Foundations In Hypnotherapy

America’s First Nationally Accredited College of Hypnotherapy

www.hypnosis.edu
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HMI MISSION STATEMENT

It is the mission of HMI to continuously explore, within ourselves and others, how our subconscious mind can influence our behavior, affect the events of our lives, and empower us to achieve our dreams and goals. Our philosophy is based on the belief that the subconscious mind is a goal machine, dedicated and driven toward the fulfillment of a programmed path.

Our primary tenet is that all of the events of our lives, including "luck," both good and bad, is a manifestation of the energy that emanates from our subconscious mind. This energy continuously strives to fulfill the agenda for which it is programmed. Through research, education, and the clinical application of this tenet, HMI aspires to better the world by fostering a greater awareness of these principles, and the development of one’s subconscious mind to be more congruous with their conscious desires.

HMI School Mission: It is the Mission of HMI’s Hypnotherapy school to: 1) continually strive to provide the highest quality and most up to date Resident and Distance Education training possible that is educationally sound and demonstrably effective, 2) administrate, advertise and operate the school in a manner that meets the spirit and standards of accredited schools and to ensure that standard through ongoing voluntary participation in the accreditation process, 3) recognize students individual differences to produce competent and satisfied graduates that are prepared for self-employed private practice in hypnotherapy and/or applying hypnotherapy techniques in their existing profession, 4) instill in graduates the motivation to pursue the spirit of service to the community that HMI embodies.
Welcome to the Hypnosis Motivation Institute

We thank you for your interest in our program and the fascinating field of learning how to utilize the power of hypnosis to help others. HMI provides a high quality, fully comprehensive Professional Hypnotherapy Training program. We’re proud to be the first Nationally Accredited hypnotherapy training school in the U.S. Our Distance Education program is accredited by the Distance Education and Training Council (D.E.T.C.) in Washington D.C. HMI achieves this quality distance education course by combining streaming video instruction with an online workbook and one-on-one tutorial relationships with Certified Hypnotherapists.

Congratulations on your successful enrollment in HMI’s Foundations in Hypnotherapy Professional Hypnosis Training Course. We are very excited to be able to provide you this $495 value for absolutely no charge!

Course Materials
This course consists of five (5), two hour, streaming video lessons. You will automatically receive the links for each streaming (2 hour) lesson, online workbook, and lesson quiz. These lessons will be located under “scheduled lessons” in the left hand menu of your student page.

Course Outline
When you complete the first streaming video lesson you must successfully complete and submit the lesson quiz. Once received and reviewed you will be sent the next link for the next streaming video lesson. This will continue until you’ve completed all five lessons (total 10 hours of streaming video instruction).

YOU HAVE TWENTY-EIGHT DAYS TO COMPLETE THIS COURSE.

Course Completion
Once you’ve completed all 5 lessons, you must complete a final exam and oral discussion with your HMI Tutor via Skype or telephone. Successful completion of this last step will earn you and HMI Certificate of Completion for the Foundations in Hypnotherapy course.

Contact Us
If you have any questions, concerns or suggestions, please do not hesitate to e-mail our Director of Distance Education, Elaine Perliss, C.Ht. Elaine is an instructor at HMI and also in private practice as a Hypnotherapist in HMI’s clinical facility.

You may email her directly at Elaine@hypnosis.edu. If you prefer she may be reached at (800)6000-HMI (0464) or 818-758-2721. Elaine is available for calls Mon.-Thurs. from 2p.m. to 4p.m. Pacific time.

Thank you for your interest in HMI.

Sincerely,

George Kappas, M.A., M.F.T.

Director /Hypnosis Motivation Institute
www.hypnosis.edu
VOLUME 1 - CLASS #1

LEARNING OBJECTIVES

As you complete this learning area, you should be proficient in the following areas:

Knowledge:
• A brief history of hypnosis
• The Theory of Mind
• The definition of hypnosis

Comprehension:
• How the hypnotic state is created

Application:
• The theory of Emotional and Physical Suggestibility

LEARNING APPROACH

The recommended approach to learning this area is to:

• Refer to the Workbook pages for this lesson while watching the streaming video, taking notes as needed.
• Review your notes, Workbook pages and class streaming video
• Complete the open-book quiz
• Practice the techniques covered in this class
• Recommended – Read chapters 1 and 2 of your Professional Hypnotism Manual

RESOURCES

• Your Class Lesson
• Workbook and notes
• Your HMI Tutor

CONTINUING EDUCATION OPPORTUNITIES

• The Professional Hypnotism Manual - John G. Kappas, Ph.D.
  Buy online at https://hypnosis.edu/books/hypnotism-manual
KAPPASINIAN DEFINITION OF HYPNOSIS

Hypnosis is created by an overload of message units, disorganizing our inhibitory process (Critical Mind), triggering our fight/flight mechanism and ultimately creating a hypersuggestible state, providing access to the subconscious mind.

MODEL OF THE MIND

When the infant is first brought into the world, he/she does not have the logic, reason, or the inhibitory process. To make their needs known, the child uses more primitive mechanisms. The child has a more primitive mind. Included in the primitive mind are the fight/flight mechanisms. As the child grows, it develops the inhibitory processes.

How does the baby learn? There are only two fears that a baby is born with, the fear of falling and a fear of loud noise. Everything else is learned by association and identification.

From age zero to approximately age eight, the child develops a library of these associations and identifications. He/she learns that some of these are good (positive) and some of these are bad (negative). These positive and negative associations form what is referred to as our “life script.” This life script is formed from what we know. The child does not yet know good from bad or right from wrong. He/she is only aware of the associations and identifications.

Between the ages of eight and twelve, (approximately), we start to develop logic and reason. We are capable of making decisions and developing will power. This becomes our conscious mind, which represents 12% of our total mind power. The subconscious mind is made up of the remaining 88% of our total mind power.

