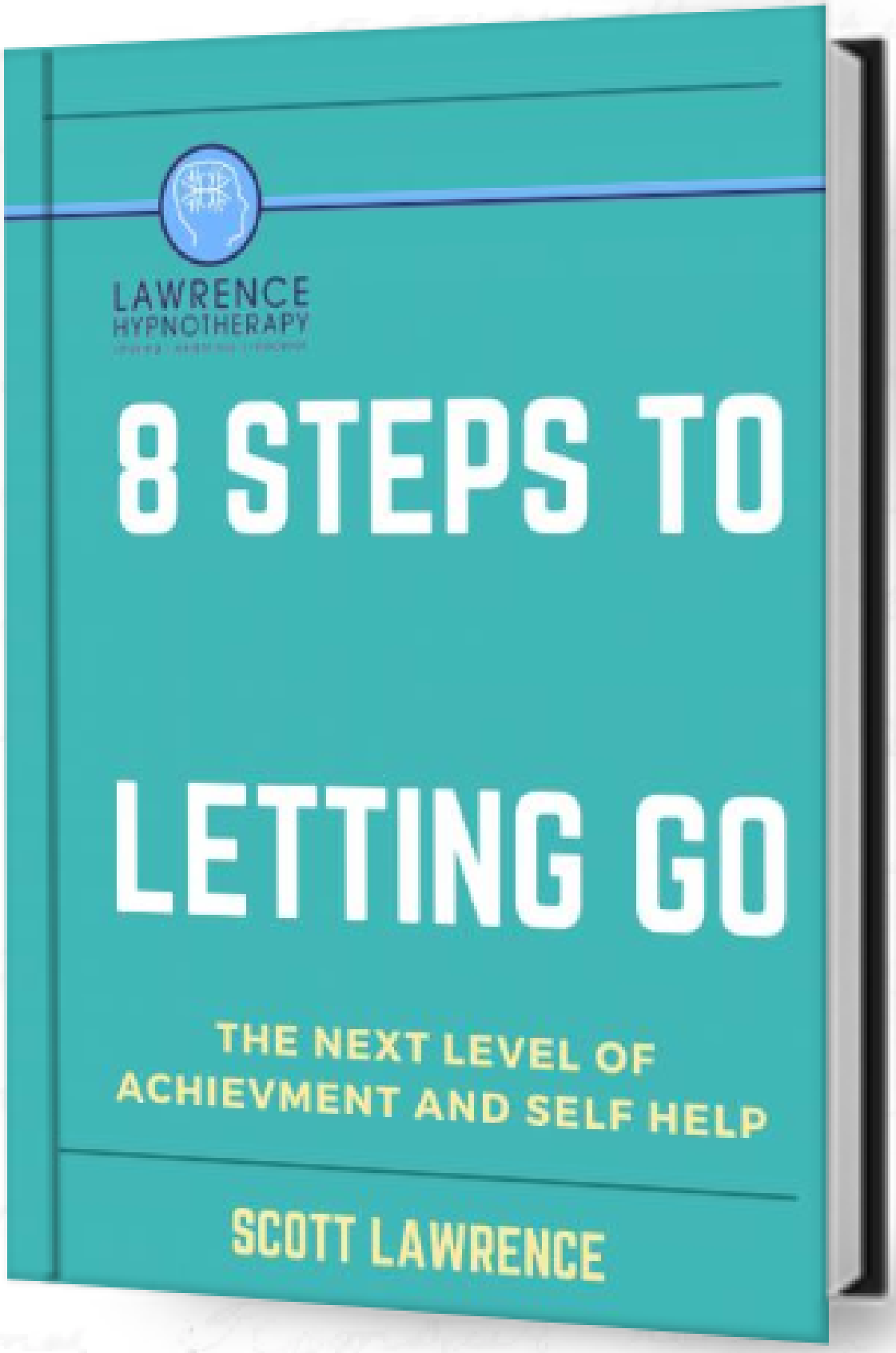
LAWRENCE
HYPNOTHERAPY
8 STEPS TO
LETTING GO
THE NEXT LEVEL OF
ACHIEVMENT AND SELF HELP
SCOTT LAWRENCE

Are you in Pain?

Or

Is your Client in Pain?

Are you working with PTSD, Greif,

Addiction, Anger or Worry?

This book is about creating

2 outcomes for you or for your client.

