



## **How To Use Hypnosis To Build Self-Confidence**

## Introduction By Alan B. Densky, CH



Hypnosis, thanks to the stage, television, and many movies, the very word conjures up an image of a bearded and diabolical hypnotist swinging a pocket watch in front of his zombie like subject's face. Or of people who are barking like dogs or clucking like chickens, or acting in some other strange manner on a stage.

Too bad! Because the misconceptions caused by the fake stuff on stage and TV have frightened many away from benefiting from this wonderful and powerful modality that is just as natural as breathing.

With knowledge comes power. The goal of this e-Book is to help you to understand what is causing you to have feelings of fear, doubt, and a lack of confidence, and how to go about replacing these negative feelings with feelings of confidence and self-esteem.

**Alan B. Densky, CH** is certified by the NGH and has specialized in the practice of hypnotherapy and NLP since 1978. He offers hypnosis & NLP CD's for a wide range of symptoms. He is the developer of the only video hypnotic process to have ever been awarded a US Patent. You are invited to visit his **Neuro-VISION** Hypnotherapy & NLP site for free resources like the hypnosis research library, free hypnosis videos, and free MP3 downloads. You can also visit his Hypnosis Video Blog for tips & tricks.

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The information provided in this document and the **Neuro-VISION** programs is intended to be strictly educational in nature and is not intended to be a substitute for seeing your psychologist or physician or for medical treatment.

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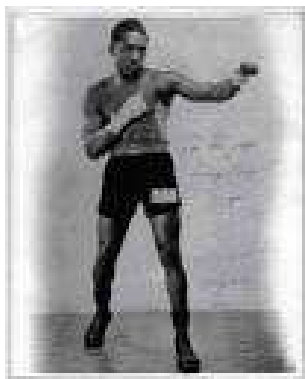
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## **Chapter I: Self-Confidence Is An Attitude**

It may sound cliché, but today is truly the first day of the rest of your life!

Self-confidence is an attitude, which will allow you to have positive, yet realistic views of yourself and your situations. When you have self-confidence, you will trust your own abilities, and experience a general sense of control over your life. You will believe that, within reason, you will be able to do what you want to do.

Self-confidence is an attitude that is learned through experiences. When you experience success, you will tend to expect to be successful. And that feeling of expectation will cause you to have a feeling of confidence.



**For example:** A young man wants to learn how to be a prizefighter, so he takes lessons, and gets a manager. His manager will not put him into the ring until he has built up enough stamina and skill. And even then, the manager will only put him up against a competitor that he knows his fighter can beat. When his fighter beats the opponent, he is successful, and starts to gain confidence in his abilities.

With each contest, the manager puts his fighter up against an opponent who is a slightly better fighter than the last, but not good enough to beat his man. By the end of the third fight, the young gladiator begins to expect to win his fourth, and so his confidence continues to grow. This scenario continues to repeat itself. And as long as the fighter wins, his expectations of success, and his feelings of self-confidence will continue to grow.

**SELF-CONFIDENCE MENTAL EXERCISE**

Imagine how your life would improve if you felt confident. First, sit back and take a few minutes to allow yourself to relax. If you know how to do progressive relaxation, then you should go ahead and do that. Or, you can download one of my [FREE Power Relaxation Downloads](#) from the website. Or simply fantasize a relaxing experience. Do you enjoy the beach? If you do, then make a brief fantasy of being at the beach. If your thing is the mountains, then make a little fantasy of being there.

Once you feel relaxed, it's time for you to begin your first exercise. Make a mental movie of yourself. In your movie I want you to see yourself appearing to have self-confidence. What would you like having self-confidence to accomplish for you? How would you like it to make your life better? That's what the story of your mental movie will be about.

Make your movie as realistic as possible. To the best of your ability, you need to make them: Moving; in color; close; three dimensional; focused sharply; and normally bright. Experiment with the following attributes of your mental movie to see which one makes it feel the most believable to you:

Try adding a border; try making it borderless (like an unframed picture); try making your movie into a panorama.

Adjust your movie so that it feels as real and believable as possible. The more often you watch these mental movies, the better. Bedtime is an excellent time to make these mental movies.



**Brief review:** Self-confidence is an attitude that is learned through experiences. When you experience success, you will tend to expect to be successful. And that expectation will cause you to have a feeling of confidence.