MESSAGE UNITS

Definition: All of the input sent to the brain by the environment, the physical body and the conscious and subconscious minds. When too many message units are received (as in a life-threatening emergency), the result is a state of overload disorganizing the critical mind.
FIGHT/FLIGHT REACTION

**Definition:**
A primitive and involuntary reaction that is triggered by a perceived sense of danger or during a state of anxiety, in order to defend oneself or to escape from danger.

Primitive man survived by developing two basic instincts. These instincts are called Fight and Flight mechanisms. Man (and some creatures) had developed greater strength and aggression (fight) while others developed speed, agility and sensitivity toward their surroundings using their sense of smell, hearing and sight (flight). Creatures that were able to develop both fight and flight abilities survived to evolve, others became extinct.

AUTONOMIC NERVOUS SYSTEM

There are two divisions of the autonomic nervous system:

**Sympathetic:** Activated during the fight/flight mechanism.

**Parasympathetic:** A self-regulating stabilizing system that brings us back to a state of balance.

During sympathetic arousal, physiological changes occur, preparing the body for fight/flight. After the danger has passed, the parasympathetic system takes over to create a homeostasis (balance).

IMPORTANT DIFFERENCES

Hetero-hypnosis is a hypnotic state that is created by another person.

Self-hypnosis is a hypnotic state that is self-created.

**Sleep and Hypnosis:**
Sleep is a state during which you are unconscious of what is going on. Hypnosis is a state during which you are consciously aware of what is happening around you.

Another important difference is that during the sleep state we do not learn. Probably the most influential source of message units is the subconscious mind.
When we have received an overload of message units, the critical mind is unable to process all the message units, which brings on the state of hypnosis. When we become overloaded, the subconscious mind takes over and begins to deal with knowns.

**CREATING THE STATE OF HYPNOSIS**

Hypnosis is created by the hypnotist in much the same way as the environment. The hypnotist uses a state of anxiety which leads to hypnosis. It is **not** created by a state of relaxation.

Changes that occur during hypnosis as a result of the fight/flight mechanism:

1. Changes in breathing.
2. Dryness of the lips and throat.

Once in hypnosis, parasympathetic nervous system takes over, breathing becomes shallower and the body becomes more relaxed.

**HOW SUGGESTIBILITY IS LEARNED**

Suggestibility can be defined as the manner in which an individual receives and interprets input (i.e., message units) or how the individual was communicated with from infancy to adulthood.

Prior to 1967, hypnotists used one of three basic approaches to induce the hypnotic state. These were:

1. Eye Fascination
2. Authoritarian Approach
3. Progressive Relaxation

Unfortunately, most hypnotists still word their approaches with direct, literal suggestions. This did not and still does not work with approximately 50% of the population because direct, literal suggestions only work with one type of individual.

Dr. Kappas found that there were different types of suggestibility. This explained why the direct, literal suggestions were not working with some of the population.
Initially, learning is accomplished through our primary caretaker (e.g., mother), from birth to approximately age five. From ages six to nine, the child’s suggestibility is also influenced by his peers, teachers, and others. From ages nine to fourteen, the secondary caretaker (e.g., father) begins to influence the child’s suggestibility.

Every interpersonal message is made up of three parts:

1. Verbal content.
2. Extraverbal (non-spoken) content.
3. The state of mind of the receiver

If mother follows through with what she says to the child and her verbal and non-verbal communication is congruent, the child learns direct, literal communication (i.e., physical). If mother does not follow through with what she says, the child receives incongruent messages and begins to look for the hidden meaning in what is being said (i.e., emotional).

If mother disciplines (e.g. spanks) the child and then rewards (e.g., hugs, kisses, etc.) the child, the idea of physical sensations being rewarded is reinforced. If mother does not give any reward, the opposite can occur and ego sensations become repressed.

The physical suggestible places their physical body out front and protects their emotions, particularly when fearing rejection. The emotional suggestible places defensive emotions out front (e.g., fear, embarrassment, discomfort) to protect their physical body and therefore protect their fear of loss of control.

**EMOTIONAL SUGGESTIBILITY**

**Definition:** A suggestible behavior characterized by a high degree of responsiveness to inferred suggestions, affecting emotions and restriction of physical body responses; usually associated with hypnoidal depth. Thus, the emotional suggestible person learns more by inference than by direct, literal suggestions.

**PHYSICAL SUGGESTIBILITY**

**Definition:** A suggestible behavior characterized by a high degree of responsiveness to literal suggestions, affecting the body and restriction of emotional responses; usually associated with cataleptic stages or deeper.

A physical suggestible is right-brain dominant, while an emotional suggestible is left-brain dominant.
SOMNAMBULIST

A somnambulist is an individual who has 50/50 suggestibility (i.e., 50% physical suggestible, 50% emotional suggestible). This type will respond equally well to all suggestions, both direct and inferred, affecting both the body and the emotions.

INTELLECTUAL SUGGESTIBLE

This type of person is very analytical, having an Emotional Suggestibility score of 80% or higher. The intellectual suggestible fears being controlled by the hypnotist, and is constantly trying to analyze, reject or rationalize everything the hypnotist says. The induction of choice for this type of suggestibility is the “Auto-dual” method, which will be discussed in Class #4.

HOW WE COMMUNICATE

The physical suggestible individual learns literally and directly, but speaks in metaphors and inferences. The emotional suggestible learns indirectly and inferentially, but speaks directly and literally.

Example:  *Would you tell me your name?*

The Physical would respond **Yes**.
The Emotional would respond by telling you their name.
The finger-spreading is used on the client in the first session to determine emotional or physical suggestibility. Do not let your client ask questions during the test. If they do start talking, tell them it is a silent suggestibility test and it is important for them to just observe the process and see what happens.

It does not matter which arm you start with, however, it will be important to watch the "speed" of the finger-spreading and how "wide" the fingers move apart. You will be able to determine whether the client is emotional or physical suggestible from the results.

1. Position the client in a chair sitting up straight with their feet flat on the floor and hands on their legs. Make sure they take their glasses off.