Outcome 1) To Decrease Suffering

And

Outcome 2) To Increase Function

In today's world, 'Letting Go' is an essential tool.

However, many people believe that

'Letting Go' and 'Giving UP' are the same thing.

They are not the Same. In fact, holding on to the past is what causes people to give up.

To Move on, you or your client need to 'Let Go' of what was before they can be 'Present' with "What is'

I’m Scott from Lawrence Hypnotherapy



After seeing over 4,000 clients for addiction and over 3,000 business coaching clients and 10 years in the industry, I’m excited to share a framework that has worked for countless students.

I’ve been a Lecturer at the Academy of Hypnotic Science, Featured on the Hamish and Andy Show in my first year of business and saw 40 clients per week in my first 6 months of business.

It’s been great. But there have been rough patches. Not only has the world changed to the point of it being unrecognisable to anyone who grew up in the 80’s but these days, self help has been discovered, tried and rejected by many. The parts of psychology that give the most reward for the least amount of effort have already been adopted by society. So it may feel as though all that’s left for you do help people with is the hard or unpopular stuff. But this isn’t at all the case.

People, more than ever, need you to do 4 things for them.

1. **Listen to them**
2. **Be present**
3. **Be clear**
4. **Be easy to listen to**

What's best for the world isn't always best for the individual

These 4 steps of **Listen**, **Be Present**, **Be Clear** and **Be Easy to Listen To** are often so Missing from their personal lives, that they can develop bad habits that destroy their life. We'll cover these 4 more later in the book

The world may need your client to get involved in a cause, but not 24/7. The world may need your client to listen to the news, but not 24/7. And your client may need to grieve to let go of the loss of a loved one, but again, not 24/7.

In this eBook, we're going to explore the 4 more devastating habits that cause your client to suffer and long term harm.

Plus we're going to explore what to do to change their perspective on what's important to focus on.

If a person won't stop drinking, smoking, focusing on their ex, getting mad at people in traffic, snapping at people in their house, worrying about the future of the planet, worrying about their own future or thinking that the world is in such a downward spiral that they believe that there is no point in putting in an effort, then they can go into Fight, Flight or Freeze.

They can get Headaches, Sharp Pain, Memory Loss, Stomach Pains, Emotional Outbursts or Muscle Pains, Bad Posture, Nightmares or possibly even Self Harm. You can help with a focused client plan. But we need them to stop doing 4 things.

The 4 Antitheses of Letting Go

When your client is in pain, it's easiest for them to feel better now by picking up any low hanging fruit. Even if that low hanging fruit causes more pain and less function over time.

Addiction – The attempt to numb out pain in the short term while kicking the can down the road. This doesn't solve the problem and causes more pain in the long term.

Blame – The giving up of power. It's common for clients to make the world responsible for their happiness, however, if they don't admit that they get to chose their response to the situation, then they have no place to start from.

Climatise – Ignoring the problem and pretending that it doesn't exist. This usually just means producing a habit of putting their head in the sand and failing to learn any true problem solving skills. It's like hiding under a blanket.

Dead Ends – The pursuit of solutions that don't work. Often a client can be working hard because of their problem, but their solution is wrong. A client can't fix their problem by turning up the effort that they put into a solution that doesn't work. This leads to burn out.

The 8 Steps to Letting Go.

Letting go and not taking something personally is as great of a super power as writing out goals and journaling. It may not be immediately the ‘Sexy Step’ or the technique that gets the credit, but it 100% is required if your client is going to get anywhere from the situation that they find them selves in.

The 8 Steps come in 2 parts.

The first 4 Steps are ‘Letting Go’ Steps and the second 4 Steps are ‘Getting it Done’ Steps. Both are needed to produce a happy result.

It’s a rhythm just like breathing is a rhythm. People need to Wake Up, and people need to Go to Sleep. People don’t need to get stuck in 1 half of the equation. We’re supposed to Get Excited and rise with the sun and then Let Go of everything and retire with the sunset. This system of Up and Down creates certainty and productivity. It creates a feeling of safety and security.

Anxiety and Depression are another example of Up or Down. The issue often relates to people getting stuck in the Up (Anxiety) or getting stuck in the Down (Depression).

Create a Rhythm. And your client will be better off.

Rhythm is Life

There are 2 styles of psychology that have hit mainstream in the last 20 years.

The first type = More

The ‘More’ version of psychology includes NLP, Goal Setting, Mindfulness and various forms of CBT.

