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Advertisements are solely for general information and not necessarily endorsed by PHWA.

PHWA takes no responsibility for the training information provided – this is for information purposes only.

This issue:

- **What's in this issue?**
- **AHA World Conference**
- **What's happening with other associations?**
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Welcome to June's newsletter

Firstly and most importantly... the **AGM** is looming!! This takes place on the 21st of June and nominations are being called for **NOW**. As you will have seen in the recent email from Patricia, the Treasurer, Secretary, Media Secretary and possibly Catering officer positions are all vacant. We know there are many talented and wonderful people out there – please put your hand up! Nomination forms are included in this newsletter.

I wish to encourage everyone to be a part of the PHWA newsletter as it is only as good as the contributions made to it, therefore, at the risk of repeating myself, I again include the following:

Some ideas for contributions:

- **Case studies** (respecting confidentiality of course)
- Different **methods** and hypnosis **training**.
- **Questions!** We all have them and in any practice, there are times we become uncertain regarding some of our clients. This is a great opportunity to use the newsletter as a sounding board. Let's get some dialogue going!
- **Advertising** – we have many multi modality practitioners in our association – please utilise

our incredibly cheap advertising rates!

- **Upcoming training.** Even if this is not hypnosis training – it may be relevant! Our members have many and varied interests and most of them are multi practitioners. Let us know what you are doing.
- **Jokes & stories**

Advertising Rates

Associations & Training Institutions:	\$0.00
Members:	\$10.00
Non Members:	\$20.00

The size of ad these prices relate to are ¼ of A4 page. Training & other associations can run to one A4 page.

In this issue we profile PHWA's Vice Chairperson, Allan Henshaw on page 3.

The intention is to give all members a more personal view of their committee and then continue on into the membership. We have some really interesting people in PHWA and I encourage you to share yourselves.

Thanks to Craig Hommonay for part 2 of his series of articles on the 5 PATH Approach (pages 5 & 6).

Please also note the very first World Conference run by the Australian Hypnotherapists Association in Sydney in September (details on page 10).



WORLD CONFERENCE

'Empowering You'

Join Australian and International Professionals - Leaders in their field coming together for this world class event to celebrate 60 years of hypnotherapy in Australia.

Australia Hypnotherapists' Association World Conference 'Empowering You'

12-13th September 2009
The Mercure Sydney Hotel
Sydney Australia

It is our commitment to 'Empower You' with the latest knowledge, tools and techniques in Hypnotherapy being utilised around the world.

The themes for the conference focus on:

- Hypnotherapy Techniques
- Psychology
- Counselling
- Marketing
- Life Coaching
- Medical
- NLP
- Business Management
- Legal

The conference will consist of:

- 2 full days of innovative presentations
- 2 International Keynote Speakers – Roy Hunter & Shaun Brookhouse
- A 60th anniversary celebratory dinner and welcome function that will provide an opportunity to develop new professional acquaintances.

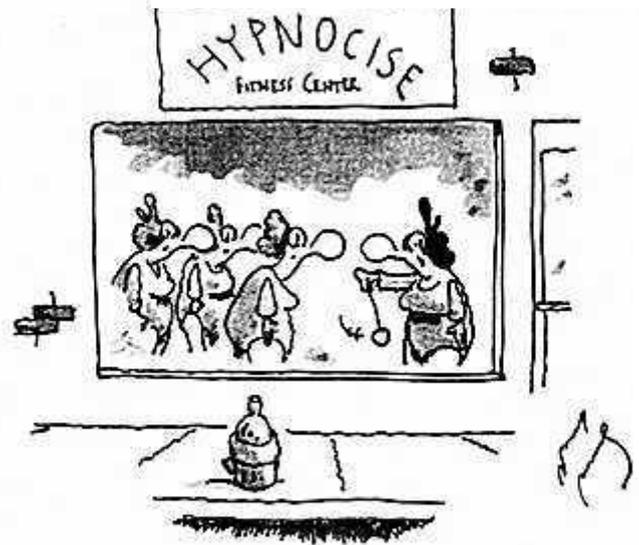
For further information and registration details for AHA World Conference visit www.ahahypnotherapy.org.au or contact:

AHA World Conference Secretariat
Conexion Event Management
PO Box 601
Pymont NSW 2009
Australia

Phone: + 61 2 9518 7722
Facsimile: + 61 2 9518 7222
Email: conference@ahahypnotherapy.org.au

Jan Duncan is now the WA sales rep for Resonanz Recordings. There are new titles and artists available.

If you want anything – call or email Jan innersense2004@yahoo.com.au



"You are in a deep, deep sleep, when you awaken you will feel sweaty and exhausted..."