2. Explain that you are going to “Test Suggestibility.”

“I am going to test your suggestibility to see if you are more left brain or right brain dominant in how you respond to suggestions. This is one test that you cannot pass or fail so don’t help me in any way.”

3. Lift up the client’s arm and hand. Place the palm in front of the face about 10 inches away, fingers up straight and above eye level. Firmly hold the elbow and hand, tap the middle finger (3 to 4) times and say:

“I want you to stare at your middle finger and when I let go of your hand your fingers will begin to separate.” (Let go of elbow and hand)

“Separating, separating, wider and wider, farther and farther apart.”

Repeat words out loud (3) times to test **PHYSICAL SUGGESTIBILITY**.

4. Put the hand down and lift up the other arm and hand. Place the palm in front of the face about 10 inches away, the fingers up straight and above eye level. Firmly hold the client’s elbow and hand and tap the middle finger (3 to 4) times then let go.

Repeat words silently (3) times to test **EMOTIONAL SUGGESTIBILITY**.

Put the hand down and tell client they did very well with each suggestibility test to eliminate fear or doubt.
FINGER-SPREADING CONVERSION TO HYPNOSIS

1. Position the client in a chair sitting up straight with their feet flat on the floor and hands on their legs. Make sure they take their glasses off.

2. Lift up the client’s arm and hand. Place the palm in front of the face about 10 inches away, fingers up straight and above eye level. Firmly hold the elbow and hand, tap the middle finger (3 to 4) times and say:

   “I want you to stare at your middle finger and when I let go of your hand your fingers will begin to separate… (Let go of elbow and hand)

   Separating, separating, wider and wider, farther and farther apart, separating, separating, wider and wider, farther and farther apart…”

   “Now as your fingers continue to separate…I want you to tell me if you think it is your hand or your arm that is starting to pull inward towards your face. Is it the hand or arm that is pulling inward?” (Wait for response)

3. Physiological changes: Remember to talk about the body reactions.

   “Good… now the (hand/arm) will continue to pull in closer and closer towards your face as your fingers continue to separate… and when you begin to notice your breathing starting to get deeper and you are taking in more oxygen… nod your head “Yes” and let me know…” (Wait for response)

   “When you notice your eyelids starting to blink and become heavy nod your head “YES” and let me know… and the more your eyes blink the heavier they will become and the heavier they become the more your eyes will blink… becoming so heavy, so heavy now… they much rather prefer to stay closed… Your (hand/arm) continues to pull in closer and closer to your face, your breathing is getting deeper and your eyes are feeling heavier with every breath that you take in… heavier and heavier as the (hand/arm) pulls in towards the face.”

(Repeat suggestions until the hand comes in to touch the face)

   “When your (hand/arm) comes all the way in to touch your face… the moment you make skin contact your eyes will close and you will reach your peak of suggestibility and enter the hypnotic sleep…”

4. When they make skin contact say DEEP SLEEP.

   (Post-Hypnotic Suggestion) “Each and every time I suggest the words Deep Sleep to you for the purpose of hypnosis, you will enter this state of hypnosis quickly, calmly and deeply and the physical body will relax…”

5. Now put the hand down on their leg and count from (5 to 0) to deepen.
SUGGESTIBILITY QUESTIONNAIRE

“Yes” answers to Questionnaire #1 are indicative of Physical Suggestibility.

“Yes” answers to Questionnaire #2 are indicative of Emotional Suggestibility.

HOMEWORK BEFORE CLASS #2

1. Take the Suggestibility Questionnaire located at the end of your Foundations in Hypnotherapy Workbook for yourself and score it.

2. Optional but recommended: read Chapters One and Two in the Professional Hypnotism Manual.

3. Practice the “Finger-Spreading Test.”
LEARNING OBJECTIVES

As you complete this learning area, you should be proficient in the following areas:

Knowledge:
- Literal versus Inferred Suggestions
- Maternal and Paternal Approaches

Comprehension:
- Pre-Induction Speeches

Application:
- Conversions
- Deepening Techniques
- Progressive Relaxation

LEARNING APPROACH

The recommended approach to learning this area is to:

- Refer to the Workbook pages for this lesson while watching the streaming video, taking notes as needed.
- Review your notes, Workbook pages and class streaming video
- Complete the open-book quiz
- Practice the techniques covered in this class
- Optional but recommended – Read chapters 3 and 4 of your Professional Hypnotism Manual

RESOURCES

- Your Class Lesson
- Workbook and Notes
- Your HMI Tutor

CONTINUING EDUCATION OPPORTUNITIES

- The Professional Hypnotism Manual - John G. Kappas, Ph.D.
  Buy online at [https://hypnosis.edu/books/hypnotism-manual](https://hypnosis.edu/books/hypnotism-manual)
INHIBITION

Definition:
Unconscious defense against forbidden, unacceptable conditions (learned) and instinctual drives or impulses.

Originally, man functioned completely on basic instincts. He did not have inhibitions. Modesty, privacy and sexual taboos were some of the earlier inhibitions to develop.

As man evolved, he came to the realization that he did not have to act on every impulse that confronted him. He then started to develop conscious control.

At this point the fight mechanism started to become anxiety. He started to feel it in his body. The modern way of looking at this is reaction versus action.

The flight mechanism also developed a modern way of coping. This can be seen as repression versus depression. The modern flight mechanism is depression.

DREAMS

There are three types of dreams classified by the stage of the night in which they occur. These are:

Processing (Wishful Thinking Stage) - The mind’s attempts to sort and store the thoughts of the day.

Predictive (Precognitive Stage) - The mind’s attempt to predict the events of the future.

Venting (Venting Stage) - The mind’s attempt to vent, or release, the overload of message units accumulated during the day.

The most important of these three types are the dreams which occur during the venting stage.
PAIN - PLEASURE

Every organism will choose pleasure over pain. Unknowns represent pain to the subconscious mind. An unknown is a physical or psychological threat that has never been experienced before; therefore, it carries no identification or association. It is strange to the subconscious mind.

