, and the fear response can be very valuable.

It can also be not valuable, but it's important to be able to realize or recognize a fear response. Acknowledge it so that we can get past it. Instead of living through it and talking about all our problems, within our own minds, acknowledge that fear response.

It's like when we go to sleep at night, and we dream. Dave always believed that dreams were a way of getting rid of emotional pus. So he would say, when you go to sleep at night and you have a bad dream, you wake up and you go, thank you to your O.T.C. Thank you for handling that while I was sleeping.

Or, if you had a great dream and you woke up in the morning, you would go, thank you so much for that great dream. Just keep those cards and letters coming.

Igor: Right. Again, it goes back to the idea of keeping it very simple. We're coming back to the same themes over and over.

- Thanking your unconscious,
- Keep those signals coming, those cards and letters as you call them,
- The pattern interrupts,
- Take a deep breath,
- Shift your state, which gives you the opportunity to do something different,
- Use your language cleanly with yourself as well as with other people,
- Look for the positive, and
- Look for the valuable things

If something gets stuck, whether it's a conflict with another person or with yourself, ask a question that's useful and not a loaded question that's designed to dig at someone. I'm presuming when you say ask a question you don't ask a question like, how stupid are you right now?

Barbara: No. No.

Igor: That's not the kind of question we're talking about; it's more a question like...

- ✓ How can I resolve this?
- ✓ What's really going on here?
- ✓ What's the real intent?

Hypnosis Master – Barbara Stepp

That sort of thing, right.

Barbara: Well, Dave would always be very honest and vulnerable. I gave you an example before. He said to me, Barb, when you said that with that intonation, I began to get this fear response. I felt like I was being denigrated or that you don't value me.

Is that the case? Or, did I misunderstand? So you take total responsibility on yourself, instead of attacking your mate or whoever you're communicating with. You accept responsibility.

Igor: Which puts you in responsibility of the emotion or the reaction you had and it puts them at the responsibility of how they express themselves. So it's not like you're taking on the blame for how they are. You're taking responsibility for what you are responsible for and then you're leaving the rest on their doorstep.

You're saying that you're responsible for the way you communicated that, and if you keep doing that and I keep having the response, well, there might be some other issues in the relationship that need to be resolved in order for us to grow.

Barbara: Yes, it's important to realize that we human beings are response-able. That is, able to choose our responses.

Igor: Okay. Of course, the idea of the clean language really helps to remind us constantly that we do have the choice, rather than hoping for the best or having the sense that things are happening to us, so it's not really our fault. This is kind of how a lot of people speak, isn't it? Their whole language reflects how things have happened to them.

It's out of control. They're not at fault. They're just so busy trying to get rid of fault that they kind of throw out the baby with the bath water and throw out their ability to respond at the same time.

They're so busy trying to prove to the world that they had no way of influencing the outcome; hence, they can't possibly be at fault. Now that they've surrendered the fact that they could influence the world, they could respond differently, that's the reason perhaps why this No-Fault Psychology is such an important part of the way Dave worked because it is about letting people discover that they can respond again.

By taking the fault question out of the equation, they don't have to justify their lack of response by saying, it was not my fault. Now it's a question of, well, I can take action. I can do this differently. I can turn on a dime and be a totally different person.

Hypnosis Master – Barbara Stepp

Barbara: If that's what they choose to do. The object of No-Fault Psychology – remember I told you in our first Interview, it's the opposite of Freud. Freud believed that your mother, your father or whoever was responsible for your problems. With No-Fault Psychology, nobody's at fault. Nobody is to blame.

Let's just handle it and don't blame anybody for it. Just be responsible for being able to choose your own responses and for being able to decide the patterns that you're going to use in your life.

Igor: Right and I think that's a very important thing. This idea of taking the question of blame out, because blame isn't very useful when it comes to moving forward in life, I know you were in corporate life yourself, and so was I.

The amount of times that people get so busy, the amount of effort, money and time spent on officially covering your backside versus actually resolving the problem in front of people; its sunken departments. It's destroyed projects that had great potential just because of one silly mistake that just escalated.

Rather than just dropping the idea of who can I blame for this and get on with the solution, people are so busy manipulating circumstances and nothing really gets done. That's a very sad thing really, isn't it?

Barbara: It really is. I've had occasion to work with some very large companies. I still do corporate work. They hire me to come in to work on team-building or whatever. This very large company, which no longer exists, that had something to do with Enron, I went in there to help them with team-building.

The Vice Presidents would yell, scream and throw things at each other, it was amazing. Because of that, they actually went out of business. They were quite a large company here in Chicago, so yes, I've seen that happen so much in corporate America, I decided there's got to be a better way.

Igor: Sure. So, just to emphasize this, the stuff we're talking about is a universal principle about human beings whether you're talking about yourself or a relationship, which is two people interacting. Or, if you're talking about a "therapeutic" situation, where it's two people interacting on different levels?

Or, if it's much more global in terms of corporations or even nations, we're still the same people fundamentally, and the same issues will arise in larger or smaller scales, depending on what scale you're looking at, and the same solutions will tend to work there as well.

Hypnosis Master – Barbara Stepp

Barbara: Oh yes. No-Fault Psychology and Other-Than-Conscious Communication can be applied anywhere. As Dave said, are you a human? Do you ever deal with any humans? Well, of course, we all do. Then it's valuable and it's viable, and it can be validated as very, very effective in our lives.

Igor: Okay. Well, let's move on to the next idea that we want to cover today, which is the rather intriguing idea of subjective reversals.

◆ **Can you tell us a little bit about what that is and how that works?**

Barbara: I can. We've had people who have gone to 20 Fun-Shops of Dave's, and who would actually keep asking the question, what is a subject reversal? Well, Dave is not going to give you a definition. Dave simply takes you through it. You get to experience it so that you know what to do.

It's a very simple concept. A few years ago, I did part of the Fun-Shop, and Dave was a little bit more ill than usual. So I demonstrated a subjective reversal as a participant. Everyone was amazed by it, and the mass questions, and they said to me, this is amazing. Dave is so covert about this, I never understood it. I get it now. This is simple!

So actually, a subjective reversal is taking the signals, triggers and language or whatever is there that puts them in a not very positive or valuable place and reverses them. It helps them to become more comfortable or within a given situation, I spoke to the last time about this gentleman who was having this nasal surgery, kind of a big thing because he had sleep apnea.

He was saying things that the doctors said to him, and they were very, let's say, not valuable. Now this is going to be the worst pain you've ever had in your life. You're not going to be able to eat for a while. You won't be able to breathe. You're not going to be able to do this.

Igor: That's good clean language there, right?

Barbara: The best hypnotists in the world are doctors. You know what MD stands for, don't you?

Igor: No. What's that?

Barbara: Me Doctor. That's one of Dave's. So what we did then is we literally took all of those signals or triggers and turned them around, subjective reversal, so they were all signals for him to become more comfortable and more relaxed.

Hypnosis Master – Barbara Stepp

Then, we told him that when he got into the operating room he could be very cooperative with the doctors. That he would only respond to them if they spoke directly to him and he would allow all of the things the doctors said about him that weren't spoken to him to just roll off his back, like water off a duck's back.

Why did we do that? Because doctors have a terrible habit of talking about the patient in surgery. I have examples of horrible things that have happened because of that. So, basically, what we've done is we've taken all those triggers and reversed them.

Igor: Excellent. So now these triggers become reinforcements of positive things, rather than dragging them down to negative things, which can be a very useful thing to be able to reverse that way.

Barbara: Yes, and you can use a subject reversal in any situation or any area. We do a lot of pre- and posts. We do a lot of preparing women for child birth. So it can be applied anywhere.

Igor: Well, I can imagine applying it in normal day-to-day life as well. A lot of people ask me, for example, how do you deal with a difficult person that they can't cut off – the relationship might be a difficult relative or it might be a pessimistic friend or something like that?

At that point, if you just do a subjective reversal just on yourself, the quality of the relationship changes because they can moan and complain all they want, and you're sitting there going hey, I feel good. I want to talk to you again because I really like taking to you.

Barbara: It really is so simple and so easy. It's common sense.

Igor: For sure, and the other thing is I can imagine that a lot of these negative relationships suddenly pop out of the negative cycle because how long can you complain to someone who's sitting there having a great time every time you say some negative or moan about something, and they go wow, life is great.

◆ **If you don't get sucked down with them, eventually they can't help but come up to your level because that's just how people work, isn't it?**

Barbara: Yes. When I was in corporate America and I would come into the office, the people working there would look at each other and go, oh God, here she comes with the fairy dust again. I was just too positive for the corporate world.

Hypnosis Master – Barbara Stepp

Igor: That's interesting that you say that because this is something that a lot of people don't realize unless they've worked in big businesses. There is actually a lot of negativity, especially in the lower, shall we say, ranks of organizations. There is a lot of negative stuff. It's like a bad mental habit that gets acquired, and the next generation makes it worse, and the next generation makes it worse still.

Just a simple, shall we say, discipline can totally transform that and transform the workplace to a great place to be. A corporation can be a great place to work, the people can be great people to work with as opposed to hating people you work with, hating the job that you do, hating what you're doing and all the rest of it.

It's just a very subtle shift, but if everyone creates that discipline, actually it's a very empowering and very positive thing that can happen.

Barbara: Yes. It is a very positive thing that can happen. I did want to back up one second. I wanted to mention something that Dave used frequently. I don't know if you know about burn patients, but Dave did a lot of work with burn patients. The doctors would call him, and he'd go into the hospital. He would even be in surgery with them while they did the debridement and such.

When he would go in to see a burn patient or someone else in the hospital or just work with a client or teach in a class, instead of talking about pain or anything that was bad, he called it yuck. So, he'd walk into a burn patient's room and go, well, I see you've had a little yuck here. He would never, ever use the word pain with people.

Although we did do a seminar once that we called Pain Alleviation, and there's a book on it, but he didn't like using that word. Most people wouldn't have known if we called it 'Yuck Alleviation'.

Igor:

◆ What is this book about?

Barbara: Yeah, he talked about different types of yuck. There's planned yuck, there's surprise yuck and there's anticipatory yuck. So there's all kinds of yuck, and just by using that transformational language, it changes the intensity of the emotions or the feelings.

Igor: Right, which is again, going back to the idea that clean language will transform how we relate to an experience and understand it. So if you understand pain differently, then it can't be pain.

Barbara: That's right. It can change like from Demerol to a Tylenol.

Hypnosis Master – Barbara Stepp

Igor: And just to get a little left-brain on everyone, just to kind of emphasize this, this has actually been proven a lot by the research. There's a rather interesting thing that I read once in terms of how animals acquire the understanding of what pain really is. If you raise a dog in isolation away from the pack, he does not understand how to relate to pain.

So normally, a dog in a pack if it gets burned, it will squeal or run away and it will be afraid of the heat source, be it a fire or whatever. A dog that's raised in isolation, however, does not know how to respond. He will happily stand near a red hot radiator, lick it until his tongue blisters and do it again the next day because he has no relationship to that experience. He doesn't know how else to respond to it.

So we socialize into pain in the same way. So what you're talking about right now is by changing the label, we're changing the social response to it; hence, we don't have to experience it as painful anymore. It can be a sensation, it can be a learning, it can be all kinds of different things. It doesn't have to be something that we suffer from though, right.