The problem with the ‘More’ version of psychology is that it contained the potential for Rainbow Blasting, Optimism and Denial when what some people really needed was a Reality Check.

The Second type = Less

This ‘Less’ style of psychology came across to replace the ‘More’ style with Realism, Acceptance Commitment Therapy, The Happiness Trap, The Subtle Art of Not Giving a F*** and other various of styles that refuted positive psychology.

The problem with the ‘Less’ version of psychology is that it wouldn’t ever let your client graduate or move on from their pain. Every time a client experienced a win, the therapist would cut them down. It’s a great style of psychology for challenging a stubborn ego and getting them to see another point of view, but once the work is done then it’s time to move on.

It’s important to remember the state that Psychology was in before the ‘More’ styles of NLP, Life Coaching and Hypnotherapy came about.

We’ve come a long way. There was a time when we didn’t have a concept of the unconscious mind. There was a time where medication, incarceration and lobotomization were our only go to options. These three options still do exist today through anti-depressants, prisons and shock treatment. However we have better options available now.

The old forms of treatment had clients telling their life story to their therapist over and over with no focus on **What’s Next.**

The **What’s Next** of the ‘More’ psychology allowed people to imagine a circumstance better than the one that they’re in. It caused them to get back on the horse and to describe the outcome that they wanted instead of just complaining about where they were.

The **Realism** of the ‘Less’ style of psychology helped people to drop the pressure of Image and to pick a goal and expectations that allowed the client a much needed out breath.

The rhythm between **What’s Next** and **Realism** is what brings the therapy together. Sometimes your client needs Less, other times they need More. Picking either one as a favourite is like choosing between breathing In or Out. You need both.

Steps 1 to 4 – Letting Go

It's a great time in history to focus on what's important and to let the rest go. There will always be another issue that takes your clients attention and there will always be more news on TV. The key is to focus on what really matters most of the time. As Tony Robins said, *"The main thing is to make the main thing the main thing."*

The Let it go steps

1. Psychology – Word thinking (label thinking)
2. Propagandas that create obsession / attachment
3. Psalm - End the Old Mantra
4. Pass Time - Find a calming activity

1. Psychology – Work thinking / Label Thinking

We know for a fact that labels effect our perception of something. This happens when we take a circumstance, object or person and super impose an abstraction over the top of them.

An abstraction is an Idea, or anything that isn't as simple as an object. When we look at fire, we all have to agree that it's fire. We look at a pen, and we all have to agree that the pen is a pen. It's when we start to use words like 'Love', 'Good', 'Evil', ect... that we get into the realm of Abstractions.

If you're involved with psychology, then you've probably heard of GDD or Generalisations, Deletions or Distortions. These are the 3 ways that we can be wrong about something.

A **Generalisation** usually involves words like ‘Every’, ‘All’, ‘Everyone’. These generalisations can sometimes result faulty logic or reasoning, anxiety, depression and missed opportunity.

A person with low self esteem might believe that they can read the minds of all humans enough that they know for certain that everybody hates them. Of course this can’t be true, because it’s a generalisation.

Often people are offended because of their own use of generalisations. When a client says ‘All’, followed by ‘Men’, ‘Woman’, ‘Parents’, ‘Kids’, ‘Left wings’, ‘Right wings’, ‘Rich’, ‘Poor’, ‘Famous people’, ‘Uneducated’, ‘Uni Students’, etc... they are likely to be generalising.

A great way to break a client out of their Mental Prison here is to Chunk Down and to ask a question that makes them become More Specific. A good question could be, “Can you tell me about a particular person or a particular situation where this happened to you?”

Remember that your job here isn’t to change their political or personal opinions about the world. Your job is to help them to achieve the result that they came to you to achieve.

Deletions are a way of speaking that only tells part of the story and leaves out other important parts that would sway their opinion in the other direction. The 1 sidedness of deletions can cause a client to Remember the Bad, but to Forget the Good or vice versa. Often the abstraction of Fairness is an issue for clients who can only see 1 side of the argument.

Distortions are untrue. They're basically twisting what happened into something else altogether. When we see the power of Abstractions at play, we can have 2 people watch the same event and have 2 differing opinions about what actually happened. Our clients value system can often cause a Generalisation, Deletion or Distortion that can lead to personal suffering.

