ASCH
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# Principles & Process of Rapport, Attunement, Trance Elicitation, Re-Alerting and Re-Orienting

## CLINICAL WORKSHOP

## LEVEL 1

**September, 2026**

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# Eric K. Willmarth, PhD

Eric K. Willmarth, Ph.D. is a licensed clinical psychologist and president of Michigan Behavioral Consultants, PC in Grand Rapids Michigan. He is also the Chair of the Applied Psychophysiology Department in the College of Integrative Medicine and Health Sciences, Saybrook University. Dr. Willmarth is a Past President of the American Society of Clinical Hypnosis, the Society for Clinical and Experimental Hypnosis and was twice the president of the Society for Psychological Hypnosis, the American Psychological Association's Division 30. Dr. Willmarth has been teaching and learning hypnosis for over 40 years and continues to find joy in doing so!

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The majority of the PowerPoint Presentation was created by Mary Wells, Ph.D. The examples and material presented have been acquired from many, many professionals who have participated in ASCH and other Workshops over the past 40 years!

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# Rapport

Making a connection…..

# Rapport Definitions

a close and harmonious relationship in which the people or groups concerned understand each other's feelings or ideas and communicate well. (Oxford dictionary)

a friendly, harmonious relationship. especially : a relationship characterized by agreement, mutual understanding, or empathy that makes communication possible or easy (Merriam-Webster)

Ability to connect with others in a way that creates a climate of trust and understanding (Zakaria and Musta'amal, 2014)

# Opposite of Rapport

- Absence of warmth, attention and caring
- No sense of connection
- Not feeling seen or heard
- Making it hard for the other to feel seen or heard
- Interrupting, using judgmental language, power differential is emphasized