A moment ago we discussed how a trainer could help to build his Fighter's self-confidence.

Similarly, a young lady who is afraid of heights wants to learn to dive into a swimming pool from a high diving board. So she finds a diving coach who asks her to jump into the pool from the first step of the ladder up to the high board. The first step of the ladder isn't very high, so the young lady feels no fear, and she jumps from that step, and lands in the water unharmed.

Next, the coach has her jump from the second step of the ladder, and so forth. I think that you are beginning to get the picture. With each additional step up the ladder, since the girl was successful on the previous step, and this next step is only slightly higher than the last, the fear factor is negligible, and the girl expects to be successful. When she jumps in and lands unharmed, the girl's confidence grows, and her expectation of success on the next step up the ladder increases.



If a person who has a long history of success and feelings of self-confidence does fail, they still tend to expect success the next time out.

Conversely, when a person who is weak in the self-confidence department fails, they tend to lose confidence, and begin to expect failure, which can become a self-fulfilling prophecy.

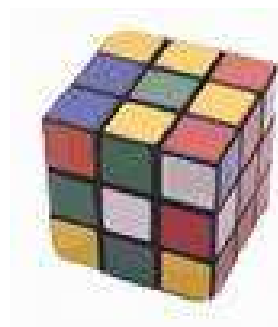
Having true self-confidence doesn't mean that you will be able to do everything. People, who have true self-confidence, usually have expectations that are realistic. Even when some of their expectations are not met, they continue to be positive and to accept themselves.



People who lack confidence, tend to depend excessively on the approval of others in order to feel good about themselves. They tend to avoid taking risks because they fear failure. They often put themselves down and tend to discount or ignore the compliments that they do receive.

**Does any of this sound like you?**

## Chapter II: Expectations



Do you remember the Rubik's Cube that we all had when we were kids? It's a block that has a lot of little different colored cubes built into it. And you can twist and turn each cube so that each side of the block is either one solid color, or it looks like a checkerboard of different colors.

First you would twist the cubes so that each side of the block looked like a checkerboard of different colors. The challenge of the puzzle is to try to twist it all back so that each side of the block is one solid color again.

Have you ever played with a Rubik's Cube? Do you remember how hard it was for you to solve the puzzle of the Rubik's Cube? It seemed to be impossible. And yet, there are competitions, and some kids can solve the puzzle in a few seconds.

However, now here is the amazing thing, kids can solve these puzzles, but adults find it almost impossible. Now why do you suppose that is?

I think that it's because kids don't know that it's impossible to solve the puzzle, and since they don't know it's impossible, they are able to solve it.

Maybe they don't know it's impossible because they haven't had enough time in their short life to experience much failure. But by the time you are an adult, you have experienced failure at various complex puzzles many times, and so your **EXPECTATIONS** are very different from those of a child. **And since you get what you EXPECT . . .**

### **MENTAL EXERCISE - CREATING EXPECTATIONS**

Do you want to learn how to start expecting what you want so that you can actually get it? Then you will want to go back to page one of this e-book and

practice the mental exercise that I gave you there. But this time, you need make a slight modification to the exercise.

After you have watched the movie of yourself behaving and feeling like you have self-confidence, rewind the movie and get inside of it so that the camera is inside of your head, and your eyes are the lenses of the camera. In other words, see what you would see, from the same perspective as actually being there. And you will want to hear what you would hear, and feel what you would feel if you were actually living inside of that movie.

Imagine how much better your life would be if you could feel confident. You could get the girl, or the guy, and have the house with the white picket fence. Or how great would you feel if you were able to get a better job, or start a business of your own? Picture what your life will be like when you feel completely confident.

One of the members of the gym that I belong to is always kidding around with me. He always asks me if he can hire me to do his workouts for him. And that gave me an idea. What if you could buy Self-Confidence? Would you? Because actually you can!

If you really want to change your life quickly and easily and get the girl, or the financial success, or the early retirement, then you'll want to go online and [take a serious look at "\*\*Self-Confidence!\*\*"](#)



As we discussed earlier, people, who lack confidence tend to depend excessively on the approval of others in order to feel good about

themselves. They tend to avoid taking risks because they fear failure. They often put themselves down and tend to discount or ignore the compliments that they do receive.