In a study of the deaf community, we noticed that their IQ is basically exactly the same as everybody else. In an attempt to force them to assimilate, they were forced to stop using ASL (American Sign Language) and Ozland. In place of sign language, they were made to lip read and to speak so that they were simulating a person who was not deaf.

Deaf people rely on sign language and their abstractions to process complex ideas. Without access to their native and preferred speaking style of sign language, they struggle to communicate and therefore find thinking more difficult. An IQ test was conducted with a group who were not allowed to use sign language and their IQ had dropped significantly.

Only when allowed to use sign language again did their IQ rise back up to normal levels.

We use Abstractions to help us to think. We do maths with words that help us to know what to think. But the issue with abstractions is that sometimes they're way off and lead clients down a dangerous road. It's a good idea to ask your client what they'd think about the world if they didn't have News, Parents,

Teachers, Social Media or YouTube in their lives to influence them.

Labels change how we see reality. If there was an empty cave that you wanted to explore, then you might have no trouble giving yourself permission to explore it. However, if there was a sign over the entrance of the cave that says, ‘Bobs Cave’ then you may feel that this naturally forming cave belongs to somebody else and that you’re not welcome to enter it without Bob’s permission.

A client can become so upset by the labels and abstractions that the world keeps saturating them with, that they develop a short temper, lose friends or even experience a marriage break down.

What if there is a couple who only disagree on 10% of all issues, but they can’t agree on how they see a political issue, social issue or some other label? It’s easy to vilify a person because of their Colour, Gender, Politics or other Labels, but it’s a lot harder to see a person as a complex individual.

If 2 people are driving cars and one person pulls out in front of the other driver, it’s easy to dehumanise them and to get angry. However, when two people bump into each other on the street, they’re much more likely to apologise or to be nicer to each other because of the humanised element. The internet has become a place where clients can lose their minds in anger at everybody else, but if they had to see each other face to face in

a less anonymous setting, they may be more inclined to hear out the other persons point of view.

If a magazine, social movement, abstraction or label tells your client to hate a particular group of people or causes them constant anxiety, then it may be a good idea for them to take more of a back seat to the cause and to let other people work out the details for them. It's OK to sit out on a movement once in a while. It doesn't mean that you don't support the cause just because you're not posting 100 Facebook videos per week.

Help your client to Let Go of Word Thinking or Label Thinking or Abstractions in this particular case and to focus more on their local environment and what they actually, personally want for themselves.

This doesn't mean that these causes aren't important. But if they're in that much pain every time that they think about the cause, it may be time for them to let go of that cause as part of their daily routine.

2. Propagandas – that create obsession / attachment

A client of mind has a couple of children who are heavy YouTube watchers. She found that her children would come into the lounge room angry sometimes and give a 10 minute speech with Data, Jokes and a Narrative that seemingly came out of nowhere. One child kept telling her mum that their school was going to force them to become a transsexual child.

Slightly confused, the mother talked to the school to find out where this idea came from. The school had no idea what the mother was talking about. So they asked the child where they got the idea that their school was going to force them to become transsexual, and the kid put on a YouTube video for the mother that explained the whole idea.

Obviously, in this case, the school was not trying to force this child to become a transsexual. What the child was experiencing was massive saturation about an issue that was local to some other part of the planet that had nothing to do with him. But this child's head was being pumped with video after video, day after day that it turned into a real fear. This became such a massive problem that the child was afraid that the teachers were going to perform an operation on him against his will.

The other child was watching the News constantly and found it hard to do their school work while all they were consuming in their sensory diet was doom and gloom. They were so alarmed at the state of the world that they failed a year of school because they were unable to do any of the work.

We're not saying that you or your client, or your clients children should live in a bunker and to ignore the world altogether. However, there is a limit to how much you actually need to know in order to make an informed choice about your life.

During The US Election, The Novel Corona Virus, The Australian Bush Fires, The Riots in Minneapolis, The BLM

movement, The MeToo Movement, etc... People only needed 1 news update per day. This news update should only take about 5 or 15 minutes to get the important information that they need.

But people weren't consuming 15 minutes of news per day. They were letting the news consume them. Anxiety is at Record High Levels for much of the world right now.

The combination of Label Thinking and Constant Sensory Saturation is a recipe for a heart attack.

It's not just politics and news. It's Social Media asking you what the definition of a narcissist, gas lighting, toxicity, nepotism, despots, cat fishing, cronyism, capitalism, communism, renewables, pronouns, scams, block chain, cryptos and gerrymandering are. On top of that, we're being asked to constantly keep an eye out for who our next Hitler will be. The human mind can only take so much of this saturation before it becomes sick.

