



*Take Control Of Your Life With Hypnosis:  
Eliminate negative habits; Create healthy changes; Achieve optimal well-being.*

Hi Everyone! Here is the 18<sup>th</sup> issue of the Hypno-Healthgram. You can access previous issues on the Newsletter page of my website: [www.hypno-health.net](http://www.hypno-health.net)

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### **RAPID RAPPORT**

The word rapport, which refers to the interactions between two or more people who share a feeling of togetherness, are in sync, or on the same wavelength, derives from the old French verb *rapporter*, which means ‘to carry something back.’ [1] In human interactions it means what one person initiates, another replicates. Rapport involves both conscious and, especially, unconscious words and movements. I would suggest that rapport extends to human/animal interactions also, such as a dog, when being petted, will often stick its tongue out as a non-verbal expression of enjoyment.

Books have been written about non-verbal communication and we can all think of examples in our own lives. Several vivid ones popped into mind as I re-read that last sentence. I recalled a favorite professor during my graduate-school days who was always “in step” with me when we walked about the campus and even when we used stairways. It took awhile to fully realize that it was happening, but when I did, I felt a comfortable bond between us. (I have since used the same technique countless times.) Military training also fostered a feeling of togetherness in many ways. While we might think of it as brain washing, it certainly reinforced the “all for one and one for all” philosophy by discouraging individuality. Having the same haircuts and uniforms, standing in formation, marching in step while a drill instructor hollered “left, left, your left, right, left, ”jogging in step each morning while singing/chanting phrases in time with each step, even sleeping in barracks with identical beds and foot lockers – all indoctrinated us into “the army.” Driving can also produce a sense of camaraderie. Have you ever been behind (or in front of) a vehicle for a long time and realized that you were moving in sync? I’m certain the

repetitive, mesmerizing affect – yes, that is self-hypnosis, accounts for the following car copying the lead car’s movements within the yellow and white lines. And how about that slight pang of sadness when a vehicle you’ve been tandeming with for a long time turns onto a different road and terminates the “friendship.”

The next time you’re with someone you like or are comfortable with, notice how a movement (smile, hand to ear, yawn, etc) by either of you will often be copied by the other, as an indication of shared feelings. While this happens easily in an already-comfortable relationship, it is significantly harder to establish in an initial conversation or meeting. But when you can establish rapid rapport, everything that follows will flow in a comfortable, connected way. In their book, *Frogs into Princes* [2], Bandler and Grinder offer a great example of that process.

A man phoned one day complaining, “Doctor, I just can’t seem to get a grasp on my life. My strength is draining away and I feel like I will never bounce back.” He was answered: “I feel that together the two of us can wrestle this problem to the ground. We can hand you back your energy and cut that problem down to size.” To which the man replied: “Thank you, doctor – you’re the first person who really understood me!”

The doctor spoke in the vocabulary (kinesthetic: seeing, feeling, touching, intuiting)) the client used and they achieved the emotional and psychological closeness of rapid rapport.

Rapid rapport is extremely helpful in setting the tone in an initial hypnotic session (and can be used by people in all walks of life and in any situation). Eye movement is an easily identifiable indication of a person’s primary way of expressing her/himself. When talking, people who are primarily visual (about 60%) will often look upward, especially when asked a thought question. Those who are primarily kinesthetic (about 20%) will look down to the right and primarily auditory people (20%) will look side to side. [3] Once you’ve identified the eye movement, speaking in words associated with it will enable you to establish rapid rapport with the person. The following lists of words are examples of “rapport connectors.”

<u>Visual</u>	<u>Kinesthetic</u>	<u>Auditory</u>
see	feel	hear
look	touch	listen
picture	press	loud
colorful	fits	sound

clear	firm	melodious
flash	aware	harmonious
appear	hands-on	tuned-in
focused	intuition	harsh

Sometimes a person will have unwavering eye contact, making it impossible to determine their primary way of communicating. When that happens, focusing on the words they are saying and using them yourself, will still enable you to establish the desired rapport.

[1] <http://en.wikipedia.org/wiki/Rapport>

[2] Bandler and Grinder. (1979). *Frogs into Princes, Neurolinguistic Programming*. Real People Press.

[3] Anderson-Evangelista, Anita. (1980). *HYPNOSIS – A Journey into the Mind*. New York, N.Y. Arco Publishing, Inc. pp. 33-35.

### **HEALTH TIPS**

To relieve stress and tension, you can acquire the skills for self-hypnosis and use them to enter the self-hypnotic state so that you can ask your subconscious mind to release the feelings and replace them with relaxed, comfortable ones. Below are more ways to lower stress.

#### *Eight Ways to Lower Stress*

- Practice meditation.
- Listen to calming music.
- Go to sleep early or take a nap.
- Sip some black tea
- Hang out with a funny friend
- Get a massage
- Do something spiritual
- Chew gum

Feeling Frazzled: 8 Ways to Lower Stress. Elizabeth Svoboda. *Prevention*, February, 2009.  
URL:<http://www.msnbc.com/id28719686/>



Happy Health!

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**Remember:** *Hypnosis can be done in the office, by phone, and via Skype.*