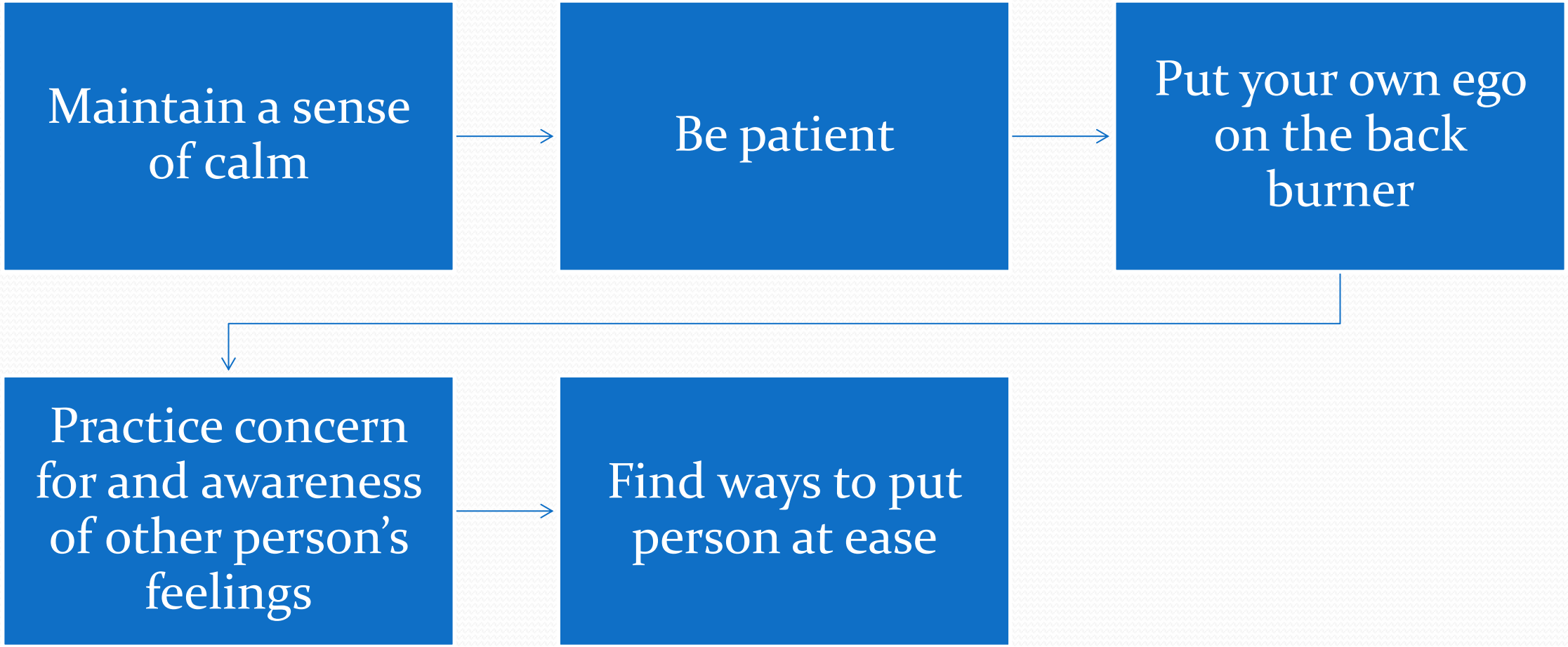
# Therapeutic Rapport

- Developed between care provider and patient/client
- Essential to effective treatment
- 50% of the change agent in a therapeutic encounter is the relationship itself, regardless of encounter type
- Increases safety and willingness to change
- Considered the cornerstone of the therapy process
- Includes sense of connection, trust, sharing and safety, the dynamic of the relationship

# How to Build Rapport

- Body language and mirroring
- Tone and prosody
- Warmth, interest, openness
- Non-judgmental style

# Rapport Building as Clinician



# Additional Rapport Building Tools

- Break the ice with small talk
- Integrate humor as appropriate
- Show empathy and compassion
- Treat other as a partner in the treatment process
- Attend to non-verbal cues
- Use reflective listening
- Maintain positive, enthusiastic and supportive attitude
- Ensure environment is peaceful, private and comfortable

# Additional Tools

1. Use a calm tone of voice
2. Don't move too quickly, proceed at client/patient pace
3. Avoid technical jargon
4. Avoid disruptions or distractions
5. Avoid being judgmental
6. Be flexible and open minded

# Attunement

Paying attention….

# Definition of Attunement

To bring into harmony : to make aware or responsive (Merriam-Webster)

Attunement is the reactiveness we have to another person. It is the process by which we form relationships

Dr. Dan Siegel says, "When we attune with others we allow our own internal state to shift, to come to resonate with the inner world of another. This resonance is at the heart of the important sense of “feeling felt” that emerges in close relationships”.

# Clinical Attunement

- Goes beyond empathy
- A kinesthetic and emotional sensing of others
- Tuning into rhythm, affect and experience by metaphorically being in their skin
- Two-person experience, connectedness by providing reciprocal affect or resonating response
- Communicated both verbally and non-verbally
- Validation of other's needs and feelings
- Concept of "in tune ment"

# Trance Elicitation

Understanding the Induction Process

# Definitions-Content

- Altered state of consciousness or awareness that is different from normal waking or sleep
- Resembles meditative states with narrowed focus of attention
- Primary process thinking and ego receptivity
- Characteristic alterations in cognition-dissociation, trance logic
- Sometimes hard to distinguish from relaxation, mental or physical

# Components of Hypnosis

- Focused attention
- Absorption
- Dissociation
- Distortion
- Suggestibility and generalization

# Dispel Myths

- Not stage hypnosis
- Fear of not re-alerting or waking up
- Fear of being told to do something patient doesn't want to do
- Remembering something from the past
- "Cluck like a chicken"

# Motivation and Readiness

What is the presenting problem?

How does hypnosis help with moving toward resolution of the problem?

What does the patient expect to happen?

Patient expectation about ability to be hypnotized>

# Key Points to Discuss

Trance is a natural ability

Hypnosis is a talent with variable natural biological ability

Hypnosis is a skill that can be learned and improved on with practice

Trance is easy, what we do with it is the process of hypnosis-tailored to fit patient needs and issues

# What is an Elicitation?

- The beginning of formal hypnosis
- The first step in the process
- A way to enter an altered state by choice
- A transition from wakefulness to hypnotic trance state
- This invites the possibility or beginning of change
- Procedure to induce hypnosis (Elkins, 2015)
- Occurs before suggestions are introduced

# Trance Elicitation-Purposes

- Transition from everyday experiences to hypnotic context
- Used to seed ideas that will be included in suggestions
- Not all inductions work for all clients/patients
- Significant research support of tailoring inductions to the patient/client in front of you
- Efficacy is context dependent
- Scripted inductions lose that tailoring and are less effective