Again, we're not saying that any of these topics aren't important, however, there is a right way to go about fixing something that is broken. Panic and Saturation of Doom and Gloom is not an effect fix to a problem. But there is an effective fix that we'll talk about in the 2nd of the 4 steps of letting go.

Stress is making clients sick. It's time to use better problem solving skills other than constant saturation.

3. Psalms – Ending the Old Mantra

A stressed client usually will keep repeating the topic of their stress in their head until it causes them more harm, and then they turn up the intensity.

A mantra is basically just something that people repeat.

Years ago, I was trapped in a mantra. My wife had just left me for another man that she was seeing. They'd been together for about a month and I came home to a note at the door that said that she'd moved out. I didn't hear anything from her for 5 weeks, she'd changed her phone number and I couldn't get any contact from her. I didn't even know if I was still in a relationship or if I should cook her dinner again that night. We were about to buy a house on the week that she left, but she stole our life savings that I never got back from her. I had to earn it back through my business.

For 5 weeks, I kept repeating this damaging mantra in my head, *'Will she call today?'*

I felt waves of pain throughout my body each time that the question came up in my head. I didn't know how to stop asking the question and I didn't know how to move on. All of my skills at the time were about Taking Action and Getting it Done. I had no skills that didn't involve at least some instant gratification.

Other clients who have been through break ups would constantly check Facebook, Instagram and other social media sources to see how their ex was doing.

I constantly rang my exes parents and our mutual friends to see if anybody knew if she was going to call today or not. I was not equipped to handle that situation. I was in some kind of a supernatural hell loop.

I kept asking myself if I was a bad guy, over and over and over.

I asked everybody else that I knew.

What I didn't realise is that you can't control people and they end up making their own minds up about things. How another person behaves is no reflection of you. It's a reflection of them.

Letting go was the hardest skill that I ever had to learn. But today, I have tools that help me out in a big way. If someone doesn't agree with me, rejects me, doesn't want to be my client, doesn't want to be my friend, are too busy to talk or for any other reason they behave differently than how I want them to, well, now I have tools for letting go.

The first step to stopping the mantra in the head is to write down what you keep repeating. It's like studying for a test. You memorise it until after the test and then you forget it.

The best tool is to first look after your own needs with Money, Health, Mental Health and finding New Support or Professional Support. But we'll cover more about those techniques in the 2nd 4 of the steps.

The ultimate Letting Go tool is to find a great Pass Time.

4. Pass Time – Find a Calming Activity

What does your client love to do to pass the time?

Being at a loose end doesn't feel so great. Especially during episodes of PTSD, Grief or Depression, it's so important to develop some pass times.

I learned during my break up and quarantine time that I love 4 things. I love hanging out with people, playing computer games, reading / writing books and creating videos.

Although sometimes, I need a break from the Business Stuff and People are sometimes or often busy. This sometimes leaves computer games or watching TV as my top priorities. I love to camp, nature walk or do indoor rock wall climbing, however, not all of those options are available all of the time.

If you or your client are having trouble finding something that you love to do to pass the time, then open a Word Doc or grab a Paper and Pen and write a list.

Pass times heal the mind. They put the brain into a meditative state where it can come down from the adrenaline of the day.

Pass times are not the same as climatising to a negative situation. It is no measure of health to be well adjusted to a profoundly sick environment. However, your client does need to pick their battles wisely.

It's that rhythm again. Sometimes it's time to **Get it Done** and other times it's time to **Let it Go**.

Some options for pass time can be Art, Music, Reading, Writing, Socialising, Solving Puzzles, Researching, Collecting, Sport, Walking, Camping, Organising your environment, Maintaining or Restoring your possessions such as Car, Furniture, White Goods, etc...

The act of having a pass time is similar to meditation. The 2 rules of relaxation are, 1) do something that doesn't 'Have to' be done and 2) Allow time to pass.

Anything else is just up to the individual to decide as long as those 2 rules are followed. Once your client has done their responsibilities that 'Have to' be done, the most time spent in a relaxed state of mind the better. What do you like to do to pass time?

The Get it Done Steps

Letting go is half the battle, but letting go is not giving up. Sometimes I get rejected by people, a client cancels or something else doesn't go my way. It can be deflating. Sometimes a friend drops off or there is legitimately something that I can't control. Sometimes you and your clients legitimately have something happen to you that you can't control.