What's happening in other Associations & States?

The Social Development Committee, Parliament of South Australia recommends that the Minister for Health ensure that – consistent with national competition policy principles – current legislative restrictions limiting the practice of hypnosis to certain health professionals are removed. This is great news for SA and nationally. On page 15 of the report it says that "...while there is a paucity of scientific evidence of the safety and efficacy of hypnosis and hypnotherapy as practiced by lay hypnotherapists, the evidence of high risk of harm to the public does not appear sufficient to warrant a prohibition on practice." Furthermore, the Committee notes the report's findings that there is some "emerging and promising evidence regarding the benefits and safety in the use of hypnosis as an adjunctive therapy". There is a great deal more information in the letter from Robyn Schutte (Secretary of the Social Development Committee) and if you have not already received this via AHA or PHWA, then please contact Patricia or Linda Milburn.

Big news recently for AHA – Medibank Private commissioned BSI Management Systems, Health Division of Australia to audit the AHA to determine whether they qualified for benchmark certification of the new Private Health Insurance (Accreditation) Rules 2008. The AHA passed all requirements and has offered an agreement for Association Provider Number for clinical members of the AHA. This is certainly an encouragement for all hypnotherapists and associations to raise the standards of qualification!!

Congratulations to everyone at AHA for their hard work in taking our profession to such a high point.

Profile: Allan Henshaw, Vice - Chairperson of PHWA



Allan Henshaw first started with hypnosis when he saw an article about Rick Collingwood in the West Australian. His only interest in hypnosis up to that point had been a failed attempt to stop smoking. His then wife had been successful in stopping smoking through hypnosis and, as a result, she insisted that Allan went along as well.

Being a total sceptic he was amazed to see his arm lifting of its own accord during the induction, and was intrigued by the sleepy state that he experienced when he came out of the trance. He was hooked -but still smoked cigars!

Allan spent 30 years in the Royal Air Force before leaving to emigrate to Australia in May 1993. As a squadron leader in the Administrative Branch of the RAF he could see the "writing on the wall" as the Service started contracting following the end of the 'cold war'.

During his service he managed to get around most parts of the world and was closely involved in some of the aspects of operations in Aden, the Falklands, and the first Gulf War. Perhaps his biggest "claim to fame" came in 1985 when he was the escort to the Princess of Wales during her first ever military engagement when she visited RAF Wittering, the Harrier base, on being made Honorary Air Commodore of the base.

Having arrived in Australia he moved out to Toodyay following a short spell in Mullaloo and became the manager of the Northam horse racing club. He knew nothing about horse racing but he did know administration and how to get the club out of the enormous financial mess that they were in. The club is now one of the foremost country racing venues in Western Australia.

From the race club Allan was asked to manage the local aircraft maintenance company. The sweetener used to lure him was the promise of flying lessons. As a result of that he spent a lot of time test flying aircraft following maintenance and also fetching and delivering aircraft from the many pastoral stations in the Murchison, Gascoyne, Goldfields and North West areas. On a couple of occasions he also had to deliver aircraft to the Sydney and Melbourne areas. Also during this time he completed 6 years on the Toodyay Shire Council, four of which were as Shire President.

Following his hypnotism training Allan decided not to set up a permanent business but to offer a unique "at home" service for the Wheatbelt and western suburbs. He feels that some clients are far more relaxed in a home setting although it takes a bit of ingenuity sometimes to achieve the right ambience. It also gives him a chance to talk to other family members who may be a bit apprehensive. His client base is mainly 'word of mouth' and he says it is truly surprising just how many clients can result from one previous client.

Does he have any notable moments? "Yes, the client who came to me with a fear of heights", he said. "She was even unable to go on the escalators at Myers. I got an email from her later to say she'd been on the London Eye and was raring to go again!"

Allan remarried in October 2007 to Alison and they headed for Las Vegas to do the deed. He no longer smokes!



Referral Etiquette

by Mailin Colman

How many of us are familiar with referral etiquette? Judging by my personal experiences – not as many as should be!

It may simply be a case of few or no clinical practice subjects being offered at the study institution of your choice, or that you have never encountered the need to know. Most professionals in the health field though, consider the practice of good referral a must.

This applies both to giving and receiving a referral.

The first and MOST important thing to remember with referral is to ACKNOWLEDGE it. Whether the referral is a client the practitioner is simply too busy to see or perhaps the client has needs outside a practitioner's field of expertise or it may be that a referral is made as part of a holistic health plan – acknowledgement is an absolute must.

This can be very, very simple and can consist of any or all of the following:

- A thank you note / letter
- An email
- A telephone call
- Where the referral is part of a holistic health plan, a letter detailing that health plan and basic details of the clients needs must be sent to the practitioner so that they can proceed professionally – it's just not a good look if the client has to go through their entire story again.

