

## **Success Tip #1:** **The Client Must CHOOSE to Change** *by C. Roy Hunter, DIMDHA, DAPHP*

During my first year in the profession, a smoker came to see me claiming that he wanted to quit smoking. We will call him Tim (not his real name).

Tim's doctor urged him several times to quit because of the deteriorating health in his lungs; and after several other smoking cessation programs failed to help him, his doctor finally told him to try hypnosis. She told him that if he continued to smoke, his lungs would continue to get worse, becoming terminal within a couple of years if not sooner.

After gathering the initial information and discussing some basics regarding hypnosis, he seemed to cooperate well by going into a deep state of hypnosis. However, when I started to give him suggestions about becoming a non-smoker, he emerged suddenly from hypnosis and said, "This will not work!"

Upon recovering from my initial shock, I asked Tim why he came out of hypnosis. His response will stay with me the rest of this life...

"When I felt like I was really entering hypnosis, I realized that I do NOT want to quit smoking. I would rather die within two years than live thirty years without ever having another drag on a cigarette."

He was unwilling to smoke occasionally, and wanted nothing to do with trying to either quit or cut down. This client taught me the importance of confirming that the client chooses to change of his (or her) own FREE WILL rather than because of manipulation by someone else (be it spouse or physician, etc).

Years later that was again reconfirmed when a businessman whom we will call "John" came with his wife, who had scheduled the session allegedly with his consent. When I told him that I could only help him if he CHOOSES to quit of his own free will, his wife blurted out, "Now Honey, YOU PROMISED!"

John asked me if she had to be present; and I told him that the client is my employer, so I honor the wishes of my client. He told her to wait in the lobby. Then, after she left, I asked him, "Do you choose to quit of your own free will?"

He said that he was so stressed from her constant nagging that he did not really know, because he hated to be manipulated. Then I asked, "If your wife was not nagging at you to quit, would you be a smoker, a non-smoker, or an occasional smoker?"

Without any hesitation, John replied, "I would have quit two years ago if it weren't for her nagging tongue!"

I replied, "Do you realize that you allowed your wife to manipulate you into smoking two years longer than you wished?"

John was so amazed that he literally dropped his pin on the clipboard and used some expletives. He realized that he was quitting in spite of his wife, rather

than because of her; and he referred over three thousand dollars of new clients in the following year.

Soon after posting this article on my website, I will post Success Tip #2. Also, stay tuned for:

\*\*\*My NEW Training Program Announcement!\*\*\*

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