Barbara: Exactly, which brings me to an important concept that Dave had, and that was that when you stop and think about it for a moment, all of us live by reference. If we have no reference, we can't experience it or feel it. So take a newborn baby and the cord has just been cut and you say to the little baby, burn, the baby has no reference for that.

Igor: Right.

◆ **Does he know what you're saying? They're just sounds, right?**

Barbara: We do live by reference, and these references that we've built, we utilize. So if we live by reference, we can also begin to adjust it or tweak it a little bit. For example, I have no cartilage in my right knee. I am 71. I'm not getting old, it's just the wearing out process, but I can go oh, I have this terrible pain in my knee it hurts so bad.

Instead of doing that, I simply say well, that's yuck. I'd like to feel a little more comfortable than this yucky thing. It literally relieves pain. It's a miracle how the mind works. Our minds are such beautiful things. I think our Creator knew exactly what He was doing when he gave us these wonderful minds to run.

Igor: That leads to an interesting question, because I suspect what you're not suggesting here is there are people who go too far down one road and become, shall we say, self-delusional. They almost rewrite history.

Hypnosis Master – Barbara Stepp

- ◆ Can you talk a little bit about the difference between what we're talking about here and people who delude themselves by trying to rewrite history or by ignoring things that they really should be paying attention to?

Barbara: Well, let's see. Let me go back to this gentleman who came to see Dave years and years ago. He had some discomfort. Dave doesn't call it pain. It's discomfort. Before Dave would even work with him on getting more comfortable, Dave suggested to him to go see this doctor and get some tests done. We won't work with someone who walks in and says I'm in pain.

Igor: That makes total sense.

Barbara: Yeah, so he went to the doctor and got the tests, and that's when they told him he had colon cancer. So we've not run across a lot of people who are trying to be the opposite of a hypochondriac. If they're truly delusional, then they need some extra work, and then we'll do that with them. We can get them back to the sense of what's real and what's not. So that's not really a big challenge.

The biggest challenge we actually have with the work that we do is people who are living in fear. It's like a person in pain or who's going to have surgery or the patient who's a burn victim, they're fear is that the pain won't go away.

Igor: Right and that's what escalates it. That's what augments the whole thing.

Barbara: Yes and the fact is when it comes to burn patients, I bring them up because Dave did something no one else had ever done. He made history. He had doctors everywhere calling him to come in to see burn patients.

The fact is scientifically, if the person is burned over 90% of their body, they relive those few seconds that the burn occurred because they're not in pain. The nerve endings have been damaged. They don't feel the pain. They remember it. Their fear is it will never go away.

Igor: And that's what keeps it alive.

Barbara: Yes.

Igor: Now, when we talk in terms of outside the context of pain or health things, you have some people who, shall we say, are reliable underachievers and not because achievement is necessarily this great thing. I think you just mentioned it right there it's the idea of fear.

Hypnosis Master – Barbara Stepp

People will brag about how great they are, they've done all these different things and achieved greatness here and there, but really you know they've never even left town, they just like to talk big.

The difference between that and someone who is actually using the whole clean language is the experience. The person will talk bit, but when confronted with it, they feel a sensation that they label as fear, so they hold back and stop having a life versus the person using clean language will say the same sort of things maybe, but the internal experience is different.

It feels good because they're willing to truly, shall we say, consider what that other reality is like.

Then when the opportunity comes up, let's say they talk about being a big star and then someone comes in and says, do you want to sing in front of 1,000 people? They'll go yes, because it's congruent now to what their self-image is, versus the person who talks about being a great singer and then when confronted with a football stadium to sing in front of, they'll go well, I don't know about that.

That's because they're not mentally living up to the same vocabulary. They might say that to other people, but internally they speak to themselves differently. That's where delusion is different from clean language.

Barbara: Right. We create our own reality, and that's the thing to remember. We're not victims. We create our own reality. I can give you a quick example.

Igor: Sure.

Barbara: Two weeks ago, it was interesting, this lady is a psychotherapist in the Chicago area and she has a 16-year old son – actually, he's closer to 17 – who is terribly shy and who didn't have friends. So I simply sat with him and paid attention to his Other-Than-Conscious Communication and the language that he used, and I began to model for him a better way to use language, and also smiling.

What I would do is I would do the thing that Dave used to do. I would model for him. I would raise my eyes to the visual hemisphere. I would model that for him because he looked down consistently. His feelings versus kinesthetics, right, so then I modeled for him how to begin to look up and how to realize that he never smiled. He said nobody comes up to me. Nobody wants to be my friend.

Igor: Right and that's because his expression is pushing them away.

Hypnosis Master – Barbara Stepp

Barbara: And his mother, the psychotherapist, couldn't help him. He's now made some new friends. He's telling me about how he's smiling more, people come up to him and it's so nice to be able to talk with people. He's doing great, and he's getting ready to go to college next year.

Igor: That's another example of how a simple shift – a lot of people over-think it, well, then they'll find reasons why people don't talk to me because I'm a bad person, this and the other. Really it was something as simple as, well, if you just look at people more often and smile, you've got an inviting exterior where people feel invited and then they wouldn't feel so self-conscious about you.

It's the same thing again, it's a simple solution to a problem that a lot of people over complicate and think about, I've got to find a thousand conversation starters or I've got to memorize books on interesting conversations and so on. Well, actually no, that will come automatically as long as you set the right context, the idea of just a friendly smile and the right vibe. Then conversations happen naturally anyway.

Barbara: Exactly. So, basically, the smile is Other-Than-Conscious Communication. He would grimace a lot, and they used to talk about the grimaces on the faces. That's Other-Than-Conscious, and when people see that, that's communication.

So essentially, what we did was we modeled for him his Other-Than-Conscious Communication, his smile, where to look and the language to use because he used bad language with himself.

Igor: The important thing here is you didn't just sit him down and say, okay, here's a list of three things to fix. Talk like this to yourself, smile and look up more. Okay, off you go. That's exactly what you're not doing because that's exactly the thing that's going to inhibit him or prevent him from doing those things when he needs to in other words, spontaneously and naturally.

Barbara: Yes. He needs to call upon his Other-Than-Conscious mind to help him because he's already tried to do it consciously, and it didn't work. So Dave never did anything, neither do I, that's step 1, step 2, step 3. We don't do lists because that's conscious. It's not Other-Than-Conscious.

Igor: Right. Now before we finish up today...

- ◆ **Could you just give a few words in terms of how the O.T.C. model looks at hypnosis, versus how most people tend to perceive it in the current world?**

Hypnosis Master – Barbara Stepp

Barbara: Okay. Well first, all humans are consistently moving from one trance into another and to another. We live in trance. Now that's one way that trance is an ongoing phenomena within our own lives. We also can deliberately use self-hypnosis, and actually Dave believed that all hypnosis was self-hypnosis, that we couldn't do anything to anybody, that what we do is we provide an environment for them to utilize.

We are nothing more than a facilitator. We provide the environment for them to use what works for them. Dave would constantly say this. You can't do anything to anyone. If it's out of the value system or their belief system, you can't do it. He didn't care a lot for stage hypnotists because he said they were rude to the Other-Than-Conscious mind.

He believed all hypnotists were rude to the Other-Than-Conscious, so it's important to be able to be respectful, to be able to appreciate, to say hello to them Other-Than-Consciously, to be able to watch them, to step into their model of the world and to facilitate this thing he called a formal, or tuxedo, trance.

So there are two ways of doing it. You can work with ourselves, which we all do anyway – it's just not in our awareness – or there's the formal trance, where we go to someone who's a little more objective, like Dave or me, and we do the tuxedo trance. We provide the environment for them to do the hypnosis themselves. We're nothing more than facilitators. That's what we believe.

Igor: Right. Of course, if you look at it from that point of view, which is everyone is constantly in a trance; it's just a question of which, specific trance to they happen to be in, at that point in time. It can take away a lot of the performance anxiety that hypnotists might experience of like, what if it goes wrong? What if they don't go into a trance? They can't not go into trance. It's just a question of...

Barbara: Which trance?

Igor: ...Exactly. You might not have gotten the one you were looking for, right?

Barbara: That's right. So it was important that Dave helped the people who came to him, whether they were clients, students or participants in his seminars, to be able to develop the ability to choose your own trance because most of us don't choose our trances. We just kind of float through like, kind of like the frog.

Dave loved frogs. If you take a frog and you put it in lukewarm water and you turn on the heat, the frog's all comfy. You can go all the way to boiling

Hypnosis Master – Barbara Stepp

that frog, and it will never notice because it's in that trance. It will never notice, and you can boil the frog to death.

Well, that's pretty much how humans work. When you think about it, we just get so comfortable with a certain thing that we just kind of go off and don't pay attention. That's why he said the most important thing in life is awareness.

Igor: Right. That's so true. A lot of people get stuck in situations where they've tolerated something a little negative and it gets worse, so they may as well tolerate that. It gets worse, but it's not that much worse, so they may as well tolerate that.

Before they know it, they've been sucked down this spiral of escalation of this whole negative vibe that they don't know how to deal with anymore. It's because they've allowed it to go well beyond any reasonable means because they didn't have the awareness to realize well, they've gone way beyond what I should tolerate, so I will stop it now no matter what was happening.

Barbara: Pretty much. I had to laugh about this. We had a client once who came to see Dave and while they were seeing Dave, I was there and when I saw clients, he was there. This person said to Dave, my doctor sent me here because I need to get some hypnosis. Dave said to him and so how many cc's did he give you a prescription for?

Igor: Let me take my medicine. We've run out of that hypnosis, but we've got this other hypnosis here. It's quite good, it's new.

Barbara: We haven't talked about it yet, but Dave had an amazing way of working with visual, auditory and kinesthetic representational systems. I'll get into that later, but he would literally model them for the clients to get them to a different situation inside their own minds. It's so easy to do that. I'm sure having been trained with all this, you know that yourself. So I guess that's for another time.

Igor: I think so. I think we've got a nice grasp on the main principles. Just to recap them, we've got the idea that this is really stuff. The elegance is in the fact that it triggers very sophisticated mechanisms, but actually it's very simple stuff. So don't over-think stuff. If we try to left-brain analyze it too much, we're killing the very spirit of the thing we're trying to breathe life into.

Then we have some various principles in terms of what we're going on the way. We've got gold mining, which paves the way for metafives and metasixes. We've got the idea of spotting patterns and interrupting them in ourselves and in our clients. Cross-filing is a very important principle in

Hypnosis Master – Barbara Stepp

terms of how people respond and why people respond the way they do, and how to help them respond differently and how to help yourself respond differently, of course.

We spent a lot of time on the language section because language is such an important way of how we perceive the world. If you change the language, you change the perception and change the world really, as far as we're concerned.

Finally, the idea of subjective reversals, which is a great way of putting all these things together and having a way of interrupting the negative patterns becoming positive patterns automatically, which then become life affirming rather than having the world around us drag us down.

This is very important because, let's face it, the world's going to keep going whether we want it to or not, so we may as well have the world affirm us and help us become better, stronger and happier rather than the opposite way round.

Barbara: Right and remember, Other-Than-Conscious Communication, OTCC; it's about communicating other than consciously in any context with ourselves, with our mates, with our children, with our friends and family, in business and in corporate America.