Conversely, when you are a confident person, you will be willing to risk the disapproval of others because you will trust your own abilities. You'll be able to accept yourself; and you won't feel like you have to conform in order to be accepted.



Just because a person feels self-confidence in one or more aspects of their life, doesn't mean that they will feel confident in every part of their life. For example, a person might feel confident about their athletic ability, but not feel confident where members of the opposite sex are involved, such as in a dating situation, or social relationships. So one could feel confident on the one hand, while feeling shy on the other.



### **Chapter III: Initial Factors**

#### **HOW IS SELF-CONFIDENCE INITIALLY DEVELOPED?**

Many factors affect the development of self-confidence. Parents' attitudes are crucial to the way children feel about themselves, particularly in their early years. When parents provide acceptance, children receive a solid foundation for good feelings about themselves.

If one or both parents are excessively critical or demanding, or if they are overprotective and discourage moves toward independence, children may come to believe they are incapable, inadequate, or inferior.

However, if parents encourage a child's moves toward self-reliance, and they are not overly critical when the child makes mistakes, the child will learn to accept herself, and will be on the way to developing self-confidence.

A lack of self-confidence is not necessarily related to a lack of ability. A lack of self-confidence is often the result of focusing too strongly on the unrealistic expectations of others, especially parents and friends. The influence of friends can be more powerful than those of parents in shaping the feelings about one's self.

In response to external influences, people develop assumptions; some of these are constructive and some are harmful. In the next chapter we will discuss the fact that there are several assumptions that can interfere with self-confidence and alternative ways of thinking.

I know that you want to:

- \* Feel like you are in control of your life
- \* Feel good about yourself
- \* Trust your own abilities
- \* Feel the courage to have new and exciting experiences
- \* Manifest a positive future

- \* Become much more popular
- \* Most of us find confident people more attractive
- \* Feel tremendous self-esteem

You will want to [take a look at our Self-Confidence program](#).

**"Self-Confidence!"** is extremely effective because it's based on state of the art Ericksonian Hypnosis and Neuro-Linguistic Programming principals. If you really want to change your life as quickly and easily as possible then you'll want your own copy of "Self-Confidence!"

## **Chapter IV: Assumptions That People Make**

In the last chapter, we discussed the difference between people who have self-confidence, and those people who don't. We also discussed how self-confidence is initially developed. Now we will talk about certain assumptions that people make.

### **ASSUMPTIONS**

In response to external influences, people develop assumptions; some of these are constructive and some are harmful. Several assumptions that can interfere with self-confidence and alternative ways of thinking are:

**ASSUMPTION:** I must always be successful at everything that I do. This is a totally unrealistic assumption. In real life, each person has their strengths, and their weaknesses. While it's important to learn to do the best that one can, it's more important to learn to accept the self as being human, and fallible. Feel good about what you are good at, and accept the fact that no one knows everything, or is an expert at everything.



**ASSUMPTION:** I must be perfect, and loved by everyone, and satisfy everyone. Again, this is a totally unrealistic assumption. All human beings are imperfect. It's better to develop personal standards and values that are not completely dependent on the approval of others.

**ASSUMPTION:** Everything that happened to me in the past remains in control of my feelings and behaviors in the present.



**ALTERNATIVE:** While it is true that your confidence was especially vulnerable to external influences during your childhood, as you grow older, you can gain awareness and perspective on what those influences have been. In doing so, you can choose which influences you will continue to allow to have an effect on your life. You don't have to be helpless in the face of past events.

In the next chapter we will discuss powerful strategies for developing self-confidence.

## **Chapter V: Powerful Strategies For Developing Self-Confidence**

In the last chapter we discussed assumptions that limit people. In this chapter we're going to discuss some very powerful strategies for developing self-confidence.

### **STRATEGIES FOR DEVELOPING CONFIDENCE**

**Emphasize Your Strengths.** Give yourself credit for everything you can do. And give yourself credit for every new thing that you are willing to try.



**TAKE RISKS.** Adopt the attitude of: I never fail, because there are NO failures. However, sometimes I learn what doesn't work, and once I've learned what doesn't work in a given situation, I can do something else.

**USE SELF-TALK.** Use self-talk as an opportunity to counter harmful assumptions. Then, tell yourself to stop and substitute more reasonable assumptions.