Knowns represent pleasure. A known is something that we have associated or identified before. It may be either positive or negative but will be accepted by the subconscious because it has been experienced before. It might not be a pleasurable experience but it represents pleasure because it is known. Negatives are accepted by the subconscious because they are known.

DYNAMICS OF THE SUGGESTIONS

In the case of a physical suggestible, message units are taken in literally as a thought. It then becomes an image, then a physical feeling and, finally, an emotional response.

An Emotional takes in message units as a thought. The thought, then becomes an image, then an emotional feeling and, finally, a physical reaction.

When giving suggestions to a Physical, work on the conflict literally. With an emotional, work on what they are deprived of by the conflict. The clue to suggestions with an emotional is finding out how they feel.

During hypnosis, the critical area of the mind is in a state of abeyance. It does not have the chance nor desire to fight the suggestions and suggestive ideas entering the subconscious mind.

Suggestibility is testable! Any attempt to place someone in the state of hypnosis without testing their suggestibility is only setting yourself up for failure.

CONVERSION TO HYPNOSIS

A suggestibility test may be used to convert a subject into hypnosis. The purpose of a suggestibility test is:

1. To determine the degree of physical or emotional suggestibility.
2. To convert the subject to hypnosis without their being consciously aware of it. During the suggestibility test the hypnotist is building up message units. The hypnotist should begin all suggestibility tests by saying "What I am going to do is to test your suggestibility. You cannot pass or fail this test, so don't help or hinder me in any way."

**RAPPORT**

Twenty-five percent of the population is naturally suggestible to you at any time. Therefore, you will automatically have rapport with them.

**VISUALIZE VERSUS IMAGINE**

Some subjects are much more visual than other subjects. They are able to visualize and see pictures in their mind with greater ease. The hypnotist can say things such as "Visualize" or "see yourself in this scene". The hypnotist may also use phrases such as "Imagine yourself in this scene."

**INDUCTIONS**

The primary induction used is the arm-raising. The other inductions are used as secondary ones.

**PRE-INDUCTION**

**Definition:** An introduction to hypnosis to prepare the subject for the induction. It should include an explanation of hypnosis and an idea of what the subject can expect to experience in the state.

There are two main purposes to the pre-induction:
1. Dispel misconceptions and fears.
2. Build expectation and rapport.

Never use the word cure. It implies a medical treatment. Hypnotists treat many things but never claim to cure anything.

**TIP:** Create a scripted pre-induction explanation that serves the two purposes above. Practice explaining hypnosis with your friends and relatives. Your explanation should take no more than three minutes. This is a very important element of the hypnosis session.
INFERRED ARM-RAISING IN 10 STEPS

1) Position client sitting up in the chair with their feet on the floor and arm on the table
   - Make sure their glasses are off and they have no gum in their mouth
   - Take client’s hand and lift up to touch the face and feel the palm for sweat
   - Have them look directly at you as you ask them questions to test suggestibility

2) Explain that you are going to “Test Suggestibility”
   “I am going to ask you a few questions to test your suggestibility to see if you are more left brain or right brain dominant in how you respond to suggestions. This is one test that you cannot pass or fail so don’t help me in any way. Everything tells me a story.”
   “You don’t need to talk during this test…. If the answer is YES just nod your head “yes”… if it is NO then shake your head “no”… if you don’t know the answer just stare at me… I will find the answers in your eyes… O.K?”

3) Ask a series of “Suggestibility Questions” (last 2 questions are the most important)
   - Have you ever walked or talked in your sleep?
   - Have you ever woken up at night and felt you couldn’t move your body or talk?
   - After having an argument with someone, do you ever think of what you could have or should have said?
   - If you were to think about biting into a sour lemon would your mouth begin to water?
   - Can you visualize – can you picture things in your mind?
   - Can you imagine – can you remember what images look like?

   “Now take a look at your arm, from the elbow down to your fingertips, get a good picture of it and close your eyes. Visualize or imagine your arm and hand in your mind. When you can remember what they look like nod your head yes and let me know.” (Wait for response)

4) Physiological Changes in Body
   “Now as you begin to enter the hypnotic state you will notice a series of changes taking place in your body. “I” will notice them before you do and when “YOU” become aware of them just nod your head “yes” and let me know O.K?”
   “The first change that takes place is that your breathing may have a tendency to grow deeper as your body takes in more oxygen. When you begin to notice your breathing getting deeper and deeper just nod your head “yes” and let me know.” (Wait for response)
   “Your lips, throat and mouth will begin to feel dry and you may have an urge to swallow. When you notice this - nod your head “yes” and let me know. This is very natural and normal.” (Wait for response)
“Now focus on your eyes and your eyelids. Do you notice that little fluttering sensation of your eyes moving underneath your eyelids? We are now entering the first stage of hypnosis.

5) Conversion into Hypnosis: Pay attention to how fast or slow the arm is moving

“Now bring your attention down to your elbow… the one that is pressing down on the table. As your elbow presses down the muscles in the upper arm will begin to tighten and pull, and from your elbow down to your fingertips your lower arm and hand will begin to lift and rise, higher and higher, lighter and lighter, just as light as a feather… lifting and rising, pulling and jerking, moving up off the table, higher and higher, lighter and lighter, light as a feather.”

“We now will tie this into your breathing. With every breath you take in your arm and hand will lift and rise, going up higher and higher, lighter and lighter, pulling up towards your face.”

CONTINUE TO SAY “POWER WORDS” FOR THE ARM AND HAND TO MOVE UP:
Ex: “lifting, rising, higher, lighter, pulling, jerking, moving up, with every breath now”

* (Misdirection for Overload)

“Now as your arm and hand continues to lift and rise, your body begins to sink deeper down into the chair, your feet press harder into the floor, and the hand on your leg may even begin to feel heavier… (Pause) all the while your arm and hand continues to lift and rise, higher and higher, lighter and lighter… just lifting and rising, pulling in towards the face.”