If you're a doctor or a teacher, all of these things, it applies everywhere. It's just an overall simple, easy thing to do. As one of my girlfriends used to say – she was an RN – she used to say, it's not rocket science and it ain't a kidney. It's simple

Igor: This is the thing that people find hard to grasp until they've come to a Fun-Shop, experienced it and then they go oh, hang on a second it really is that simple. But then, doing it consistently is where the big payoffs come and why these amazing impacts can be made once you start applying these simple principles in your day-to-day life with the people that you meet.

Barbara: Yes. I can tell you that the most valuable thing I ever did in my life, I'm 71 now, was to attend a Fun-Shop. I was so amazed. I changed so many things for the better, and I went, this is great stuff. I've got to teach it. When Dave said to me, give me a year of your life, and I'll make you a better therapist and communicator than I am, I went, okay. I didn't even hesitate.

Igor: Well, I'm excited because we're going to be taking these ideas, these principles and in the next Interview, we're going to look at these in a more, shall we say, practical context. The famous Beach Trip, the Housekeeping CDs and the way Fun-Shops are constructed just to give a context around this stuff.

Hypnosis Master – Barbara Stepp

We've talked a lot about the principles as principles and given some examples in day-to-day life, but I think it will be useful to put them in context in terms of how they can be used, how much is in some of these techniques, so that again, people can pick up a simple technique – it doesn't matter what it is. As long as they can do it with these principles we've been talking about, that simple technique becomes a mind-blowing powerful thing.

Barbara: Oh yes, and two of the most tremendously powerful things that Dave did, and that people have available to them now, that we teach in the Fun-Shop are the Beach Trip and Housecleaning. It absolutely goes to such deep levels that it's amazing. It seems simple and it is, and it's amazing.

Igor: Well, we'll be discovering that a little bit more on the next Interview. Until then, thank you very much, Barbara. This is Barbara Stepp, of course, from ExcelQuest.com. My name is Igor Ledochowski from StreetHypnosis.com. I'll see you all on the next Interview.

Hypnosis Master – Barbara Stepp

Seminar 2 – Part 1

Igor: Welcome to StreetHypnosis.com. My name is Igor Ledochowski, and I'm here with Master Hypnotist Barbara Stepp from ExcelQuest.com. Now Barbara is not just a master hypnotist, she's a master NLP trainer as well and she worked with the legendary Dave Dobson. This is the third Interview in this series.

In the last Interview, we were looking at this idea of the principles involved in Dave Dobson's work, which is a very difficult thing to do, of course, bearing in mind that we're not trying to over-think it or over-left-brain it. What we'll be focusing on today are examples of those principles actually in action so that we get more of an experience of how this could actually fit together and the experience that they can generate.

First, Barbara, welcome back.

Barbara: Well, thank you very much. I'm glad to be here.

Igor: Well, we're very glad to have you once again. Before we launch into some of the famous "processes" – I hesitate to use the word techniques with anything relating to Dave Dobson's work – but some famous processes that he's become well-known for.

Before we look at those in more detail in terms of how they were put together, it's important that we put this general disclaimer around people's temptation to turn this into steps and left-brain processes and limit the richness of its scope by over-thinking it and making it into a very linear step-by-step process.

It's something that's actually a very fluid and non-linear thing in the live moment.

Barbara: Yes.

Igor: So can you tell us a little bit more about why it is that there is so little actual material out there by Dave Dobson. People might think that he'd be a prolific writer. He's created a lot of stuff and had a lot of impact on people.

◆ Why are there so few of his materials out there right now?

Barbara: Well, because in the beginning, Dave believed that his work was very covert and that it was Other-Than-Conscious Communication. He only wanted people to come to the Fun-Shops and learn it with their Other-Than-Conscious mind. In other words, experience it.

Hypnosis Master – Barbara Stepp

So for many years, he had no tapes, no printed matter, nothing out there. At one point, someone actually – I suppose I can tell you about this – he did a program. He was paid to come in as a speaker with one of Tony Robbins programs in 1987. Until that time, Dave had developed all these different things – the Other-Than-Conscious Communication, the Beach Trip and the Housecleaning – but nothing was recorded on tape or even printed.

So what happened was, without asking him, Tony sent out the recording of the Beach Trip to a lot of people from his seminar and his trainers. Dave was so annoyed with that, that in 1987, he decided he would sit down and he would create instructions, as well as the Beach Trip on tape. This was in 1987.

Of course, by now, we have put that into CD. It's a two-CD set, actually, the instructions with the Beach. Then he also decided that as long as the people who came to his Fun-Shop were there and they learned, they could get a copy of the recording of the Fun-Shop. So when I came along, I said to him, you know you're a living legend. People really need to know more about you and your work.

So he gave me the okay to start doing some of these things. So today, we're published, posthumously, of course, and we not only have a book of his, but we also have recordings of different Fun-Shops. His Fun-Shop participants were allowed to receive these.

Now he also started a book many years ago that he called, *Mythical Kingdoms of the Mind*, which he never finished. So that's one of my jobs now is to finish that book and make it available. As I said, on our online store, we do have a great deal of his work now that is available to people.

Overall, we've just scratched the surface here. There's so much to experience, to have the learning experience, and the best way to do it is have it all put together within what he called a "Fun-Shop."

Igor: Now we'll be looking at the idea of a Fun-Shop and how it's constructed in terms of how these principles are brought to life in a little bit. What I think might be kind of useful to start with, before we go down that road because Fun-Shops can be very, shall we say, so right-brained that people don't even realize they're happening.

The one I'm really fascinated by to start with as a good entry level for people to get a sense of what we're talking about is the infamous Beach Trip. Of course, for most people, if they were just to hear the induction part of the process itself, it's very generic and it sounds pretty much like any other visualization.

Hypnosis Master – Barbara Stepp

You're on a beach, there's some water and there's lovely sunshine. Great! But actually, there's a lot more involved in that whole process than a standard visualization would have, and that's where its real power comes from. That's where people make dramatic life-changing shifts, as a result, of it.

- ◆ **Could you maybe talk us through some of the principles, especially the ones we talked about in the previous session, and how they get woven into this idea of just a simple visualization to make it, although it's still very simple, much more sophisticated and more elegant than first meets the eye?**

Barbara: Yes. Let me begin by saying that Dave created the Beach Trip many years ago- several decades ago. He would use it and, of course, apply it to his clients or his students, one-on-one so he could make it theirs.

What he did with the Beach Trip that we now have on CD, along with the instructions for using it, is that he decided he would make it generic. So when you listen to it, it's an amazing trance. It's phenomenal. Anyone can utilize it for whatever they want to do.

He gives you information and guides you through it, and he starts by using the numbers five through zero. Each number applies to a certain part of the body. For example, if I want to feel more calm, more relaxed and more focused, then I would have number 1 attached to my head, my throat, my neck and my face so that I would begin to feel that calm.

He would do that with each number. It was what we today call progressive relaxation. That's what it actually was. Within that though, it was so generic that it was so beautiful. I can tell you jillions of stories about people who just did the Beach Trip on the CD and called or wrote us. So it's very easy to apply. He does have the instructions telling you exactly how to go about it and what to do before you get involved in the Beach Trip.

Igor: You mentioned earlier a small piece of what's in the Beach Trip, these numbers five to zero. I think that's a very elegant thing to do. There's another method, I don't know if you're familiar with the Silver Method. It's very similar, where they associate a certain number with a certain state, and then people can do things in that particular state.

Of course, Dave had his own system and he had his own, shall we say, things he liked to emphasize, but the real beauty of this is the functionality.

Like you said, later on the idea is okay, you listen to the Beach Trip a few times, and maybe you'll do it initially because you're stressed at work or because you have a health issue or whatever it happens to be. Meanwhile,

Hypnosis Master – Barbara Stepp

of course, these numbers are still being associated with other processes, whether it's with physical relaxation, mental focus or some other process that could be useful in day-to-day life.

So months later after you've long since resolved whatever it is you're trying to resolve, you can still sit down and think, hang on a second, I'm a little shaky in my head right now. Okay, I'll just focus on number 1, and now I'm ready to go again. Now I'm focused again. My thoughts have been collected again.

So, there are many things going on at the same time and the benefit that you're getting right now because you're focusing on a particular goal, actually is not the only benefit you're getting. You're actually building learnings for later on in the sequence too.

◆ Would that be a fair way of summarizing even just that little principle that we talked about?

Barbara: Okay. In part; the thing to remember is that he was very strict about how we would use this. In other words, if we're in a bad state, if we're in a really, big funk, do not listen to the Beach Trip because what it will do is it will anchor that in.

I've used the Beach Trip for years. I go to bed at night, and if I have something I want to take care of or resolve, or if there's something I want to learn or a part of my body needs a little extra help or relaxation, then I put it on. The first thing you have to do is you have to direct your Other-Than-Conscious mind.

In other words, you begin by saying what it is that you want by actually writing down what your desire is and what you want your Other-Than-Conscious to help you with. Then, in the instructions, Dave has you begin to make it briefer and make sure that it's stated in the positive until he gets it down to one word, which becomes an anchor.

Igor: Okay. So it's actually going the opposite way of what we talked about. The idea of people over left braining things, over thinking things and making things more and more. This is an elegant way of reversing that; isn't it? Because now you're making it less and less and less, but more and more meaningful the less you say about it, which is kind of nice comment or meta-comment, shall we say on Dave's work the less you say, the more it means.

Barbara: Yes and he was very respectful of that unconscious mind. So, when they would begin the process of the Beach Trip, he would actually give them an anchor. I'll give it to you now. He said I want you to be able to use this anchor and it will be a signal for you to go inside and to handle what you

Hypnosis Master – Barbara Stepp

need to handle, or a signal for you to go into trance. It's something no one else can make you do. Only you can choose to do it.

Basically, what it was or is, is that he would have them take a few deep breaths or two, simply roll their eyes toward the top of their head with their eyelids closed, feel that eye strain and then forget about the eyes, forget about the breathing because part of you has been taking care of that all these years.

Day in and day out, so what he's done is he's set an anchor with a simple eye roll, where you can go into trance whenever you choose to and no one can make you do it, but you.

Igor: Right, because it's a physical thing. No one is going to go and start rolling your eyeballs up for you.

Barbara: Now the Beach Trip can be used for practically anything. It's wonderful for people with sleeping problems or people who want to sleep better. That works out really well. When you start to do it, it's important to have that goal in mind. What is it that you want to do? It's a way of consciously directing your Other-Than-Conscious mind because your Other-Than-Conscious mind is very literal.

It's not judgmental, but it's very obedient. The purpose of the Other-Than-Conscious mind is to help you to be successful and to solve problems.

Igor: So we've got a nice little understanding developing which is, people start very purposefully. You have to have your intent. We already talked a little bit about how people start by thinking, what do I want out of this particular listening of the Beach Trip? What is my goal? What is my intention? However you want to phrase that.

They go through a process of de-left-braining it, shall we say or dissolving the left brain attachment by bringing it down to a simple word, phrase or probably just a word that encapsulates all of the meaning that they try to view it with. That kind of focuses the mind to get them ready for what they're doing. Then the Beach Trip starts.

What kind of things can people expect to experience in the Beach Trip? Before you talked a little bit about the numbers that get associated with different experiences or different parts of the body, which will be like another sub-layer of learning and skill that they're developing simultaneously, but of course, they're deepening the actual whole experience.

