TALKS TO GROUPS

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Giving talks in either the private or public sector can be daunting for therapists.   
Bob Burns developed a model where he mentors people from around the world in how to do this in a way that takes cbbbjjoo----are of nerves rapidly and reveals the speaker to be highly professional..  
Bob believes that in hypnosis talks there are basically 7 areas to cover:  
1) *Briefly* describing who you are and what you do.  
2) The Talk (**Anna of Amaria**)  
3) The Imagination Tests  
4)The Response Tests  
5) The Demonstration  
6) Questions  
7) Professional presentation of the business card   
  
Here is the talk that Bob has been using for over 30 years (the skilled therapist will realise of course that it is more than a talk ;) )

**Anna of Amaria**

I’d like to invite you to step back with me if you will, to a time when the world was so different. I want you to imagine if you can, around ten *thousand* years ago. Around the land known as Mesopotamia. A small village called Amaria where lives a young mother, ‘Anna’ who has been suffering, severely, with chronic headaches, for several years now.  
But interesting news came to Anna just yesterday from some passing traveller from the East who spoke to her about a man, some 3 days donkey ride from here. This man the traveller said was: ‘a kind of a healer’.  
‘A *kind* of a healer?’ asked Anna. ‘Yes’ the man replied. A *kind* of a healer. For this man’s skill lies in this certain *thing* that he does’.  
‘A *thing* asked Anna?’. ‘Yes’ replied the traveller. For this man would use no medicines, no medical instruments. Rather he would ask a person to sit or lie before him and *simply* look into his eyes as he spoke to them. All he would ask was that the person did not try to fight him, but neither were they to try to help him in any way. Rather their job was simply to *allow* him to do his work. All they had to do was to look into his eyes. He told them they would hear other noises near and from afar but that they would pay no attention to these sounds, indeed every other sound that they heard would only help them relax even more, concentrating on *his* voice, just the *timbre* of his voice. Simply the *tone*, the *vibration*... of HIS voice.  
Anna asked what happened next and she was informed by the traveller that, to be honest he didn’t really know.  
‘You don’t really know?’ asked Anna.

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And the traveller had to confess that no, he didn’t know. But rather he could say that   
something *wonderful* would then happen. And that people..... became healed!  
So, that very next day, Anna of Amaria got some belongings together, along with food and water for the journey, and off she went. Three long days ride on her small donkey until late in the afternoon of the third day she comes across a kind of an oasis, at the side of some large rocks. She notices there are many other people who have travelled to be here this day and in no time at all she starts chatting to and making friends with some of the people, breaking bread with them and sharing with each other their different fruits, breads and other foods they had brought with them.  
They talk well into the night around camp fires before finally settling down to sleep under a beautiful canopy of incredible starlight... no light pollution in the world 10,000 years ago!  
The next morning Anna awakes, freshens up, has breakfast and becomes aware of a certain *excitement* in the crowd and realises that they are being ushered into a cave in the middle of the largest rock. On entry she discovers that the cave is dimly lit but well enough to see everything around and one of the several ushers finds a nice place for her to sit and Anna and makes herself comfortable and lies back against the rock in anticipation.  
After a few moments a man walks forward from the darkness at the back of the cave and greets them. He tells them to relax. To ensure that they are comfortable.   
He says he doesn’t really need to know their reasons for their being there. He says that they know what their problem is consciously of course, but then suggests to them that in some cases there may be a different kind of problem and that maybe they don’t consciously know what that is. But not to worry because another *part* of them will know what that is.  
Then the man simply asks them all to look into his eyes as he speaks to them. All he asks is that no one in the crowd should try to fight him, but neither are they to try to help him in any way. Rather their job is simply to *allow* him to do his work. All they have to do is to look into his eyes. He informs them that they may well hear other noises within the cave and outside, but that they will pay no attention to these sounds, only concentrating on HIS voice, just the *timbre* of his voice. Simply the *tone*, the *vibration...* of HIS voice.   
He then asks them to take a deep breath all the way in, and simply *allow* themselves to *relax*. Followed by another deep breath and... simply *relax*. And then a third breath and at this point he tells them that they can simply close their eyes... and once again concentrate solely on his voice. Just the *timbre* of his voice. Just the *tone*, just the *vibration* of his voice.

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He then explains that while their brain is of course fixed inside their heads, their minds can be placed anywhere they wish it to be on their bodies.

Then he told them to simply *allow* their minds to travel all the way to their heels. Just their heels. And then he asked them to *tell* their heels... to simply *relax*. He then asked them to allow this relaxation to spread right across their soles to the very tips of their toes where they were to allow themselves to relax even more. He then reminded some of them that although they weren’t fighting him they were *trying* too much and asked them *not* to do that. Not to *try*. But rather simply to *allow* it all to happen. And then of course he talked to them and showed them how to relax their whole bodies. Allowing, there’s that word again.... *allowing* this relaxation to spread up through every nerve, every fibre, every muscle of their bodies.  
Initially back to the heels, and then up to their ankles. Right up through their calves, further up to their knees allowing the nerves, fibres, muscles, gristle, sinews, every single part to simply let go and allow themselves to go within... deeper, deeper and deeper. And that the deeper they would go the better they would feel, and strangely, the better they felt the deeper they would *allow* themselves to go.  
The relaxation procedure took no more than 10 minutes. And then the man spoke further, to them... to parts of them... to their subconscious... to their higher selves... to their guides... in this world and the next....  
When Anna and the others were told to open their eyes they felt like they’d only closed them 5 or 10 minutes ago but they had in fact been IN THAT OTHER PLACE for well over an hour or more. Anna felt totally refreshed. But that wasn’t all. For in the first time in many years she realised that her headaches were totally...... and completely.....gone! And, they never did come back... *ever*!  
So she simply gets back on her donkey and enjoys the journey home.  
Welcome to the world of hypnosis!

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**IMAGINATION TEST**

Then Bob moves to the next phase by saying:  
“So, if you’re not TOO scared and I promise that I’ll take wonderful care of you, do you think it would be a good idea to SEE, simply to SEE if it’s POSSIBLE that YOU might have THE SKILL to be able to FEEL some of the things that Anna felt... over 10,000 years ago.  
For the skill is quite simple. Who here thinks they have a GOOD IMAGINATION? Lets try something then.... just for a bit of fun.....”

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We then check their Imagination through their:  
Vision (can you imagine seeing a white horse?)  
Audio (I want you to imagine hearing a piece of music)  
Feel (With your eyes closed can you imagine feeling my hands on your shoulders?)  
Smell (smelling flowers)  
Taste (tasting a curry)

**RESPONSE TESTS**Next comes the response tests where we do:  
1 Magnetic finges  
2 Magnetic hands  
3 Light/Heavy hands  
4 A hand-lock

**DEMONSTRATION**I then choose someone for a demonstration. And although my favourite person to choose is a ‘Light’ hand member of the audience (whose hand was waaaaay up there), I will quite often choose someone whose hands are stuck and invite them to “step forward and allow me to unlock them for you!”  
The demonstration can be simple. Either and eye lock, or stuck to the floor or a lost name etc

**Questions**

**Business card presentation**