# Principles of Elicitation and Suggestion

- Prepare the patient
- Establish rapport
- Create positive expectancy
- Law of reversed effect-willpower does not work
- Law of dominant effect-strong emotions take precedence over weaker ones
- Law of concentrated attention-repetition of suggestion to concentrate attention in this area

# Preparing for Initiation of Trance

- Done while fully alert (not in trance)
- Explanation of process
- Establishment of rapport
- Creating positive expectancy and motivation
- Educate about levels of awareness or alertness
- Setting goals and focus of treatment

# Formal Elicitation

Fixation of attention and deepening involvement.

Narrowing attention and facilitation of inward absorption, not necessarily relaxation.

Common inductions are available, find your own style

Try different ones in this process to learn what works for you.

# Signs or Indicators of Trance from

https://britishhypnosisresearch.com/recognising-the-minimal-cues-of-trance/

- Defocused gaze or eye fixation
- Pupil dilation
- Change in blink reflex
- Rapid eye movement
- Eyelid flutter
- Smoothing of facial muscles
- Slowed respiration
- Reduction of swallow reflex
- Body immobility
- Inner absorption

# Elicitation

- Facilitating unconscious (involuntary) response
- Trance Ratification
- Removing suggestions and re-alerting

# Useful Considerations for Elicitation of Trance

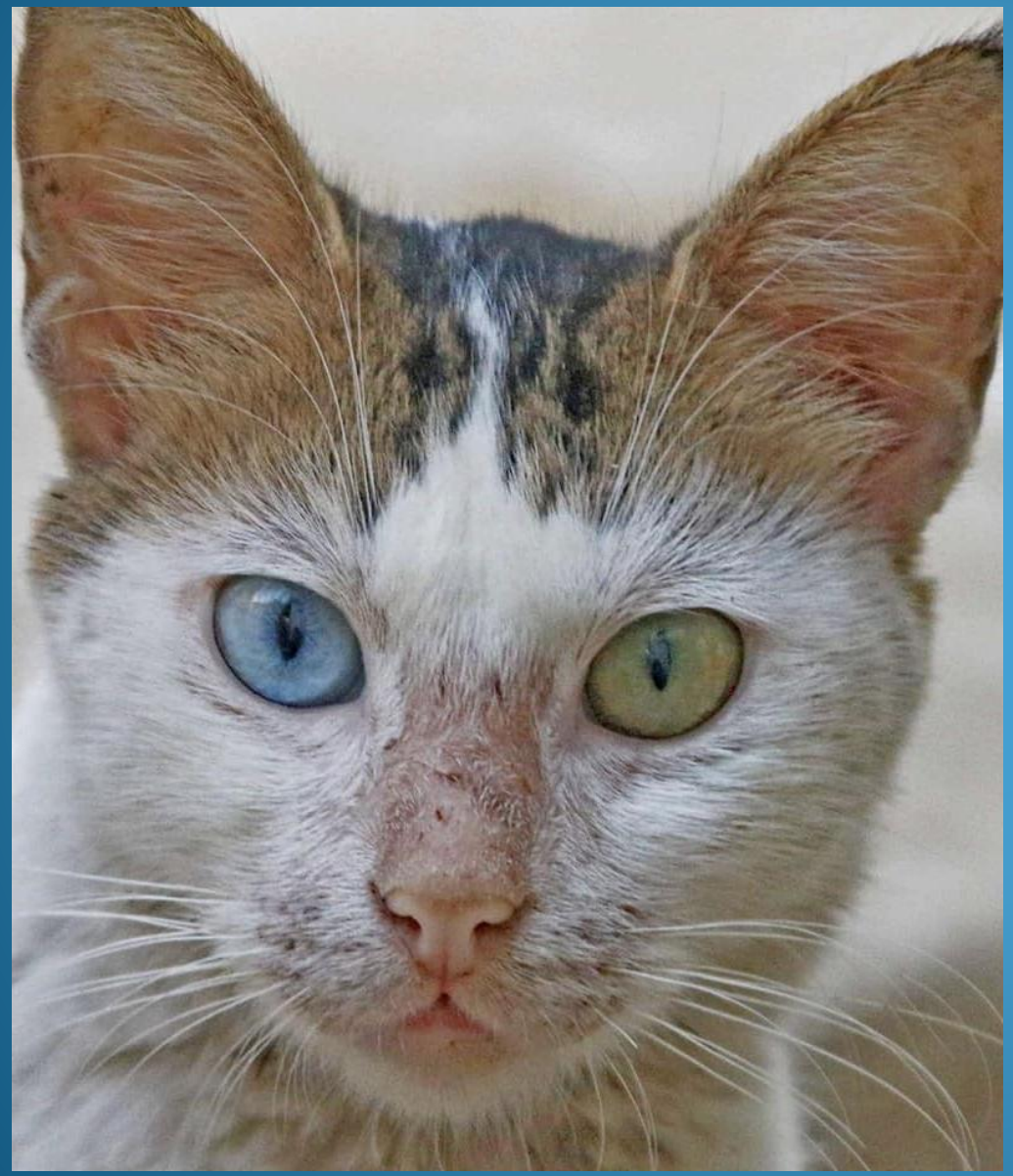
- This is the patient's experience, not yours
- You are the guide to new experiences
- Pace suggestions, individualize
- Be attuned to patient cues-breathing, posture, movements
- Stay in contact, focus on patient at all times
- This allows for pacing and leading