Hypnosis Master – Barbara Stepp

- ◆ **What other things can people expect to experience as part of the Beach Trip that make it such a flexible induction versus just a regular visualization on the beach?**

Barbara: It's generic so that you can place the value on it, or your Other-Than-Conscious can. Let me just back up for one second. It's very important – we do have it now in CD – but the Beach Trip has the instructions first, and actually it's showing you or teaching you how to be able to consciously direct your Other-Than-Conscious mind.

So those instructions followed the way he gives them are very valuable. You can listen to that driving in a car. I would recommend that you don't listen to the Beach Trip and operate heavy machinery because you may discover...

Igor: That they don't work too well together.

Barbara: Yeah, so it's important to be in the proper state and it's important to know what you want because what happens is very simply you relax the conscious mind once you've given the Other-Than-Conscious the direction you want to give it.

Then the conscious mind simply begins to relax, and the Other-Than-Conscious mind takes over and begins to help us to get what we need, what we want, what we've asked for, what our goal is because that's the purpose of the Other-Than-Conscious mind is to help us be successful.

Now I can tell you that it's so simple and so easy to use that it will amaze you. I have had the Beach Trip on tape since 1987 when it was created. I'm teaching this and I'm in charge of Dave's intellectual property, and I frequently give my Other-Than-Conscious something I need it to take care of. I listen to the Beach Trip and it gets resolved.

It's amazing how you begin to get ideas and ways of doing things. They just start flowing in your mind. It's an amazing thing. What made me fall in love with Dave was the Beach Trip.

Igor: That's another bonus that you didn't expect, right?

Barbara: No. So the important thing is first, consciously directing your Other-Than-Conscious mind with the goal, the outcome, what it is that you want to do. It may just be being able to sleep well or relax more.

Igor: It sounds very much like we have a bit of a tension release cycle here. We've got the conscious mind very attentive and focusing on whatever the purpose is, be it sleeping better, doing a better job with something or overcoming some concern or worry.

Hypnosis Master – Barbara Stepp

Then it appears that as soon as the Beach Trip starts, all that kind of thinking disappears because, as you mentioned, we start relaxing the conscious mind out of the driving seat, so the unconscious mind can take over and actually do something with this intention that the conscious mind has already set up ahead of time.

Barbara: Yes, that's accurate. Now the thing is in the beginning of the Beach Trip, he does guide you through the anchoring and a bit of a relaxation process before he ever begins with the numbers. I can tell you so many stories about that. When Dave's mom was alive, he gave her a Beach tape, and she took it home with her.

He asked her over the phone one time, how did you enjoy the Beach Trip, and she said, son, do you sell this tape? He went, yeah mom, I do. She went, son, do they pay you money for it? Yeah mom, they do. Son, there's nothing on it.

One of my business associates several years ago got a Beach CD. He's very left-brain, very digital, very auditory, and he has yet to discover if it goes to number four. That's how beautiful his piece of work is and how elegant it is.

Igor:

◆ **What is inside the Beach induction, other than the classic visualizations, a little bit of relaxation and so on?**

- ✓ How do people's left brain, their conscious mind so quickly surrenders the process and stops trying to keep track or control it and all these things that actually really are the very patterns that are holding them back in the first place?
- ✓ What kind of principles does Dave include that help them to achieve that so quickly?

Barbara: Well, the principles are essentially a generic trance to help people begin to relax. The more we relax, the more our conscious mind just kind of slides off. So it leaves the Other-Than-Conscious mind to work on this while you sleep, while you dream or while you do it in a relaxed position during the day. It doesn't really matter.

He takes you through this so that you are able to place your own meaning to it. Really the conscious mind just kind of goes away very quickly. Most people never make it to three because he begins with zero and goes up. Within that, he's also doing so many more things.

Hypnosis Master – Barbara Stepp

For example, he's taking you through things with your mind, how your mind works and how easy it can be. It's so amazingly elegant that it's difficult for me to explain to you exactly how he does it, but he talks about your mind. In there is a part of your mind that knows what to do, that's been taking care of you all these years, day in and day out.

- The cell division
- The relaxation
- Your heart beating
- Being able to breathe while you sleep and dream

All of those things your Other-Than-Conscious takes care of. So we can trust in that part of us because it is our healthy, creative part and begin to realize that we can trust it because it's taken care of us all these years without us even being aware of it.

Igor: Now that's actually a very important part of the whole process, isn't it? We're now already having a more, shall we say, important principle coming out of the induction, other than just relax and sit at the beach and visualize a nice beach.

What we've got here is an example of activating an unconscious resource by talking about here's the role of the unconscious. Here's a way of proving that your unconscious actually does do this function for you day in and day out. As you were saying, it runs your breathing, your heartbeat, your cell division and all that sort of stuff.

So, it kind of sets that train of thought where you'll go, yeah, I can trust my unconscious mind. It reminds people of all those experiences they've actually had in their lives where they have trusted the unconscious.

Let's face it, most of us sit here and we don't even think about our heartbeat. We just know it's going to keep going, we trust that it's going to keep going, and it does keep going. Having these things as reminders reminds the unconscious mind of its role and it reminds the conscious mind that it doesn't have to drive everything.

Barbara: Right. The problem is that most of us human beings trip over our conscious mind. We try to control or force things. We try to push the river, so to speak, when our Other-Than-Conscious will simply take care of it if we direct it. We direct our Other-Than-Conscious to, let's say, help me sleep more comfortable, to be able to deal with this difficult person, to be able to speak publicly and feel comfortable about it.

Hypnosis Master – Barbara Stepp

It doesn't matter what you want, as long as it's, of course, well formed and you can actually do it, and it's not physically impossible, like saying I want to jump off the top of the Sears Tower and land on my feet being totally okay. That's incongruent it's not a goal that's physically possible.

So that's really the point of it. Now through the Beach Trip, he's not just doing the numbers or doing other things with you as well. At some point, he gets to the part about your mind, and he'll tell you that there's no bad part of our mind, only parts of our mind that are a little outdated or not up to date, and you can begin to bring that part of your mind up to the present.

He goes into a learning thing about the first day when you went to school. When you walked into the classroom and you saw all these symbols in the room above the blackboard, and you were a little confused and you didn't know, because you were a little scared as well, what those things meant.

As time went on, you began to realize that an "a" is an "a" or an "ah," a "c" is a "c" or "ca," and a "t" is a "t" or a "ta." Then you realized that spelled cat. He simply walks you through that comfortably.

He sets it up toward the end, and it's just so elegant and beautiful and so multi-level with communication. Basically, I were going to put a left-brain thing to it, maybe going back to times when you learned things. When you thought you couldn't and you realized how easy it was to be able to learn. There was a time when you couldn't walk and then one day you just started to walk.

◆ **Isn't it wonderful to be able to do something that elegant and to be able to congratulate ourselves for it?**

Igor: So he's kind of telling people that there's a pattern inside you that knows how to resolve "impossible tasks," and these are just examples of impossible tasks that they resolved without even realizing they'd done it. The reading, walking and all that sort of stuff means the logical conclusion is, of course, that we can resolve the task in front of us now.

Again, the unconscious mind is being invited here to go ahead and do what it does best and allow it to happen. Is that right?

Barbara: Yes. Now I want to mention when Freud started out, he used the expression subconscious mind. Dave looked at that and he said we don't have a part of our mind that's beneath us. So then he realized that people were using unconscious mind, but to be unconscious means to not be aware of it.

Hypnosis Master – Barbara Stepp

For instance, you're not conscious or you're unconscious about my middle name because you don't know it which is why he came up with the term Other-Than-Conscious mind because it's more respectful.

Igor: Right. So again, going back to the idea of language that we talked about before, he was very careful how he labeled things and how he described things to fit his particular world view of how hypnosis works, how the Other-Than-Conscious mind works and so on.

Barbara: Yes, and he did so much research, so much people-watching and so much pattern-watching that he began to be able to validate certain things, which is why he moved from being a Freudian to be more involved with No-Fault Psychology and Other-Than-Conscious Communication.

Igor: Right, and Other-Than-Conscious Communication, of course, is how he conceptualizes the whole idea of hypnosis, and that's what makes his particular way of doing hypnosis so unique because it is simply just talking to the Other-Than-Conscious mind and activating resources, skills or patterns that are there that will be useful to the person at this point in their life.

Barbara: Yes or helping that person begin to step into a place of easily and comfortably learning, which is very, very important.

Igor: And that sums up a lot of his work, doesn't it? Going back to the idea of learning, training or experiences, it's not about therapy. It's not about fixing broken things. It's not about un-making stuff that's happened its about learning different patterns of thinking, different patterns of behavior and different patterns of perception even.

So that by learning these things while everything else automatically changes with it; hence, it's a learning process with all the emphasis on learning experiences from the past and learning experiences that will come in the future as well, as a result, of that because your changing will happen automatically.

When you learn something new, you learn a new way of perceiving, behaving or thinking and feeling. It doesn't require you to go back and change something because you've changed already by definition if you learn something.

Barbara: Yeah. Dave's idea was – and he puts this across very beautifully in the Beach Trip – was that very simply its learning. It's about if you can trust your Other-Than-Conscious to beat your heart and not even think about it, or to cause your blood to flow without even thinking about it.

Hypnosis Master – Barbara Stepp

Then your Other-Than-Conscious can help you do whatever it is that you want to do because that's a pretty big thing that our Other-Than-Conscious does for us. It keeps us alive.

Igor: Right and it's important to note that a lot of this is not being put out so straightforwardly. It's this whole experience with the Beach Trip weaves different layers in. You have something for the conscious mind to do, which is just to enjoy a day on the beach, which to most people is quite enjoyable.

Barbara: Oh yeah.

Igor: Then you have the whole idea of relaxation, which starts to lower the control levels of the conscious mind and allows the unconscious mind to introduce itself into the driving seat a little bit more fully. We've got some of the other things, like the numbers and counting, which are both deepening processes, but at the same time, they're special anchors that people can use at some point in their life when they need more of one capability or another.

Meanwhile, of course, we've got the whole idea of learning and trusting the unconscious, two fundamental themes in Dave's work, where he's activating those parts of the mind so that people can start trusting their unconscious again in areas where they don't.

So they can learn new patterns of behavior, new patterns of thought and perception in areas where they seem to get stuck, but really they just have stopped growing or stopped allowing themselves to learn a different way of being in that situation. In doing so, he's already set the foundation up for spontaneous growth to occur.

Barbara: Right. It doesn't mean that you need to use this to solve a problem or to get rid of something that feels bad. The object of the Beach Trip is to help you. In other words, what it does is it relaxes the conscious mind so the Other-Than-Conscious mind can be directed in the way you want to go, whether it's learning something new, like a skill whatever it is.

Then your Other-Than-Conscious takes over because at night, when you go to sleep, your conscious mind sleeps. Your Other-Than-Conscious mind never sleeps. So it's there for you to do whatever needs to be done to help you to do whatever it is that you want to accomplish or to do.

Igor: That's why it's very important to start by setting your intention consciously, and focus your mind to bring it down to a simple word, which gives the Other-Than-Conscious mind, as Dave would call it, a very clear direction. Go in this way. Do it in this direction. Build on this. Then you can do it during the Beach Trip or you can do it at night while you're dreaming in your normal sleep.

Hypnosis Master – Barbara Stepp

So you don't really ever waste a moment, because the Other-Than-Conscious mind is constantly active and constantly seeking to put those wishes that you focused on into action and actually enrich your life in that way.