For example, when you catch yourself expecting perfection, remind yourself that no one can do everything perfectly, and that it's only possible to do things to the best of your ability. This allows you to accept yourself while still striving to improve.

**SELF-EVALUATE.** Learn to evaluate yourself independently. Avoid the constant sense of chaos that comes from relying too much on the opinions of others.



Now what I'd like you to do is to actually write the answers to the following questions down. People, who really want to successfully develop self-confidence, actually write the answers down.

**QUESTION 1:** In what area of your life do you lack confidence? Is it with the opposite sex?

Is it in social situations?

Is it with your boss?

Is it when you are confronted?

Please write down the question, and the answers.

**QUESTION 2:** Why do you lack confidence in this area? Can you supply facts or memories to justify your lack of confidence? Or do the facts tell you that you are really a capable person with negative expectancies?

**QUESTION 3:** Have you ever really asked for that date? Or have you actually asked your boss for that raise? Or actually climbed that mountain? Or did you refuse to even attempt it because you told yourself that you couldn't do it?



If you did actually ask for the date, or the raise, or attempt what ever it is that you wanted to try, and you failed, what happened? Were you maimed? Did it kill you? Are you dead? Or did you survive and just make yourself feel bad about it?

Because if you survived and you made yourself feel bad about it, there is hope for you, because you are in control. You are in control because you made yourself feel bad. And if you can make yourself feel bad, then you can also make yourself feel okay, or even good about it!

Now I'd like you to figure out what your strong points are as relates to the area that you lack confidence in. And you're going to want to write these strong points down! For now, ignore any weak points that you think you may have.

For example, if you lack confidence in social or dating type situations, think about the aspects of your personality that you do feel confident about, that might be related to social or dating type situations.

Do most people find you attractive? Do most people find you to be interesting, or funny, or intelligent, or insightful? Write down all of your strong points.

Make sure that as you write out your list, you phrase everything in the positive. In other words, if you are smart, write down: "I'm smart." Do NOT write down: "I'm not stupid!" Everything must be phrased in such a way that, you are telling yourself what you are, instead of what you are not!

As a simple example, if you wanted to tell yourself that you are not standing, how would you do it? Simple, you would tell yourself that you are sitting, or lying down.

And if you wanted to tell yourself that you are not nervous, how would you do that? That's simple too; you would tell yourself that you are relaxed! Get the idea?

If you lack confidence when it comes to being confronted, what are your strong points here? Do you generally only do things that you believe are the right things to do? Are you intelligent? Do you usually know what you are talking about?

If you lack confidence when it comes to asking for a raise, what are your strong points here? Are you punctual? Are you good at what you do? Do you work hard, etc?

Now I'd like you to read, and re-read your list of strong points ten times -- out loud. Actually look at the words, and say them out loud ten times. You're going to want you to do this exercise at least once per day for the next 21 days.

You have your homework kids.

In the next chapter we will discuss the most powerful strategies available for developing self-confidence.

In the mean time, start imagining how your life would improve if you felt confident. And you will feel confident in your ability to transform into a confident person by taking a look at our "[\*\*Self-Confidence!\*\*](#)" program.

## **Chapter VI: Using Hypnosis To Rapidly Build Self-Confidence**

In the last chapter we discussed some very powerful strategies for developing self-confidence. In this chapter I'd like to discuss my "**Self-Confidence!**" program so that you can learn what makes it so effective.

**First off**, if building confidence were as simple as *consciously* understanding why we lack confidence, or *consciously* stating logical statements, or telling ourselves that we feel confident, then we would all feel confident and you probably wouldn't be reading this e-book.

**Actually the lack of confidence is rooted in the unconscious mind.**

The unconscious is the seat of our emotions. And since the problem is at the unconscious (subconscious) level of mind, then we must communicate with the unconscious to effect a change in our feelings and actions.

***Both hypnosis and NLP (Neuro-Linguistic Programming) are mediums of communication with the unconscious mind.***

My **Self-Confidence!** CD program is broken down into chapters so that once you have gone through the educational portions of each session; it's easy to jump directly to any hypnosis or NLP portion of any session.



In the Foreword, I'll tell you a little bit about myself and my way of doing things. I discuss the behavioral changes that are about to automatically take place for you.

**SESSION 1:** When clients come into my office, I don't just plop them down in a chair and start a hypnotic session. Knowledge is power, and it accelerates and amplifies anyone's success.