# Types of Elicitations

- Naturalistic
  - Breathing
  - Relaxation
  - Imagery
  - Waves of comfort or relaxation

# Types of Elicitations

- External or Active
  - Hands coming together
  - Chiasson
  - Arm drop or coin drop
  - Eye fixation
  - Eye roll



# Re-Alerting

The essential final step

# Importance of re-alerting

- We want our patients back to normal cognitive state before they leave us
- Remove any specific suggestions such as anesthesia or limb rigidity.
- Need to integrate the experience and process or debrief
- Ensure safety and well being
- Restoration of normal function

# Howard Alertness Scale

- Developed by Hedy Howard
- Used both pre and post to determine level of alertness prior to initiation of trance and afterward to see if individual is back to baseline
- Can be either 1-10 scale or 0-100 scale
- Explain that alertness is variable and likely to change with hypnosis
- Hedy A. Howard (2017) Promoting Safety in Hypnosis: A Clinical Instrument for the Assessment of Alertness, American Journal of Clinical Hypnosis, 59:4, 344-362, DOI: 10.1080/00029157.2016.1203281

# Pre-Measure

- How alert are you now? Awake and alert-acquire a number on the scale you set (0-10, 0-100)

# Process of re-alerting

- Start shortly before with statement that it is going to happen
  - In a few moments you will hear me count to 3 and as I do so, you will find yourself returning to more traditional awareness, alert, refreshed, ready for the rest of your day
  - 1…breathing deeply and comfortably, 2..more alert and awake, and 3..fully awake, eyes open, sensations normal

# Re-Alerting

- Use your voice to guide the experience with increased volume, speed, engagement in surroundings
- Encourage return of normal movement, fingers stretching, arms and legs moving, toes and fingers, torso and head, eyes open
- “And how was that experience for you today?”
  - Past tense, it is over now.

# Post Measure

How alert are you now?

1-10 or 0-100

If not back, what steps to take?

- Open eyes
- Look around room
- Move hands and feet
- If not fully alert after several minutes, may need to re-elicit trance and then realert

# Debriefing

What was that like for you?

What did you enjoy?

Anything you would change in the future?

What was useful?

What would make this even better for you? Images, speed, suggestions, inductions

# Group Hypnotic Experience

## Elicitation

Centering in, breathing
PMR

## Deepening

Count backward, 10-1, staircase down

## Suggestions for a good experience

Comfort with process
Enhanced well being throughout weekend
Ease of learning and retaining new information
Excitement about new learning

# Group Hypnotic Experience

## Post Hypnotic Suggestion

Each time in trance a better and more fulfilling experience

Enjoyment of process

Ease going in and out of trance

## Re-Alerting

3-2-1

Return to traditional awareness

# Demonstrations

# Questions

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# Contact Information

**Eric K. Willmarth, Ph.D.**
**ewillmarth@saybrook.edu**

616-540-3682

www.hypnosiscentral.com
www.asch.net

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