Barbara: That's right, and if you write down as your goal that you want to be stupid, your Other-Than-Conscious mind will go, okay, I can help you with that because, remember, it's not judgmental, it's not proactive; it's just simply not rational. You have to consciously direct it, and the beauty of this is that in the instructions, Dave walks you through everything you need to do to build what it is that you want in such a way that it comes easily and effortlessly.

Igor: And I think that really is the key here. If it's easy and effortless, it means that the Other-Than-Conscious mind is doing it for you. If it's hard or difficult, well then, that's usually a sign that the conscious mind is interfering too much and not letting the Other-Than-Conscious mind take over the process.

Hence, the work that Dave does, did characterize with just how easy it is and how simple it feels, even though actually there's a lot of sophistication going on there. It still feels simple because the conscious mind doesn't have to do it anymore.

Barbara: You don't have to force it, you don't have to think about it, you don't have to push things and you don't have to fight. Just leave it go, and let your Other-Than-Conscious do what you tell him or her to do. It's as simple as that.

Igor: This is also why the Beach Trip is kind of like the Hallmark of Dave's work because, again, it looks like a very simple induction. Relax, go to the beach, hear some counting, here's a couple of little stories or little reminders about how your mind works, and it seems that's pretty much it.

It looks very light, but actually what's going on in here is you're taking the stress and strain out of making things happen because the conscious mind is now too busy doing other things, enjoying itself really, which is kind of its job to go and make sure you're enjoying yourself.

Meanwhile, of course, the Other-Than-Conscious mind is being reminded to make life easier for themselves. It's already been focused onto a particular goal, task, outcome or whatever the person had in mind, and the beach in a sort of mini way, has encapsulated the bulk of Dave's philosophy and work, which is conscious mind get out of the way, unconscious mind or Other-Than-Conscious mind, here's your task, get on with doing that.

Oh and by the way, remember, you can do this, you can trust yourself, you've gotten through sticky situations in the past and done great with it. It

Hypnosis Master – Barbara Stepp

can be easy, natural and effortless because it's always been easy, natural and effortless.

So with those thoughts in mind, go ahead and find some solutions for him whilst he's busy doing something else so that he remembers just how easy, natural and effortless the whole thing has to be.

Barbara: Well, that's a lovely left-brained explanation. Thank you for that. Yes. The thing is this. Keep it simple. I always tell my students and my clients the acronym KISS (Keep It Simple Sweetie), because it really is simple. It really is easy.

One of the other things that is a plus, of course, is that Dave's voice, in my opinion, was a combination of Orson Wells, Barry White and God. No one can listen to that man talk for any length of time without going into a very comfortable trance.

Igor: For sure. Of course, one of the secrets to that is, is again, like you said, he really was congruent. He literally lived the things he talked about. So when he talked to you about say comfort or relaxation, he's experiencing it himself. That's one reason why it feels so right. His words are being imbued with the very characteristics that he's talking about because it's not an abstract thing for him anymore. It's an actual experience that he's sub-communicating by having it himself.

When he says, you should trust your unconscious mind, it's not like, well, in theory we should all trust our unconscious. It's, I'm doing it right now, I know what it's like. He's probably got hundreds of reference experience inside his mind where he looks back and goes this is what trusting your conscious mind means.

All of that gets compacted into that one little word or phrase, and that's why there's so much power because he really has lived it. That's what's being communicated as much as the words that people are using.

Barbara: Yes. Dave was the most congruent human being I've ever known, and he was extremely respectful of others and of their Other-Than-Conscious mind, which is why he worked the way that he did. As I told you before, he wasn't thrilled with most hypnotists or most stage hypnotists because he said they were rude to the Other-Than-Conscious mind, and we need to respect it.

We need to respect our Other-Than-Conscious mind because, in truth, our Other-Than-Conscious mind is us.

Hypnosis Master – Barbara Stepp

Igor: Right. Well, it's actually you can't get away from yourself, can you? Though some people do try, it's very hard to do so.

Barbara: Now, of course, we had people travel – I still do have people travel from all over the world to work with us one-on-one, and I can give you one that stands out in my mind very, very vividly is there was this gentleman from someplace like Minnesota who had bought the Beach Trip. What happened is he had this terrible accident with a chainsaw, and he had practically cut his hand off.

Igor: Ouch.

Barbara: Of course, he had to go to the hospital. He had to be treated, but what he did was he listened to the Beach Trip every night and, obviously, you know what he asked for, to be able to heal, to be able to get the use of his hand, all of these things. The doctors and himself were so amazed and how quickly he healed. It was almost miraculous.

He sent us a letter to tell us what had happened. He had never met Dave and had only listened to the Beach Trip.

Igor: Wow. So it really is that powerful. It shouldn't be a surprise to us, because everyone is trying to look for this magic pill. How to get the unconscious mind to do this and there are lots of wonderful things out there, but ultimately, really all we're talking about is can we talk to the Other-Than-Conscious mind in a way that we don't interfere with it, and just say get on and work your magic because really that's where the magic occurs, isn't it?

Barbara: It is. Dave used to record all of his sessions with clients. He stopped doing that a long time ago because when he first started out as a psychologist and a Freudian, he was looking for those magic words that caused people to get so much better so quickly. Then he realized there aren't any magic words, there's no magic pill, there's no magic rock; it's a process.

Igor: Right and to give a left-brain paradox, I'm sure Dave would approve of the following one.

For those people who really want to be able to do that and create for themselves, for example, a simple phrase like you can relax, which is not a crazy language pattern. But to say it in such a way that people who listen to it can't help but be seduced by that very idea and go into these deep profound trances.

There's a very simple way that you can create that virtually instantly and that is go out, have lots and lots of experiences of just being relaxed, so

Hypnosis Master – Barbara Stepp

when you say that phrase, it's just full of those lifetimes of relaxation experiences that you're talking about.

You know it, you feel it, you experience it and that's what comes out in your voice, that's what people hear, that's what people respond to and that's what makes that suggestion so powerful. It's that you've lived it, and they know you have. The nuances of what it means to relax are so clear in the quality of your voice and so on.

Barbara: Yes. He was a highly-respected and well-loved gentleman. He really was. The important thing to remember too within the Beach Trip is that he sets anchors. The first anchor actually is the word that you use to summarize what it is that you want. That's the first anchor.

Of course, with the relaxation, what happens is we encourage them to relax, and what do they do? They cross-file to other experiences where they've relaxed before. That's why he calls it cross-filing. Then, of course, the eye roll or rolling the eyes toward the top of the head is an anchor for you to go into a trance whenever you want to because nobody can make you do that. You have to choose it. That's what's important.

Now along that line, I was going to mention another person – of course, we have hundreds and hundreds of examples. A gentleman came to see me last year who suffered quite severely with Tinnitus; you know what that is, right, the ringing in the ears.

He couldn't even hear. It just blocked out everything. So I had one session with him, and utilizing the things I've learned – which are so much more, we can't cover a Fun-Shop in three interviews – but I also showed him how to use it, gave him the Beach Trip and he went home. Now all of my clients call me back or send me an email. They did the same with Dave and even when we worked together. So the gentleman took the time to write me a letter.

Now Tinnitus is really more about how your brain is working. It's not necessarily a physical thing. So he did what I suggested, he followed the directions and he sent me this letter and said, I want to thank you so much for improving the quality of my life. He said it's gone. Or, he said, my brain just refuses to pay attention to it. Whatever it is, I thank you so much for the Beach.

Igor: Fantastic. Again, that just kind of encapsulates what really the purpose of the Beach is. He doesn't know if the tinnitus is gone or whether his brain is now eradicating for it by creating some white noise to cancel it out for him, but it doesn't really matter because the quality of his life has significantly improved in the same way as someone who might not be able to sleep and

Hypnosis Master – Barbara Stepp

then suddenly falls asleep. They don't know when or how they fell asleep, but it's happened and that's all that matters.

Barbara: Right. It is so valuable. I recommend it to everyone. Every client who comes to see me, I give them one. I have students who come to the courses and, of course, the first thing everybody wants is this famous Beach Trip.

Igor: Of course.

Barbara: And it is a beautiful piece of work.

Igor: It is a wonderful piece of work and very enjoyable when you have it. Again, just to emphasize, we're talking about some very simple steps or principles inside of it. We can't really say step 1, you do that; step 2, you do this, because it's not linear in that way. The point is that it flows more naturally with people's perceptions or experiences, but essentially the kind of things that are in there are you start off with the idea of focusing the mind, the conscious mind on a purpose, an intention, something you want to achieve.

You start the process of getting the conscious mind out of the way a little bit by focusing it down to a simple word that encapsulates everything, and then the fun begins. The Beach Trip starts, the conscious mind gets wrapped up in enjoying a scene on the beach, relaxation sort of swamps the whole scene so that the conscious mind goes and drifts away and maybe goes on enjoying the beach, while other stuff is happening.

Then the Other-Than-Conscious mind gets brought into play. We start talking to it, reminding it about all the things they've learned in the past, how they've overcome learning difficulties or challenges in the past, how the Other-Than-Conscious mind is protecting the person, running things for them and all the time. That sort of hinting at the Other-Than-Conscious mind hey, it's time to do something else in terms of this particular intention the person has.

Really ultimately, what it comes down to is creating that natural easy flow again in life so that the person can instinctive or intuitively make the change they're looking for without the conscious mind interfering that's really the big thing.

Barbara: Or, learn what they're looking to learn.

Igor: Exactly.

Barbara: It can serve what purpose you choose, as long as it's respectful and as long as it's a possibility. The important thing to remember here is this. We don't hate our conscious mind. We need to do many things consciously. Dave

Hypnosis Master – Barbara Stepp

always said – and this is a basic principle of what he did – the conscious mind is a gift of the Other-Than-Conscious mind. It may sound just at first as though that's contradictory.

When in reality, we use the conscious mind to direct the Other-Than-Conscious because if we didn't, it would just run amuck. It wouldn't do the things that we want it to do. So that's an overriding very important principle of Dave's work.

Igor: It's kind of like when we think about the principle of natural selection versus artificial selection. A dog in the wild could turn into all kinds of different shapes, depending what the environment makes out of it, but if you want a specific characteristic in an animal like a dog, well, then you have to breed that into it.

The Other-Than-Conscious works in much the same way. We could have life tell it what to be like – be depressed, be angry, be sad, be successful, be a failure – or we can choose for it how it's going to grow, and then it sort of adjusts the environment to suit its needs. Kind of like when man started agriculture, he shaped the world around him to suit his purposes, rather than being constantly at the whim of nature, he now gets to have a little bit of say in terms of what's going to happen to him.

This is the same idea inside the mind. If we can do it for agriculture, we can definitely do it for our own personalities, our own lifestyle and so on.

Barbara: Exactly. So I think that, basically, sums up the Other-Than-Conscious aspect and the conscious aspect of the value of using something like the Beach Trip.

Hypnosis Master – Barbara Stepp

Seminar 2 – Part 2

Igor: So then, let's get onto the other one, which is not quite as famous as the Beach Trip, but again is a very powerful and useful process. It's the Housecleaning process. I know you've got a CD of that as well.

- ◆ **How does the Housecleaning compare to the Beach Trip first, in terms of its purpose and how it's used?**

Then we might start looking into the principles inside that so we can begin to understand the simple, but very effective, mechanisms that are built into that.