So in Session 1 I discuss the different therapeutic approaches used in each session; how to obtain the best results; realistic expectations; the common misconceptions about hypnosis; the difference between a "Patient" and a "Client"; and what compels a person have or to lack confidence.



I also discuss how small changes to a person's daily ritual and the way that person talks to him/herself will have a great effect on their confidence level.

**SESSION 2:** This is the first induction of hypnosis, and I utilize gentle methods to guide you into a blissful, deep state of relaxation. Post hypnotic suggestions are given to the unconscious to eliminate stress and setup realistic and positive expectations of the self, other people, and the world.

**SESSION 3:** NLP Technique - Eliminate Stage Freight and social phobia. In this session you are taught how to subjectively "step outside the self" to obtain feelings of calmness and confidence when talking to others in either small groups, or even very large groups. The technique is added to an NLP Anchor, so you can trigger the calmness at a later date whenever needed.



**SESSION 4:** Hypnosis for confidence using metaphor. I explain how Ericksonian Hypnotic Metaphors work. Then I use a metaphor to create and deepen your hypnotic state. The metaphor directs the unconscious mind to inject feelings of calmness and confidence during daily life. It creates an expectation of peace and safety. NLP techniques from Session 3 are reinforced.

**SESSION 5:** Hypnotic Process instructions are generalized instructions to the unconscious to retrieve memories where prior learning has taken place, and then to utilize those learning experiences to make the desired changes in an automatic fashion. In this session you are guided into a profound state of hypnosis. In this state, the unconscious learns how to transplant memories and fantasies of times when you felt confident in the past, into present day life. We use an NLP technique to anchor confidence and self-esteem from the past (or a fantasy) and trigger them in the present are utilized.

**SESSION 6:** NLP Technique - Flash Away Stress. There are very powerful Neuro-Linguistic Programming techniques that can be used to "flip" things around in the unconscious, so that thoughts and experiences that used to trigger feelings of stress actually trigger relaxation instead. In this session you learn how to use NLP visualizations to train the unconscious to automatically eliminate disturbing thoughts and feelings of anxiety and stress. This has a powerful effect on how one feels in any given situation.

The NLP techniques used in this program are the foundation of our *Neuro-VISION Video Hypnosis Program* for [appetite suppression](#) and our *Neuro-VISION Video Hypnosis Program* for [smoke and chewing tobacco cessation](#). With *Neuro-VISION*, the need to visualize is eliminated because the video does the visualizations for the viewer.

**SESSION 7:** Self-hypnosis without the aid of a recording. It's not always possible to have access to a CD or cassette player. In this session you learn how to give the self post-hypnotic suggestions and induce the hypnotic state to produce a profound feeling of relaxation and confidence anytime and anywhere.

So there you have it. You've learned more than enough to help you get started on your road to a better life. A road where you have the confidence to ask for whatever you want, and to get whatever you want! By the way, members of the opposite sex find self-confident people to be much more attractive.



Women in particular report that a confident man is a greater turn-on than a good-looking man. So now it's time for you, whether you are a man or a woman, to click the link and receive your own personal "[\*\*Self-Confidence!\*\*](#)"

***There is a law of nature, called the law of equal exchange.*** The law states that if a person wants something, they must pay for it with something else of equal value. If you're out shopping for clothes, and you find something that you would like to have, you must pay for it with something else of equal value, which in this case is money.



If you want to feel confident, then you will have to pay for that feeling by changing the way that you perceive yourself at the core level (the unconscious level). Hypnosis is a medium of direct communication with the unconscious.

Have you ever heard the term: "Garbage-in-garbage-out?" That's how computers work. They don't reason, like your conscious mind. Whatever you put into a computer is exactly what comes out of it. And your unconscious mind is your computer. It doesn't reason. It is the part of your mind where the way that you see yourself is stored.

My "***Self-Confidence!***" program will reprogram the way that you see yourself at the core (unconscious) level.

By ordering "***Self-Confidence!***" Program, you will

- \* Feel like you are in control of your life
- \* Feel good about yourself
- \* Trust your own abilities
- \* Feel the courage to have new and exciting experiences
- \* Manifest a positive future
- \* Become much more popular
- \* Most of us find confident people more attractive
- \* Feel tremendous self-esteem