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*Scripts and Strategies in Hypnotherapy* Volumes 1 and 2 have been combined to create the single most comprehensive source of scripts and strategies that can be used by hypnotherapists of all levels of experience to build a successful framework for any therapy session. It covers inductions, deepeners and actual scripts for a wide range of problems from nail-biting to insomnia, sports performance to past life recall, pain management to resolving sexual problems. There is a particularly comprehensive section on smoking cessation. All scripts can be used as they stand or adapted for specific situations. "Provides an imaginative source of scripts covering the most commonly met cases. For the newly qualified therapist it is a useful addition and for the more experienced it is a source of inspiration." - *European Journal of Clinical Hypnosis*

Provides a step-by-step approach to incorporating hypnotherapeutic scripts and strategies for working with children ages 6 to 16.

This book offers new strategies and scripts for hypnotherapists, sports counsellors and sports psychologists working with athletes to help them achieve their peak performance. A major focus of the book is that the therapist does not necessarily need to be familiar with the sport or activity to serve as a "mental coach" to the athlete. The athlete is instructed that the goal is not to improve the mechanics of their performance (that is left up to their coaches) but, rather, to help them to relax, concentrate and focus so that they fulfill their maximum potential. They learn not to let the mental side of their game trip up the physical side, but rather to enhance it.

*Creating Trance and Hypnosis Scripts* contains tried and tested hypnosis scripts for professional or trainee hypnotherapist's who are looking to help clients solve problems and ailments, from the more common quit smoking session to the less familiar candida. The collection of scripts contained in this book have been collated over many years and have been written by Gemma Bailey who is a qualified practicing hypnotherapist. Gemma has designed each script to include several hypnotic patterns (including language, voice tone, double binds etc) to help aid the trance experience. Changes in the hypnotists voice tonality have been marked out by altering the font of the text. The section called writing hypnosis scripts gives details about the hypnotic patterns and language used by professional hypnotherapists and NLP Master practitioners. This section provides tasks for the reader, encouraging them to use and identify hypnotic language so that they can create their own hypnotic scripts.

A guide to readers' theater covers such topics as writing scripts, managing performances, and assessing performances.

A modern script book, with scripts based on Contextual Psychology, giving you tools for manifesting real change. These scripts are designed to draw on multiple tools such as NLP (Neuro-Linguistic Programming), ACT Therapy, Mindfulness Meditation, Direct Suggestion, Indirect suggestion and integration of hypnotic phenomena with contextual psychology. There are scripts for medical hypnosis applications, scripts for habit and lifestyle issues, and scripts to meet your clients metaphysical needs or needs for self-improvement. There are also scripts for Guided Mindfulness Meditation sessions. This incredible book contains 65 complete hypnosis scripts for professional hypnotherapy.

Once you've mastered social selling, you'll never be without work or money again! If you've ever been frustrated by the lack of appointments, lack of sales, or lack of income to provide for your family or build the life you want and always dreamed of, then this is the book you need! One of 15 books inside the "Seven Figure Sales System," *Seven Figure Social Selling* contains over 400 pages of easy-to-implement social selling scripts, strategies, systems and secrets to winning your dream customers on LinkedIn. This step-by-step guide will help anyone get more leads, appointments and sales no matter what you sell or who you sell to (EVEN IF you don't have a big social network AND ZERO social selling experience!). In fact, *Seven Figure Social Selling* is the exact playbook Brandon Bornancin and his team at Seamless.AI use to flood their calendars with 75-100 appointments every single day! They generate millions in sales, and consistently receive over 1M views a month on LinkedIn. Brandon Bornancin's *Seven Figure Social Selling*, has helped countless salespeople, marketers, recruiters, and entrepreneurs all around the world make millions in sales, get millions in funding, find partners to launch businesses, and help make all their biggest dreams a reality.

Start closing sales like top producers! Have you ever found yourself at a loss for what to say when the gatekeeper asks you what your call is about? Have your palms ever sweated when the decision maker shuts you down with: "I wouldn't be interested"? Has your heart taken a fast dive into your stomach when, at the start of your presentation, your prospect tells you that they've thought about it and are just going to pass? If you're in sales, then the question isn't "Have you ever felt this way?", but rather, "How often do you feel this way? Are you finally ready to learn how to confidently and effectively overcome these objections, stalls, and blow-offs? If so, *Power Phone Scripts* was written for you! Unlike other books on sales that tell you what you should do (like build value – hard to do when the prospect is hanging up on you!), *Power Phone Scripts* provides word-for-word scripts, phrases, questions, and comebacks that you can use on your very next call. Learn to overcome resistance, get through to the decision maker, and then, once you have him or her on the phone, make an instant connection and earn the right to have a meaningful conversation. You'll be equipped with proven questions, conversation starters, and techniques to learn whether or not they are even right for your product or service, and, if they aren't, who else in their company or another department might be. *Power Phone Scripts* is the sales manual you've been looking for: over 500 proven, current, and non-salesy phrases, rebuttals, questions, and conversation openers that will instantly make you sound more confident – just like the top producing sales pros do right now. Gone will be your call reluctance; gone will be your fear of calling prospects back for presentations and demos; gone will be the fear of asking for the sale at the end of your pitch! This practical guide is filled with effective scripts for prospecting, emailing, voice mails, closes, and tons of rebuttals to recurring objections you get like: "It costs too much" "We already have a vendor for that" "I'm going to need to think about it" "I need to talk to the boss or committee" and so many others... More than just phone scripts, this book provides practical, comprehensive guidance that every inside sales rep needs. Conquer concerns, provide answers, motivate action, and be the conduit between your prospect's problems and your solution. Actionable, fun, and designed to work within the current sales environment, this invaluable guide is your ticket to the top of the leader board. With *Power Phone Scripts*, you will never be at a loss of what to say to a prospect or client. Communication is everything in sales, and being on top of

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your game is no longer enough when top producers are playing a different game altogether. You cannot achieve winning stats if you're not even on the field. If you're ready to join the big league, Power Phone Scripts is the playbook you need to win at inside sales.

Hypnotherapy Scripts, 2nd Edition is a straightforward, practical guide for doing Ericksonian hypnotherapy. This book not only explains the rationale for every step in the hypnotherapeutic process, it also contains sample scripts for each step. This edition of Hypnotherapy Scripts guides professionals through the construction of their own hypnotherapy induction and suggestion scripts. Verbatim sample transcripts of various induction and therapeutic suggestion procedures with detailed guidelines for creating one's own hypnotherapeutic inductions and metaphors are included. Recent research and writings on the role of unconscious processes, wellness, and positive psychology have been added to this edition. Also included is a detailed review of the diagnostic trance process, a therapeutic procedure unique to this text.

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