Barbara: Well, to begin with, let me backtrack a moment and tell you that Dave had, since 1987, a Beach Trip on cassette. I'm the person who got it to a CD. He didn't have anything like that with the Beach. I'm the one who decided this was so valuable that everyone should have an opportunity to use it. Consequently, we created the Housecleaning CDs.

Now with the Housecleaning, Dave had done the Housecleaning, like I said, for decades and decades, and he got such wonderful results from doing it. The overriding principle of the Housecleaning is very simple. He gives people, as a facilitator, the ability to go back and to re-evaluate things in their past. They can go back as far as they want so they can evaluate it and realize that they no longer have to pay attention to that useless stuff anymore.

Then he has them put it into a container and get rid of it. It could be a big concrete and steel box with a lid you put on that totally seals it. We had a client once who used a dump truck because it was so big.

So we can just begin to stop paying attention to that and be in the present and in the now because so many of us live in the past, and most of the patterns that we have that cause us to be less than positive or incongruent are patterns that we brought with us from the past from childhood.

The simple pattern of nodding your head; have you ever noticed some people when you talk to them they consistently nod their head to the point of being annoying?

Igor: Yes.

Barbara: Okay. That's letting us know they're not really listening to us and it's also, a pattern of behavior we learned as children. We learned that we could please adults, especially our parents, if we nodded our head and seemed to agree with them. It kept us out of a lot of trouble, but it's a childhood pattern we need to out-grow, which essentially is what the Housecleaning is about.

Hypnosis Master – Barbara Stepp

It gives a person a chance, as Dave would say, to clean up their hard drive.

Igor: All the junk from the past, all the things that are still running around active right now, but actually belong to the past can actually finally be put to rest and put in the past so they can have that freedom to move onto other things.

Barbara: Right. So it's the past. Its patterns that we've learned as most of the patterns we have are learned patterns. It's not something we were necessarily born with, but every pattern that we have is learned.

One of the wonderful things about the Housecleaning is that he guides people so beautifully they do whatever they need to do. He doesn't tell them what to do. He creates that environment for them to be able to do it.

For example, the Housecleaning is a phenomenal process for things like depression, phobias or rape. It deals with the strongest of things. I can give you a particular example that Dave had years ago. I won't give you her name, but she was referred by a psychiatrist to Dave. The psychiatrist was very expensive. She had terrible headaches. She was anorexic. She hated men. She totally hated sex, so she was non-orgasmic.

She came to see Dave and he, of course, paid attention. He said hello to her Other-Than-Consciously. He paid attention to her patterns, and he took her on a Housecleaning. While she was deep in trance, he learned something. She began to talk about when she was nine years old, and a visiting uncle raped her and told her, if you tell anyone, I'll kill you.

Now that was not in her conscious awareness. Dave uses expressions like, if it's in the refrigerator, it's available to us, but if it's in the freezer, it's unavailable. She could just shut it off. So they went through the processes, and Dave worked with her and talked with her, and she did this Housecleaning, which if I were going to be left-brained.

Dave, just said keep my NLP out of it, but I do teach NLP as well, I would say it's kind of like a changed history really.

Igor: Yes. That's exactly what it sound like.

Barbara: Yeah, but he did it in such a way that you really couldn't connect that.

Igor: I was going to say it sounds more like a indirect very covert way of doing a regression or a changed personal history without the danger of the left-brain engaging with it and knowing what's actually going on at the same time.

Hypnosis Master – Barbara Stepp

Barbara: Yeah, so what happens is you go into quite a deep trance actually, and he simply says to them, and you can go back as far as you want to go. This is a constructed metaphor. That's what he calls it; it's a constructed metaphor, that's so completely powerful, it's amazing the responses he's gotten.

It was interesting that when he was finished with this lady – she was only 35 – when he had finished with her and he was about to do something else to get ready for the next client, she came back and she opened the door and she said to Dave, that poor man. That one always gives me goose bumps.

Igor: I mean this is a pretty amazing piece of work done just in one session. Again, it just shows how quickly the Other-Than-Conscious mind can make changes once you activate it properly.

Barbara: Yes.

Igor: So could you walk us through a little bit in terms of what's inside the Housecleaning? I think we've got a good understanding of what it's used for and we've got this general idea that we're going into the past and the personal history to allow patterns to be put to rest, to allow changes to occur and so on.

What kind of principles did Dave employ there to achieve all this so eloquently and indirectly. It's not like he's saying okay, go into trance, now relax, now go into the past, find a bad and now change the memory. Good, now come into the future and feel better about it. That's way too linear for him. It's way too risky, in the sense, that it engages the left brain far too much, which would be the very thing that would block it from happening.

So what kind of principles did he use that allowed him to sneak into the freezer, as you called it, get access to all this wonderful material and then deal with it so respectfully that it actually can change?

Barbara: Well first, the first thing he tells them is he allows them to go back as far as they need to go, but that's a part of the constructed metaphor. He begins by taking them through the event. Get out of our seats, and we're going to walk outside the door.

His Housecleaning was done with our home in Friday Harbor. He would say walk over here and open this gate. You'll see we're in the garden, and then we're going to go through and we'll be walking down a gravel road.

He takes them on this little journey, so they're all wrapped up in where they're going and what they're doing, and he takes them on a beautiful experience with the forest and flowers and all of that. Then the important

Hypnosis Master – Barbara Stepp

thing is that – I’m trying not to do this too left-brained – is that they’re enjoying pleasant things.

Suddenly, in the middle nowhere, we look down into this valley and there’s this huge building with 100 stories, and it operates 24 hours a day. So they go into the building, and the first thing he has them do is they go into this room on the 60th floor, where they go inside. He keeps it positive.

They go inside and they see perhaps their first rainbow, the first dandelion they’ve ever seen, perhaps a favorite toy or perhaps when they learned how to tie their shoes with a little giggle attached to it. I’m getting goose bumps just telling you about this, and I’ve been involved in this for years. It is such a beautiful metaphor.

Ultimately, he takes them into this control room that runs the whole building, and there’s a clock on the wall, there’s this monitor and there are these videos. There’s this comfortable chair, and he literally has them go over and sit down in this comfortable chair, and they pull out their history tape and they put it in and start to play it.

Igor: Now this is actually very important because there’s quite an elaborate process before we even go near the memory. There’s a lot of indirection going on there. It’s kind of like the Beach Trip in the sense that he’s giving them a very pleasant experience and something for their conscious mind to engage in.

The idea of enjoying things or positive experiences is very clear. It’s probably even clearer in the Housecleaning than it was earlier on the Beach because you’re focusing on their own experiences, as well as, the experiences you’re creating for them.

Only once that’s all established does he get into the idea of, okay, now that we’ve got the idea that the unconscious is a nice place to be in and all these cool things are happening and all these cool memories that you have however they come back. Now we can get down to work, because now we’ve established the parameters, which is something positive will happen.

Barbara: Right. I’m going to take a moment to read you something that Dave actually said, and I have tons and tons of things. He says:

“The process of Housecleaning, it’s a constructive metaphor, where I give it to a person’s mind and create an environment where they can review history. Then I set up the Housecleaning to give them an opportunity to go back as far as they need to and re-evaluate things, and the stuff that they no longer need to pay attention to they can simply put it in a container.”

Hypnosis Master – Barbara Stepp

Those were his direct words.

Igor: So it's actually that simple. Go back into the past, review all the experiences, and sort out – it's literally like a housecleaning. We don't need this stuff anymore. Into a bag it goes, out it goes, whether or not that's a dump truck or whether that's a concrete container or a bin or just a simple bed liner. It doesn't matter. It just releases whatever's inside.

Barbara: Whatever they need to do. He doesn't even direct them. He just simply says, you can just reevaluate and just stop paying attention to things that you no longer need to pay attention to.

Igor: Now this reminds me a little bit of a metaphor, which I think Erickson taught as well. I know it's a little different from what you just described here, but it's a similar process in the sense that, I think, it was Martha's Garage or something.

It's a story of an old lady that has to move house, and she goes through a process inside the house of finding all the items she's going to take with her to the next house, all the items that she's going to throw away, and all the items that are in between.

Going through this story, of course, is this wonderful Other-Than-Conscious Communication saying, clean up these memories. Go into your memory album of the mind and just keep the ones that you're going to take with you. Give away the ones you don't need anymore or throw away the ones that are just simply plain old bad memories.

That can be tremendously freeing because as soon as the Other-Than-Conscious mind follows that pattern, it's got something to follow to release from the past, rather than having to keep looping the past.

It's kind of like saying, all right, do you see that videotape there, that stuff on the loop? Why don't you press stop. Suddenly, they go wow I've got a process for stopping that loop, rather than having to be stuck inside it.

Barbara: Right and Dave's is much less conscious. It's not easy to pick apart the Beach itself. Only someone like myself, who is so comfortable and familiar with it, who was taught and trained by Dave – I shouldn't say trained. He didn't like that word. He said, we're not dogs, we're not animals, we don't train anyone, but we create an environment for people to be able to learn.

So, yes, it's a constructed metaphor, but there are so many different pieces to it. I don't want to stop now and literally break it down piece by piece because for people who want to experience this, just enjoy the little journey because it is incredibly valuable.

Hypnosis Master – Barbara Stepp

Igor: The important though is that, again, it's not a linear process where you literally say, you cannot do this, you cannot do that and not to the other. A lot of different things are happening at the same time, and that's what keeps the conscious mind occupied and prevents it from interfering, which is what frees the unconscious mind to actually have the experience.

Barbara: One thing that also makes it quite comfortable is this works beautifully for things like depression and phobias and all those horrible things that human beings choose to participate in or patterns that they follow. He's with you on this trip the entire way. You leave together, you take this walk together and he's with you every moment.

Igor: So he actually interacts. It's like, we're doing this and we're going that, rather than saying, you do this and you do that.

Barbara: Yes. He says, imagine that you get up from your chair here in this room and I get up, and the two of us walk over to the door, we open it, we step outside, we go through our garden and we see this little gravel road. He's there the whole time, which gives a person a sense of comfort.

Igor: For sure, especially, if they're going to be later on facing some of their personal demons from the past. It's great to have someone you've shared an experience with, a journey with, to be there with you at the moment of, shall we say, crisis or whatever they're facing, just to hold their hand or say, it'll be okay because now they're not on their own and they don't have to face it on their own anymore.

Barbara: But he never actually does that. It's a presupposition.

Igor: Exactly.

Barbara: It's set up now. For example, when he wanted or needed to talk with this girl who had this uncle who raped her at age nine – and she was a tiny little thing – he wouldn't even talk about it. He would just say something to her like, how many aunts do you have? What does the brain do? It cross-files to uncle.

His work is absolutely, gorgeous. I know I'm prejudice, but it is wonderful. Of course, there are other things about it. He has them use the elevator, because when they go up to the 60th floor, this is that happy, happy time. They come down to the 50th floor when they enter that control room for the building.

In the very beginning of the metaphor as they're looking at the building, they're trying to count the windows, but there are so many they can't, and he says, we look up and we see on the 100th floor there are two faces

Hypnosis Master – Barbara Stepp

pressing against the window. He never says exactly what it is. He's never conscious or literal about it. It's just a beautiful piece of work.

Igor: And then again, what's going on here. Rather than describing this scene totally clearly and labeling it, saying this is what this means and this is what that means, he's labeling enough of it to be useful, but he's leaving enough ambiguous so people can project their own meaning onto it and project their own needs onto it. That's why it can be so flexible.