Repeat the “POWER WORDS” until the hand is (½) way to the face then say:

“Now at this time you may begin to notice that your “hand” starts to twist and turn inward at the wrist. It’s almost as if there is a magnetic pull of your hand coming in to your face… and your head dropping down to meet your hand. It’s now a twisting and turning, lifting and rising, pulling and jerking sensation that goes up… higher and higher, lighter and lighter, just as light as a feather…

With every inhale arm and hand goes up… and on the exhale the head begins to drop down now to meet the hand… getting heavier and heavier, heavier and heavier with every breath… the hand and head continue pulling in closer and closer together.”

Repeat the “POWER WORDS” until the hand is (6) inches from the face then say:

“Now when your hand comes all the way up to touch your face… the moment you make skin contact you will reach your peak of suggestibility and enter the hypnotic sleep.”

When hand touches the face – SNAP FINGERS and say “DEEP SLEEP”
6) **Post-Hypnotic Suggestion for “DEEP SLEEP”**

“Each and every time I suggest the words *Deep Sleep* to you, for the purpose of hypnosis and with your permission, you will enter this state of hypnosis very quickly, calmly and deeply and the physical body will relax.” *(Snap fingers)*

(Gently take the hand and put it down on the table and count down from 5 to 0)

“I will now use a count from 5 backwards down to 0. With each and every count, the mind and body allows you to enter the hypnotic sleep more deeply at **ZERO**…”

“Starting with the count of 5… we are beginning to go down now… deeper and deeper into the state of hypnosis…”

4 - physically releasing, relaxing and letting go  
3 – is an emotional calmness  
2 - you are mentally relaxing now  
1 - going deeper and deeper

**And Zero is “DEEP SLEEP”** *(snap fingers)*

(Repeat Post-Hypnotic Suggestion) “Each and every time I suggest the words *Deep Sleep* to you, for the purpose of hypnosis, you will enter this state of hypnosis very quickly, calmly and deeply and the physical body will relax…” *(Snap fingers)*

7) **Deepening Techniques** *(use as many as you can for greater depth)*

* Challenges: (the hand is stuck to the face (or) the eyes are stuck together)  
* Progressive Relaxation: (head to feet when sitting up / feet to head when in recliner)  
* Staircase: (Counting down from 20 to 0 with two secure handrails)  
* Reactional Hypnosis: (eyes open – deep sleep – eyes open – deep sleep)

8) **Give Positive Suggestions for Therapy** *(example)*

“You will have a greater feeling of success, happiness and confidence in all areas of your life and this feeling will increase each and every day.” *(Snap fingers)*

9) **Count Out of Hypnosis**

“It is now time to come back up out of the state of hypnosis feeling very calm and relaxed. I will reverse the count from **0 to 5** and with each count you begin to feel more alert and awake with a positive sense of well-being.”

**Zero** – Let’s shut that door to the subconscious mind to block all negatives

1 – slowly and calmly coming up out of the state of hypnosis now  
2 – physically aware and mentally alert  
3 - coming up even higher now  
4 – eyes beginning to open and  
5 - EYES OPEN and WIDE AWAKE
1 - 2 – 3 – 4 - 5  EYES OPEN and WIDE AWAKE

10) Do a Finger-Spread Conversion to test for re-hypnosis:

Now lift up the client’s arm and hand. Position it for a finger-spread conversion and have the client re-enter the state of hypnosis for reinforcement. (See finger-spread conversion handout)

(After the finger-spread conversion is complete. Count the client out from 1 to 5 many times until fully awake)
LEARNING OBJECTIVES

As you complete this learning area, you should be proficient in the following areas:

Knowledge:
- The Theory of Emotional and Physical Suggestibility
- The Laws of Suggestibility

Comprehension:
- The Different States of Hypnosis

Application:
- Progressive Relaxation

LEARNING APPROACH

The recommended approach to learning this area is to:

- Refer to the Workbook pages for this lesson while watching the streaming video, taking notes as needed.
- Review your notes, Workbook pages and class streaming video
- Complete the open-book quiz
- Practice the techniques covered in this class
- Optional but recommended – Read chapter 5 of your Professional Hypnotism Manual

RESOURCES

- Your Class Lesson
- Workbook and notes
- Your HMI Tutor

CONTINUING EDUCATION OPPORTUNITIES

- The Professional Hypnotism Manual - John G. Kappas, Ph.D. Buy online at https://hypnosis.edu/books/hypnotism-manual
- Relationship Strategies: The E & P Attraction - John G. Kappas, Ph.D. Buy online at https://hypnosis.edu/books/relationship-strategies
DOMINANT LAWS OF SUGGESTIBILITY

There are five basic laws of suggestibility, the proper application of which will allow the hypnotist to utilize man’s natural suggestibility to its fullest. It is man’s propensity toward the emotions of fear and greed that make him so susceptible to the influence of these laws.

Fear suppressed our ability to make a decision. As a result any decision made for us during the fear reaction becomes the road of least resistance and is readily accepted by the subconscious mind. Greed brings about a state of urgency and causes us to react without logical thinking.

Keep these two emotions in mind when referring to the Laws of Suggestibility. The Laws are:

1. The Law of Reverse Action or Reverse Reaction.
2. The Law of Repetition.
3. The Law of Dominance.

The most common law is the Law of Reverse Action, sometimes referred to as Reverse Psychology. A subject will respond to the stronger part of a suggestion, if the alternative presented is considerably weaker. For example, in the case of an eye challenge, “Your eyes are stuck. You cannot open them. The harder you try, the more difficult it becomes.”

The Law of Repetition is represented in the fact that the more we do something, the better we become at it. By repeating suggestions in hypnosis, the suggestive idea becomes stronger.

An example of the Law of Dominance is the suggestion of deep sleep. These words spoken in an authoritative tone represent a command to the subject, who is apt to accept a suggestion from an authority figure (e.g., the hypnotist).

The Law of Delayed Action is when a suggestive idea is inferred, the subject will react to it whenever a condition or situation that has been used in the original suggestive idea presents itself.