You just can't control everything. This lack of control shouldn't always be brushed past or ignored or replaced with positive psychology. Sometimes we need to stop and find a pass time and perspective so that we can let go. The universe isn't out to punish you, however, sometimes you or your client need to find peace in your current circumstance before you can move on with the next circumstance. Good comes when you least expect it.

Here are the 4 Get it Done Steps.

5. Possibility – Be Open to New
6. Passion – Find a Vision
7. Project – Blue Print
8. Planner – Your Daily Schedule

5. Possibility – Be Open to New

Before you can get your mind to focus on what you want, it's a great idea to find where the mind is most open and how it likes energy to flow.

Do you remember these steps?

People, more than ever, need you to do 4 things for them.

1. **Listen to them**
2. **Be present**
3. **Be clear**
4. **Be easy to listen to**

These 4 steps will help you to find your clients flow of energy for open mindedness before you start to work on a goal.

The mind wants 4 things.

1. More People – if your client is Socially driven or recharges as an extravert.
2. Less People – if your client is Overwhelmed or recharges as an introvert.
3. Getting Serious – If they are sick of an old sabotage pattern or
4. Getting Playful – if they feel smothered, robotic and are craving reward, fun or a more enjoyable experience.

The only way to find which one of these qualities that your client most craves is **to Listen, Be Present, Be Clear** and **be Easy to Listen to**.

Listening – Most people are still just waiting for their turn to talk. Even when coaching or counselling someone, without listening, we may not even know what people want. Often people are terrible at communicating. People ask you one question and actually meant to ask you a different question.

Get clear on what they are actually asking you before you answer the question.

Be Present – This means letting go of whatever else was stealing away your focus. Writing down your own to do list or writing down what you need to work on can free up your mind to be with the person that you're with.

Be Clear – Stories help a lot. Jargon doesn't help. Also, be specific. Repeat back key words and phrases to your client so that you both know that you're on the same page.

Be Easy to Listen To – Again, stories that tell the human condition are great. Don't lecture. Give stories that you would actually want to listen to.

6. Passion – Find a Vision

Find a central goal that your client wants to achieve. Get super clear on what the actual outcome would look like. Is it closely related to Money, Health or Relationships? How would they

measure or realise that they had achieved their goal? What numbers are they using to judge success?

7. Project – Blue Print

How is your client going to get there? What skills are needed to get there? What skills do they have already? What skills still need to be developed?

Sometimes your client needs to do steps that **Cause Growth** and other times they need steps that **Enable Growth**.

For example, to earn $250,000 per year, your client needs steps that **Cause Growth** like Leads, Branding and Sales. But they also need steps that Enable Growth like Self Care, Health, Mind Set, Journaling or Counseling.

Please read ‘6 Figure Funnel’ Here if you want steps.

Relationship goals are the same. To **Cause Growth**, they may need to Get Out there More, improve their Tinder or Bumble photo and bio. To **Enable Growth**, they may need to forgive themselves, let go of their Ex or do some work on healing in general.

8. Planner – Your Daily Schedule

It’s a great idea to have a To Do list. Clients get so much done when it’s written down. If you haven’t seen my 4 Hour Course eBook, I’ll share a link to it Here. I’ll also share a link to ‘How to Cure the Anxiety Loop’ Here as it’s essential for letting go.

The idea of a To Do list isn’t to do 2 days work per day. That’s impossible. Even if your client does get it done, it’s unsustainable. But without a To Do list, they don’t have a rhythm. They won’t know where to bring their attention back to when they get interrupted.

And when they’ve written their Work or Chores To Do list, it’s important for them to plan their Down Time or to give themselves enjoyable pass times so that they don’t reach for addictions when they’re trying to relax on the way back down again.

Both types of energy need to be catered for.

Goal clarity helps to get stuff done, and meditative actions help to let go of what can’t be controlled while a person is experiencing the pain of loss or lack of control.

If you need help to get your clinic up and running, then join 6 Figure Funnel at this link here.

We help you to attract up to 40 clients per week or to do the 1 to many model where you can help 40 clients at once with webinars or online courses.

The world is out there, but sometimes the answer in inside of us.

Thank you again for reading. The entire point of these 8 steps is to have a rhythm between Getting it Done and Letting it Go.

You breath in and you breath out. You need both.

See you next time.

Scott Lawrence