Barbara: Yes. It wasn't until – oh my goodness, I'm trying to remember when. It was probably 15 years ago – I don't know – that I decided to make the Housecleaning because I thought it was so incredibly valuable. He did it with his clients, but we had never had that resource available. I said Dave, this is valuable. Please let me make a CD, and he went, all right, okay, you can do that.

So that's how it came to be. There are so many things in it where he'll say, now the next thing we're going to do is going to take a little bit of imagination. Then he guides them through this other thing for getting rid of this container with all those things that no longer are valuable, that no longer serve a person. It's just an incredible piece of work.

Igor: Again, just to emphasize something here, which is it may sound right now like we're just doing a simple visualization. Let's go walk in the park, there's a building, there's a videotape of the mind, and on a purely formalistic structure level, you might be right but that's not the part that make's it work.

If you just got stuck – and this is the idea of don't left brain it, don't over-think it –on the idea of the processes, you have to have a building. It's got to have 60 floors. You've got to go up in an elevator. You've got to have a videotape of the mind or a control room and then you miss the whole point of it.

These are just markers along the way to create symbolic reference points for the unconscious mind, and the main essence of it is the way it creates the experience by indirection through ambiguity by being subtle about things like – I loved your example just now of as you look up, there are two faces pressed against the window.

- ✓ Who are they?
- ✓ Is that someone from that person's past?
- ✓ Is it me and you whilst we're having this induction process itself?
- ✓ Is it somebody completely unrelated?

Hypnosis Master – Barbara Stepp

Barbara: What he's doing is actually keeping the conscious mind out of the way. Keeping the conscious mind not totally involved with it. He's keep the conscious busy with all these different things, with this entire process, and then the benefit they get, of course, is Other-Than-Conscious, which begins to change the way they look at things, the way they feel about things.

Igor: Right, and if you're going to left brain something, hopefully this is not step-by-step for you. It would be exactly that, which is do lots of things to keep the conscious mind busy, kind of entertain it. Kind of like a magician. Look at the one hand, ha, ha, ha, it's gone. I guess it's where Dave Dobson's magical training really comes in.

Let's keep the conscious mind busy. Let's tell it a story. Let's misdirect it. Let's give it details and nuances to pay attention to that are totally irrelevant as opposed to what we're really doing.

Meanwhile, whilst they're busy looking at the left hand, the right hand is hiding the coin. So whilst the conscious mind is busy thinking about these numbers and these experiences, the Other-Than-Conscious mind is free to resolve the issues, to change the patterns and to release them from their own history that's tormenting them in whatever way it has been until that point.

Barbara: Yeah, or not. Maybe it's something that is not tormenting them. It's still a valuable process to go through because we may find something back there. We don't know what it is. Dave didn't know. Dave did not ask them for information. He says, it's their own private garden. They process it. I'm a facilitator who simply facilitates and creates the environment for them to do whatever it is that they need to do.

Igor: Now, other than the actual audio version, the CD version which, of course, can't really have that much interaction because people don't talk to Dave out loud – or I guess they get to, I suppose. But, in terms of, when you're using this process as a therapeutic thing and there's a client there in a one-on-one scenario...

- ◆ **Would you expect the person to talk to you during this whole process or would you describe it and if they spontaneously start talking, then engage with it, but otherwise, you wouldn't ask them to talk?**

Barbara: No. It's a process. They go through the process. Then they will come out on the other side generally in a good place. As Dave said, I don't know. People would call him and say, I need a Housecleaning or can you do this because I want to do this or that? Can you stop these sores I have all over my face?

Hypnosis Master – Barbara Stepp

He'd say we're all smart humans, but I'm too stupid to not know what it is that I can't do. So he'd say, I'll go I'll do it. I'll try it, but it's not about me. It's about facilitating the process for them to be able to do it.

We will do one of these in our Fun-Shop. We always do. It always works beautifully and he did this in such a way that he's just taking them on a little trip. It's just a metaphor, but everything has meaning and they're able to do whatever they need to do. Within the Fun-Shop, Dave would say to everyone, please respect this person's private garden. It's their own private garden. Don't question them. Don't step into their private garden.

Now if they feel like they'd like to tell you something, that's okay, but it's about respect. You don't ask them how was that work for you? Or, what did you actually do? Or, what were you working on? Or whatever. David didn't either, unless someone goes so far and they get so deep that they begin to talk about something that's important, like the lady who was raped. That's as conscious as I can actually get with regard to the Housecleaning.

Igor: But again, it makes a lot of sense in the sense that if we compare the Beach Trip to the Housecleaning stuff we've talked about, the same themes come out. Not that we're saying this is a step-by-step process, but we've got the conscious mind starting with some kind of a purpose.

We've got the idea of a metaphor or I guess you could call it visualization if you wanted to, of some sort, which is really there more to keep the conscious mind busy than anything else and maybe to set the scene.

Then, we're setting the scene for certain things to occur. We're priming the unconscious mind or the Other-Than-Conscious mind to spontaneously start resolving issues. In the one example of the Beach, it's resolving whatever intention they've come in with. In the Housecleaning, it's going back into the past and cleaning up elements of the past to leave the person freer in their present and in their future to be different ways.

Meanwhile, of course, we're being very careful to constantly keep the conscious mind out of it, keep it distracted and not involved or engaged in the process so that all this stuff can actually happen.

Barbara: I guess. That's probably a good left-brain explanation of what it is, but it doesn't even cover it because while he's talking to the conscious mind and while they're on this trip, he's using multi-level communication for both the conscious and the unconscious mind.

Igor:

◆ **Could you give us a quick example of what you mean by that?**

Hypnosis Master – Barbara Stepp

I mean again, not to make this into a technique. Just as an example of the many ways you can present the same idea, and some have multiple meanings and some do not.

Barbara: Well, I guess by now I might as well and left brain this one thing and hope he doesn't come and get me for this. Obviously, you know by now in this metaphor, you are the building.

Igor: Right.

Barbara: You know by now that you can feel all these good feelings that you experienced as a child, all the happy stuff. We don't take you to any bad things ever, ever, ever. Dave said when he was a Freudian, it was their job to have everybody abreact and he said that he began to realize it's not valuable for the client. So he stopped doing that. That's a premise of sickology, according to Dave.

So, that is the object and you can presuppose – if you want to left brain it, but a lot of people don't ever do that – that in this control room where there are computers, the videos and all these different things that all have meaning built into the metaphor. Then we're presupposing they're in charge of their own control room, their own brain.

Igor: We're going into a lot more detail than I was actually hoping for, so thank you for doing that. Basically, we're creating these symbols, like the control room, which have imbued within them certain meanings, which almost, shall we say, are inherent. The person just assumes them and they're presupposed, which then empowers that person to have a certain result.

Whether it's the result of making sure they can go into the past rather than just thinking about it, whether it's the ability to change something rather than just viewing it or whether it's the ability to make something positive come out of something rather than something negative.

By presupposing all these things, we are presenting these, in this case, symbolic devices that let the unconscious mind or the Other-Than-Conscious mind do automatically and importantly we're keeping the left brain busy, just engaged. Give it a party. Give it something to play with. Give it a color to pay attention to.

Make it count something. Just keep it out of the way. Keep it busy doing something else so that the Other-Than-Conscious mind has full freedom to make adjustments.

Hypnosis Master – Barbara Stepp

Barbara: Right. I don't think Dave would have ever given that in-depth explanation of how the Housecleaning works. He was a very simple man and he wanted to do things that worked for other people. He was not an authoritarian hypnotherapist, as so many are.

He just created the environment for them to do this, and while he's doing all the different things on this trip that you're taking with this building and he's communicating on other levels, which I don't think I want to explain that now. Tonality, pauses and all of those different things, which is multi-level communication, it's stacked so beautifully that it cannot not assist the person.

Igor: Right and it's that layer approach that is the important one. We've talked about some important principles here, but people could again, very easily misunderstand what we're talking about.

Let's emphasize just for the sake of emphasizing it it's not that you're doing this okay, step 1- keep the conscious mind busy; step 2- do this; step 3. You'd be missing the point once again. The point is it's layered, its lots of things going on at the same time.

It's kind of like a sophisticated meal where you have lots of different flavors coming together and that's why it's exciting. If I put together 12 plates, some with some salt, some with some cumin and some with some herb & spices. Then you licked each plate well, its kind a weird to do and it doesn't really taste like anything.

But, when you combine all the spices together with some vegetables or some meat or whatever the meal is made up of, that's where the magic happens. It's the combination of these elements into a natural blended whole.

Barbara: Yes, I guess you could say that. I remember this one gentleman who Dave worked with. Remember my telling you the other day about – or maybe I didn't tell you about the gentleman who had an ulcer on his hand. His medical doctor sent him to Dave and said, could you please help him with pain management?

Well, the fellow got tired of it, and he said to Dave, I just want to take care of it. So Dave called his doctor and said can I do this? He said, sure. It can't hurt. So what happened was that instead of just doing pain management, Dave literally took him on one of these journeys and had him heal it totally, have it totally go away.

This is a beautiful story. I love this one. He had what's called a sympathectomy.

Hypnosis Master – Barbara Stepp

Igor: Okay.

◆ What's that?

Barbara: In his case, he was a burn victim when he was child, and he had terrible pain. So they actually went and removed veins so that he wouldn't have to feel it. So he had numbness in parts of his body.

While he continued to work with Dave, Dave took him to a place that he often visited that he enjoyed. It was deep lake and it was very cold. Dave set it up for him to be able to do this process, enjoy the lake and the cold while he was sleeping. Amazingly enough, the doctor was totally shocked and delighted that this gentleman not only got rid of the ulcer, but he literally grew new capillaries and got circulation in his fingers and his hand that he hadn't had before.

Igor: Wow. Now that's actually a major thing because "medical science" says that should not really be possible. Yet, it's happening. Again, it just shows the recuperative powers of the body when the right conditions are created.

Barbara: Right. It's amazing to me to watch these things happen over and over, whether Dave and I were working together or separately. Today, when I do work and use all of this, it's amazing how my clients create magic for themselves.

Igor: Yes. I can totally imagine that. I think your phrase, the way you expressed it just now is very elegant, which is the way your clients do magic for themselves, which goes right back to where we started right at the beginning, which is all hypnosis is self-hypnosis.

You're just creating the environment in which the person can naturally access that magic shall we call it on the inside that will let them change, transform, whether it's a physical healing, an emotional healing or intellectual change. It doesn't really matter. All this stuff is inside them anyway, it's just a question of re-arranging the building blocks, in a way, that will work for them.

Barbara: Right. Whatever works and he always kept it very simple.

Igor: Right. So let's focus on that case on the final chapter of today's Interview in terms of the principles, and that's, of course, the Fun-Shop where everything we've talked about happens, but then so much more stuff happens as well.

There are certain elements that we simply won't be able to bring to light properly, like the tonality, the pacing, the timing, the pauses, the physical

Hypnosis Master – Barbara Stepp

gestures and all that sort of stuff. I know that a live experience in the moment in a Fun-Shop is what's going to bring that sort of stuff to life. But, in terms of some of the other principles you've talked about – the symbolism, giving the conscious mind one thing to do whilst another thing happens, the experiences, the clean language and all that sort of stuff –

◆ How do they fit into a Fun-Shop?

Perhaps an easy way to start would be – I recall when we talked about this at another time, you were telling us about how Dave liked to get a measure of the people who came to these Fun-Shops before the Fun-Shop actually began. So whilst people thought, oh nothing's actually started yet, he was already starting. They just didn't realize it.