The Law of Association simply put is, whenever we repeatedly respond to a particular stimulus in the presence of another, we will soon begin to associate one with the other. Whenever either stimulus is present, the other is recalled. The post-suggestion to re-hypnosis works under this law.
PATTERN OF THERAPY

All hypnotherapy follows the same basic pattern. First, the client is allowed to guide the discussion. During this initial phase, the client generally does not vent negative emotions. Second, in the hypnotic state, all the positive suggestions for change are placed in the subconscious mind, which allows the client to feel better.

REACTIONAL HYPNOSIS

Definition: Repeatedly awakening the subject and re-hypnotizing this person with a post-suggestion to re-hypnosis. This is an effective method of achieving depth in hypnosis.

SHOCK INDUCTION

SHOCK INDUCTION IS USED PRIMARILY IN EMERGENCY SITUATIONS ONLY. It can be used, for example, in a hospital or on a battlefield. It can also be used in therapy to “jar” the subject.

FAIT ACCOMPLI

Fait accompli is the concept that, if you pretend and go along with the hypnotist in any way, you will end up being in the hypnotic state. The pretense breaks the defense.

As a hypnotist, you can use this by telling the subject to just “Pretend to go along with this.” This approach works well with emotional subjects.
Arm-Raising Induction/Progressive Relaxation

**Theory of Mind (Pre-Induction):** Introduce hypnosis, dispel fears, overload and find the hook.

**Position Client in Chair:** Glasses off-sit up and put feet flat on floor-the hands on legs.

**Test Suggestibility:** Use the finger-spread or heavy-light to test degree of E & P suggestibility.

**Re- Position Client in Chair:** One hand and arm on table, the other on the leg.

**Lift Hand to Face:** Feel for sweating on palm. Is arm stiff or relaxed? Can it touch the face?

**Suggestibility Questionnaire:** Ask questions with non-verbal answers. Nod head “yes” or “no”

Last 2 questions to ask: “Can you visualize? Can you imagine?”

**Have Client Look at Hand on Table:** Close eyes and visualize or imagine hand in the mind.

**Physiological Changes in Body:** Breathing gets deeper, dryness in mouth and throat, eyes will begin to flutter and the elbow presses down on the table.

**Inferred Arm-Raise Induction:** The arm and hand begins to lift and rise up off the table to touch the head. Tie this into the breathing. On the inhale, the arm/hand goes up. On the exhale, the head begins to drop down. When the hand is halfway to face, have it start to twist and turn inward.

**Power Words:** “Lifting, rising, higher and higher, lighter and lighter-just as light as a feather, pulling, jerking and moving up with every breath you take in…”

**Hand Touches the Face:** Reach the peak of your suggestibility and “DEEP SLEEP” (Snap).

**Post-Hypnotic Suggestion:** “Each and every time I suggest the words Deep Sleep to you, for the purpose of hypnosis and with your permission, you will enter this state of hypnosis quickly, calmly and deeply and the physical body relaxes.” *(Repeat this many times.)*

**Use a Challenge and Count Down 5 – 0.**

**Progressive Relaxation:** Tie this into the breathing. Create calmness and comfort in client.

(In recliner: Start from feet and go the top of head.)

(In chair: Start from the head and go down to the feet.)

**Count 5 – 0 to deepen:** Repeat post-hypnotic suggestion of “Deep Sleep.”

**Arm rigidity / Staircase / Other Deepening Techniques:**

**Give Positive Suggestions for Therapy:**

**Take Out of Hypnosis:** Count 0–5, then use a “finger-spread” conversion for re-hypnosis.

**Count Out Completely:** Count 0-5 one time, then count 1-5 a few times until client is fully alert.
The goal during the first session is to build enough message units so that the subject is taken to either the first, second or third stage of somnambulism. It is important during the first session to peak the subject’s suggestibility so that a full conversion is obtained. The subject will later automatically revert back to his/her normal suggestible state. However, the hypnotist can induce somnambulism at a later date, if necessary.

There are three basic levels of hypnosis:

**Hypnoidal** - Characterized by rapid eye movement (REM). It is the lightest stage of hypnotic sleep.

**Cataleptic** - Characterized by the eyes moving from side to side. It is the medium stage.

**Somnambulism** - Characterized by the eyes rolling up underneath the eyelids. This is the deepest stage of hypnosis.

There are three stages of somnambulism:

A **first-stage** somnambulist will exhibit approximately 30% spontaneous amnesia.

A **second-stage** somnambulist will exhibit approximately 60% spontaneous amnesia.

A **third-stage** somnambulist (the deepest subject) will respond to all types of suggestions. This subject will exhibit 80% or more spontaneous amnesia; they will remember almost nothing that occurred while in hypnosis.

Practice the techniques you have learned so far, especially the arm-raising.
**PROGRESSIVE RELAXATION**

Sit back in your chair. Uncross your legs. Close your eyes. Now begin breathing very deeply, taking five deep breaths, and with every breath you exhale, you will become more deeply relaxed.

After the fifth breath, concentrate on the weight of your shoes. Your shoes, being foreign to your normal body weight, will begin to feel heavy, and this heavy relaxation, from your toes to your heels to your ankles, will become very prominent. You are now feeling this heavy relaxation moving upward into the calves of your legs…feeling the weight of your legs pushing down, heavier, and heavier…and feeling your legs relaxing deeply…deeply relaxing…and this heavy relaxation moves into the knees, as you concentrate only on my voice.

Pay no attention to any sound outside except for the sound of my voice, for these sounds are everyday sounds of life and cannot distract or disturb you, but will tend to relax you and allow you to go even deeper into this deep, heavy relaxation.

Now feel the relaxation moving upward into your thighs and hips and through the mid-section of your body…feel the stomach muscles relaxing…deeply relaxing…and the entire chest area becomes saturated with the relaxation. Breathing becomes very deep, gentle, and rhythmic, and the drowsy, sleepy, daydreaming feeling of relaxation takes over… LETTING GO!…drifting down, deeper and deeper, and your arms, hand and fingers are relaxing…feeling a numb, pleasant, tingling feeling through your fingers, as this relaxation grows deeper and deeper.

Neck muscles are relaxing, and all the little muscles in the scalp are letting go, feeling as if the blood is circulating very close to the skin. This relaxation moves down over your forehead and down over your eyelids and your jaw muscles relax deeply…deeply relaxing…and growing heavier.

And as I count from five down to zero, each count will represent deep relaxation, and you will feel the body relaxing even more and letting go…deeper and deeper…and when I reach zero, you will go deep asleep. Now, FIVE…letting go…FOUR…THREE…TWO…ONE…ZERO…[snap your fingers] DEEP ASLEEP!
VOLUME 1 - CLASS #4

LEARNING OBJECTIVES

As you complete this learning area, you should be proficient in the following areas:

Knowledge:
• Self-Hypnosis Conditioning

Comprehension:
• Common Misconceptions About Self-Hypnosis

Application:
• Multiphase Approaches to Self-Hypnosis

LEARNING APPROACH

The recommended approach to learning this area is to:

• Refer to the Workbook pages for this lesson while watching the streaming video, taking notes as needed.
• Review your notes, Workbook pages and class streaming video
• Complete the open-book quiz
• Practice the techniques covered in this class
• Optional but recommended – Read chapter 10 of your Professional Hypnotism Manual

RESOURCES

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AUTO-DUAL INDUCTION

This is an induction that works very well with the intellectually suggestible subject. Have the subject repeat everything the hypnotist is saying. This keeps the intellectual suggestible subject from analyzing what is happening. This may be used as a primary induction with an intellectual suggestible, but may also be used as a secondary induction with other subjects.

SELF-HYPNOSIS

The basic difference between hetero-hypnosis and self-hypnosis is that hetero-hypnosis involves the disorganization of the inhibitory processes, whereas self-hypnosis requires the organization of the inhibitory processes.

Two laws that govern self-hypnosis are:

The Law of Repetition - By doing it over and over, you become better at it.

The Law of Association - The idea of associating to the state and to the keys that you use.

TREATMENT AND SELF-HYPNOSIS

Self-hypnosis is not used to “cure” a problem. You do not treat yourself. It may be used effectively for relaxation, stress control, and other non-therapeutic reasons, such as, general self-improvement or sports improvement.

DEBUNKING MYTHS SURROUNDING SELF-HYPNOSIS

Anytime a tape is used, or someone else’s words (e.g., from a book) are used, the hypnosis is hetero-hypnosis rather than true self-hypnosis because the subject is still being hypnotized by someone else.
SELF-HYPNOSIS AND MEDITATION

Self-hypnosis is the process of organizing your thoughts to vent, release and relax. Meditation is the process of “clearing” your thoughts.

SELF-HYPNOSIS KEYS

These are words that you relate to, both physically and emotionally, that will work the best to trigger the self-hypnosis state.

Physical Keys - Words that you relate to the most physically.

- Heavy
- Floating
- Relaxation
- Lightness
- Loose
- Tingling
- Limp

Emotional Keys - A word that you respond or relate to emotionally.

- Calmness
- Confidence
- Success
- Happiness
- Joy
- Contentment
- Peace

Intellectual Key - A universal key for everyone.

- Deep Sleep

TIME DISTORTION

When in hypnosis, time distortion can take place. It may manifest as either expansion or contraction. Twenty minutes may seem as short as five or as long as an hour.
SELF-HYPNOSIS NOTES

Never go into self-hypnosis with a strong negative attitude. Give yourself an alternative so that when you open the door to your subconscious mind, you are not taking all the negatives in with you.

When formulating suggestions do not use negative words or feelings, such as “I will not” or “I can not.” Phrase your suggestions in a positive manner.

Also, do not work on too many suggestions at one time. Work on only one or two suggestions at a time, allowing the law of repetition to work.

LAW OF ASSOCIATION AND SELF-HYPNOSIS

We are associating a calm state (Self-hypnosis) with a situation that normally elicits anxiety. Relaxation and tension cannot co-exist in the body. Therefore, while relaxed, you are getting rid of tension.

HOMEWORK

1. Practice self-hypnosis.

This lesson is titled "HYPNOTIZED." In this lesson, HMI Director, George Kappas transports you into the future to give you a glimpse of the hypnotherapy skills and career that HMI advanced training will prepare you for. One of the unique features of HMI’s training is that we do LIVE therapy with REAL clients in the classroom, following their progress in hypnotherapy over a period of time.

This lesson contains two episodes of our documentary series “HYPNOTIZED” that will show you what training at HMI is like, what people seek hypnotherapy for, how people respond to hypnosis and how effective hypnotherapy can be with a variety of issues.

This lesson also contains your online Final Exam. The Final Exam contains 36 questions that draw from all of the lessons in the Foundations in Hypnotherapy Course. It is suggested you review your workbook before beginning this exam.

In addition to your online Final Exam, you are also required to have a Tutor Appointment with your Foundations Tutor via Phone or Skype. Your Tutor Appointment will be a short, easy, fun conversation with your Tutor to review a few key concepts of the Foundations Course and ask any questions you have regarding the Foundations or Advanced training.

Upon successful completion of your Final Exam you will then be asked to schedule your Tutor Appointment. To schedule please go to "3" Scheduled Lessons" in your left hand menu to schedule your Tutorial Appointment. Again this option will not appear until you have completed your online Final Exam.

Successful completion of both your Online Final Exam and Tutor Appointment are required to complete your Foundations Course.

For detailed information on HMI Advanced Training, Certification as Hypnotherapist, information on additional learning resources and more, please read your HMI Distance Education School Catalog.

Thank you for being a great student and thank you for choosing HMI as your Hypnotherapy Education Provider.