That kind of characterizes his whole work and the whole Fun-Shop experience. Maybe you can just talk to us a little bit about how that worked, and give us some example. Then that will lead us into some of the principles that people experientially get during a Fun-Shop.

Barbara: Well, what we did was the night before the Fun-Shop would start. We invited everyone to a wine and cheese party. That was so that Dave and I would be able to say hello to each one of these people, and to pay attention to their patterns. Notice how they responded and recognize some of their patterns. It was kind of like an ice-breaker so that he had been able to say hello to everyone. It was an ongoing principle of his.

Dave always, yes always, said hello to people's Other-Than-Conscious and did it in a respectful way. When he worked with Tony Robbins, who had big groups, he would literally arrive a day or two early and walk through the groups and say hello to people. He wanted to be sure that he got that done because the Other-Than-Conscious hello is one of the most powerful things he has ever come up with.

So that was the main thing, just to get ready for that. Of course, within the Fun-Shop itself, Dave would always begin very comfortably. It was very relaxed. It was a very comfortable atmosphere. You didn't feel like someone was going to do something to you, and you had to try to learn something that was hard. It was an experience.

Within the framework of the Fun-Shop, the overriding idea is that we have a conscious mind and an Other-Than-Conscious mind, and we need to become congruent and be able to communicate, to be able to direct our Other-Than-Conscious in a way that's valuable for us.

Now within the realm of the Fun-Shop, of course, there was the Beach Trip, there was the Housecleaning and we also, have a wonderful trance called

Hypnosis Master – Barbara Stepp

the 'Mind Stretch', which is not anywhere on any kind of document. The Mind Stretch is simply an experience we take them through for a very special purpose.

He teaches – oh, I should say that. He always said I'm a bad teacher. They learned within the Fun-Shop a whole new way of learning about the representational systems: the visual, the auditory and the kinesthetic. You learn how to recognize those things more easily than even you do in NLP.

He would give demonstrations, and we would do exercises – and we're going to do that in our Fun-Shop in October. We're going to learn how to use the Other-Than-Conscious hello. We're going to learn a process of his called The Three-Legged Stool, which has to do with our representational systems.

We're going to learn how to respectfully acknowledge other people acknowledge them; their hello because overall, his overriding concept is the Fun-Shop is a communication fun shop. It's all about communication.

Igor: And this is something that I think is important because very hypnosis schools out there actually do this, and I always was perplexed by this, which is they use whatever patterns they're teaching in order to teach the patterns.

In other words, what Dave and what you now do with the Fun-Shops yourself is you're talking about Other-Than-Conscious Communication, well, you may as well be doing it whilst you're talking about it so that people get it in terms of the experiential level, as well as just some intellectual idea.

When you talk about trance, what better time to talk about trance than when they're in trance? What better time to talk about having a hallucination than whilst you're sitting there having the experience of it? Then it becomes real. Then you understand what it means, rather than creating a misperception, as a result, of something that you're reading at the time.

Barbara: Right. Dave, by the way – and I don't – never wanted that. We don't give a manual in the Fun-Shop because everything is experiential. You learn it. You get it so internalized and you learn it so well, if you're paying attention, of course, that it's easy to do.

It would be difficult to write a book on Other-Than-Conscious Communication because then it becomes not, unconscious it becomes conscious. So there's a bit of a conundrum there when you stop and think about it.

One of the things that you don't get, that you get listening to me here now or listening to the Beach Trip or the Housecleaning, is all of his other Other-

Hypnosis Master – Barbara Stepp

Than-Conscious Communication. The anchors he used, the expressions on his face and his intonation patterns. How he could be talking to one person, but not really, he's talking to another person in the room, which is delightful. Of course, he taught me how to do it, and as I've always said, I'm not Dave Dobson. I do not pretend to be, but he said I could do it and I trust him. This is what he wanted was for me to continue with Fun-Shops.

So you do a lot of experiential. He wants you to get into it totally. He helps you to be able to learn how to balance out your representational systems. How to communicate with another person on an Other-Than-Conscious level, let's say using a particular representational system, at the moment.

Now the three-legged stool, of course, has to do with the visual, the auditory and the kinesthetic. Interestingly enough, we tell people that, over time, when they've left the Fun-Shop, maybe in a week or a month, they should draw their stool again and notice any changes that are made because if you have three-legged stool and one leg is longer than another, what's going to happen? You're going to fall over.

So the legs need to be balanced and even. He spent a good amount of time assisting people to be able to do that. Now there are so many other things within the Fun-Shop, block systems, anchoring in a way that is just delightful and amazing and jokes, he told jokes. He had a great sense of humor and when you listen to any of his work, you will hear this big, wonderful laughter. He made it fun.

That's why he called it a Fun-Shop. He made it so much fun to be able to enjoy and we learn about that little happy smiling two-year-old that was ready to experience anything, to learn anything and that we still have that little happy two-year-old that we can draw from.

He taught a concept called Other Peopling, which is a learned behavior that we develop along about four years old. That's one of the worst things that we human beings do is this Other Peopling. Basing whatever we do or believe, our sense of self, on what other people think or what other people say. He called it OPing. You're just OPing, he would say.

Igor: Which doesn't sound like a very, shall we say, socially appropriate thing to engage in.

Barbara: No, and he covered a lot about polarity. How we build polarity. How we begin to respond with a polarity. It's different from the way I learned it in NLP. It's different from anything that I ever learned because it's like – I'm trying to explain what I see with these people.

Hypnosis Master – Barbara Stepp

I've used a metaphor for years. It's kind of like the people just come popping in and they're like these little cocoons or these little pre-butterfly things. They plop up on the chair, and when the Fun-Shop is over, they fly out of the room like beautiful Monarch butterflies.

Igor: Fantastic. So a real transformation takes place.

Barbara: Yes.

Igor: And just to emphasize to people, even though we've been talking a lot about Dave Dobson's work and how he used to do it, you worked very closely with him, especially in the later years. You were running a significant portion of a lot of the Fun-Shops because he was too ill and didn't have the energy to run them all on his own.

So when people come to this Fun-Shop that you're running now, it's really still an ongoing continuing of the same process. It's not like they're missing out on something. They're still going to get the unconscious or the Other-Than-Conscious Communication. They're still going to get the experiential.

They're still going to get the, shall we say, frustrating lack of conscious answers whilst at the same time totally rewarding Other-Than-Conscious responses so that they really get it as an experience, rather than as an abstract idea.

Barbara: Right, and a major principle of his as well is that whatever the pattern is, we can outgrow it. We don't fight it. We don't try to control it. A gentleman who came to me with the teninus last year said to me, I'm fighting this battle, and I'm struggling, and I'm going to fight it, and I'm going to win, and I went, how about if we just begin to outgrow it? It totally changed his perception.

It made such a difference to him. We shouldn't have to be fighting with ourselves. We should just be able to ask our Other-Than-Conscious to help us to outgrow that.

Occasionally, it might pop up and you might say to yourself, well, I thought I outgrew that. That's interesting. You laugh about it and you get curious, and your Other-Than-Conscious will do amazing things for you. It is amazing the enlightenment that you get from your Other-Than-Conscious, remembering that we have to ask it and we have to direct it because the Other-Than-Conscious is not proactive, but very, very obedient.

Igor: Right. That's actually a very nice place to pause what we're talking about right now because it's brought everything full circle. We started with simplicity, and we're finishing with simplicity. All the stuff that's inside is just the filler of the sandwich, but it's still on your sandwich.

Hypnosis Master – Barbara Stepp

Ultimately, it's about getting direct access to the Other-Than-Conscious mind, directing it in terms of something that will improve your life, whether that's through learning, growing or changing, and then getting out of the way and letting it get on with its job whilst you get on with yours, which is consciously to enjoy life.

When things have happened that are positive, movements towards whatever your goal was, whatever your intention was, that you recognize it, appreciate it and take the next step in your life.

Barbara: I guess that pretty much sums it up. You're not bad at metaphors yourself.

Igor: Thank you very much. Well, Barbara, I have to thank you for spending so much time with us to talk about these things. In particular, I appreciate that it's a bit of a conundrum that we've placed you in a little bit during this interview.

Which is to say; how to talk about something that is totally Other-Than-Conscious, totally outside of normal conscious awareness, elevate it to the point where we can examine it consciously and appreciate it, without actually destroying the very thing we're looking at; it's a very delicate balance that we have to navigate.

I think you've done an admirable job giving us a good taste of it, a sense of the principles involved and what we need to be thinking about without necessarily taking away anything that we'll have from the actual experience, when we get a chance to experience it for ourselves. So thank you so much for doing that, Barbara.

Barbara: You're very welcome. If I can get it in the schools and get more people to use Other-Than-Conscious Communication and No-Fault Psychology, it will have been worth it.

Igor: Well, I think you're going to be tweaking a few people's ears, and they're going to be very excited about this.

So, everyone who's listening right now, of course, Barbara does run Fun-Shops in exactly the same way we've been talking about. Pretty much everything we've talked about – correct me if I'm wrong – will be included in that Fun-Shop.

So they'll have an experience of the Beach Trip, they'll have an experience of the Housecleaning, and all the Other-Than-Conscious Communication, the unconscious hello, and all those sorts of things.

Hypnosis Master – Barbara Stepp

These are standard fare at the Fun-Shops, and if they go to ExcelQuest.com, they can find out more about when the next one is coming and get in touch with you about actually having an experience of the kind of things we've been talking about right now.

Barbara: Yes, and if it's okay with you – because I have so many people that don't know how to spell excelquest, it's just excelquest.com. I will mention one other thing; we're doing the Fun-Shops regularly, probably once, maybe twice a year. We'll see how that goes.

We are currently working on his archives because we videotaped a great deal of the Fun-Shops and his work, and we'll be having videos so you can actually see the man and the legend and the work that he did that's Other-Than-Conscious, that's different from just words. Hopefully, we'll be able to have those available by July.

Igor: Fantastic. So keep your eyes peeled for that, folks, because there will be a lot of good stuff coming out. In the meantime, Barbara, thank you so much for sharing so generously with us. It's really been an exciting and interesting interview. So thank you.

Barbara: You're very welcome. It's my pleasure.

Hypnosis Master – Barbara Stepp

End of Seminar

So everyone, this is the end of the Interview today. This is the third and final installment. For more information, just go to ExcelQuest.com, where I'm sure Barbara will be delighted to give you further guidance or ideas if you should have any further questions. Meanwhile, my name is Igor Ledochowski from StreetHypnosis.com. It's been a pleasure talking to you, Barbara, and everyone else listening as well.

I look forward to speaking with everyone else, of course, who's listening right now on the next installment with the next hypnosis master, who will be coming up shortly.

Meet Your Host

Each month's Interview with a Master will be hosted by Igor Ledochowski, a master hypnotist of international acclaim. He is regarded as one of the world's foremost experts and trainers in conversational or covert hypnosis.

Igor created the Private Hypnosis Club, the world's first community for master hypnotists.

He was the first ever hypnotist to release a full audio course on Conversational Hypnosis, the latest version of which is 'The Power Of Conversational Hypnosis' and is the No.1 best-selling hypnosis course in the world.

Igor is also the creator of over 30 other advanced hypnosis programs. All his programs are available from:

www.StreetHypnosis.com