*Please note that certain Countries are exempt from the oral presentation, including China, and India. If, after completing your online exam, there is no “Scheduled Lessons” option in your menu and you are outside the U.S. then you fall into this category.
<table>
<thead>
<tr>
<th></th>
<th>Question</th>
<th>YES</th>
<th>NO</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Have you ever walked in your sleep during your adult life?</td>
<td></td>
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<tr>
<td>2</td>
<td>As a teenager, did you feel comfortable expressing your feelings to one or both of your parents?</td>
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<tr>
<td>3</td>
<td>Do you have a tendency to look directly into a person's eyes and/or move closely to them when discussing an interesting subject?</td>
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<tr>
<td>4</td>
<td>Do you feel that most people, when you first meet them, are uncritical of your appearance?</td>
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<tr>
<td>5</td>
<td>In a group situation with people you have just met, would you feel comfortable drawing attention to yourself by initiating a conversation?</td>
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<tr>
<td>6</td>
<td>Do you feel comfortable holding hands or hugging someone you are in a relationship with in front of other people?</td>
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<tr>
<td>7</td>
<td>When someone talks about feeling warm physically, do you begin to feel warm also?</td>
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<tr>
<td>8</td>
<td>Do you tend to occasionally tune out when someone is talking to you because you are anxious to come up with your side, and, at times, not hear what the other person said?</td>
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<tr>
<td>9</td>
<td>Do you feel that you learn and comprehend better by seeing and/or reading than by hearing?</td>
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<tr>
<td>10</td>
<td>In a new class or lecture situation, do you usually feel comfortable asking questions in front of the group?</td>
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<td>11</td>
<td>When expressing your ideas, do you find it important to relate all the details leading up to the subject so the other person can understand it completely?</td>
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<tr>
<td>12</td>
<td>Do you enjoy relating to children?</td>
<td></td>
<td></td>
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<tr>
<td>13</td>
<td>Do you find it easy to be at ease and comfortable with your body movements, even when faced with unfamiliar people and circumstances?</td>
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<tr>
<td>14</td>
<td>Do you prefer reading fiction rather than non-fiction?</td>
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<tr>
<td>15</td>
<td>If you were to imagine sucking on a sour, bitter, juicy, yellow lemon, would your mouth water?</td>
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<tr>
<td>16</td>
<td>If you feel that you deserve to be complimented for something well done, do you feel comfortable if the compliment is given to you in front of other people?</td>
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<tr>
<td>17</td>
<td>Do you feel that you are a good conversationalist?</td>
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<tr>
<td>18</td>
<td>Do you feel comfortable when complimentary attention is drawn to your physical body or appearance?</td>
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</tr>
</tbody>
</table>
1. Have you ever awakened in the middle of the night and felt that you could not move your body and/or talk? YES NO
2. As a child, did you feel that you were more affected by your parents' tone of voice, than by what they actually said? YES NO
3. If someone you are associated with talks about a fear that you have experienced before, do you have a tendency to have an apprehensive or fearful feeling also? YES NO
4. After having an argument with someone, do you have a tendency to dwell on what you could or should have said? YES NO
5. Do you tend to occasionally tune out when someone is talking to you and, therefore, do not hear what was said because your mind drifts to something totally unrelated? YES NO
6. Do you sometimes desire to be complimented for a job well done, but feel embarrassed or uncomfortable when complimented? YES NO
7. Do you often have a fear or dread of not being able to carry on a conversation with someone you've just met? YES NO
8. Do you feel self-conscious when attention is drawn to your physical body or appearance? YES NO
9. If you had a choice, would you rather avoid being around children most of the time? YES NO
10. Do you feel that you are not relaxed or loose in body movements, especially when faced with unfamiliar people or circumstances? YES NO
11. Do you prefer reading non-fiction rather than fiction? YES NO
12. If someone describes a very bitter taste, do you have difficulty experiencing the physical feeling of it? YES NO
13. Do you generally feel that you see yourself less favorably than others see you? YES NO
14. Do you tend to feel awkward or self-conscious initiating touch (holding hands, kissing, etc.) with someone you are in a relationship with, in front of other people? YES NO
15. In a new class or lecture situation, do you usually feel uncomfortable asking questions in front of the group, even though you may desire further explanation? YES NO
16. Do you feel uneasy if someone you have just met, looks you directly in the eyes when talking to you, especially if the conversation is about you? YES NO
17. In a group situation with people you have just met, would you feel uncomfortable drawing attention to yourself by initiating a conversation? YES NO
18. If you are in a relationship, or are very close to someone, do you find it difficult or embarrassing to verbalize your love for them? YES NO
Scoring Instructions for Suggestibility Questionnaires

1. Questionnaire #1 - Count the number of yes answers for questions #1 and #2. Give yourself 10 points for each yes answer. Now count the number of yes answers for questions #3 through #18. Give yourself 5 points for each yes answer. Now add the two numbers together and this is your total score for Questionnaire #1.

2. Follow the same instructions for Questionnaire #2.

3. Add together your score from Questionnaires #1 and #2 to obtain the combined score.

4. Locate your combined score on the top horizontal line of the graph.

5. Now take your score from Questionnaire #1 and locate that number on the far left vertical column of the graph.

6. Draw a horizontal line across the page from the #1 score and a vertical line down from the combined score.

7. The number in the box where the two lines intersect is your percentage of Physical Suggestibility.

8. Subtract your percentage of Physical Suggestibility from 100%, and this is your percentage of Emotional Suggestibility. EXAMPLE: If you are 60% Physical Suggestible, then your Emotional Suggestibility is 40%, or if you are 70% Emotional Suggestible, then your Physical Suggestibility is 30%.
|      | 50  | 55  | 60  | 65  | 70  | 75  | 80  | 85  | 90  | 95  | 100 | 105 | 110 | 115 | 120 | 125 | 130 | 135 | 140 | 145 | 150 | 155 | 160 | 165 | 170 | 175 | 180 | 185 | 190 | 195 | 200 |
|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 100  |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| 95   |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| 90   |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| 85   |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| 80   |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| 75   |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
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| 65   |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| 60   |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| 55   |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| 50   |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| 45   |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| 40   |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| 35   |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| 30   |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| 25   |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| 20   |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| 15   |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| 10   |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| 5    |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |
| 0    |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |     |