I have a number of doctors referring clients to my practice and they fully expect a detailed report during, and at the end of the treatment plan. It is my opinion that to omit sending a report is not only downright rude, it is inviting a cessation of referrals! This is

shared health care and we have a duty to provide & share all relevant information in order to do our very best for the client in all instances.

Where the referral is made by a fellow hypnotherapist, I make a point of contacting them to thank them – they did not have to choose me – I'm flattered that they did and I wish to acknowledge this fact. If the client has been seeing me for an emotional issue and I refer them to a colleague who specialises in say, smoking - I would then absolutely expect the referring practitioner to (with client permission) bring me up to speed with the client's progress – especially if that client were to return to my care.

Basic rule of thumb - **referral etiquette is good for business!!** Look after the health professionals who look after YOU and you can't go wrong. Do the opposite and watch those referrals dry up quickly!

Equally important as treating your referrers well, is keeping up to date with those you refer TO. Nothing taints your business more than sending a client off somewhere where the standards may have dropped; the business has changed hands (or worse, closed down), funding has been decreased and therefore services that had previously been offered are no longer. Continually check in with your referral sources to ensure they are what you want for your clients.

Networking – the key thing. Constant networking is vital to a healthy and successful life as a health practitioner (and your business!!) Building network sources keeps you firmly in the mind of other referral sources as well as keeping you informed. The more health services who are aware of you (and the quality of both your work AND your manners!!), the better your working life is.

5 PATH A Systematic Approach - Part 2 in a series of articles by Craig Homonnay

Direct Suggestion Session, the First Phase

The first session with the client is designed to be pleasant and to build their confidence. A session using only Direct Suggestion (DS) is usually the most enjoyable session our client will experience. Normally we will use a rapid or instant induction. Like a modified Elman induction or Cal Banyan's Eight Word induction, or in some less frequent circumstances we may use a slower method. We usually take approximately 4 seconds to 4 minutes to induce the hypnosis, and then the client is deepened and tested for the proper depth of trance to do the work.

The optimum depth for this kind of work is somnambulism. It is essential that we test for somnambulism before we proceed to the DS work. Normally this will be done by suggesting amnesia for a number or name. This will be done in such a way that the client is not aware of the test and we can continue to deepen if necessary before testing again.

There is variation in your client's ability to accept hypnotic suggestions, and this effects how quickly they will reach somnambulism. So, that is the first goal of the hypnosis session. We obtain somnambulism and "lock it in" using a post hypnotic suggestion for a rapid re-induction into hypnosis at the somnambulist level. An example of such a suggestion would be given as follows, "whenever you and I want to do hypnosis together in the future, all I will have to do is say the words 'sleep' and drop your hand, and you will re-enter this deep level of hypnotic relaxation".

If the hypnotherapist has done his or her work up to this point, and made the client comfortable with the idea of being hypnotised, then all of the above, the induction and acceptance of a post hypnotic induction for re-induction of hypnosis can be accomplished in just a few minutes, leaving time to do the DS work.

The success of our DS sessions depends first, on having the client sufficiently deepened into hypnosis for the work that is going to be done. Secondly, from interviewing the client, we have identified areas that we are going to work on and established what kind of changes are going to take place. For example, during the interview, we may have established that snacking was part of the problem, causing the client to be overweight. During the DS session suggestions that will eliminate or manage snacking are then given. We do not give suggestions for change unless the client has shown some desire to make the change. It is our experience that giving suggestions for changes that the client is not interested in making is not nearly as effective as when we establish the desire to make that particular change. If the client does not think that their weight problems is occurring because of excess snacking then the chances are good that they will be rejected. Plus, when clients are finding suggestions unacceptable, it tends to lighten their level of hypnosis.

Compounding a suggestion makes it more powerful

This compounding should be an important part of any DS session. A suggestion should be compounded a minimum of fifteen times. We follow that rule when we want to drive home

specific suggestions such as, "you are now a non-smoker and you are going to be a non-smoker for the rest of your life." This is called the Direct Drive Technique.

Another very important part of any first session is the use of at least one or two convincers. Don't let the client leave the office without experiencing at least one. We always use eye lock. It is mandatory. Every client must experience eye lock before receiving any suggestions. Why? First off, when you have established that the client is in somnambulism, you can be certain that the client's eyes will lock because of suggestion, because it requires a level of hypnosis that is less than somnambulism. Secondly, it deepens their level of hypnosis. When your client attempts to open his or her eyes and can't, they always go deeper into hypnosis, because they have been convinced that it is working. They have become more suggestible. Now they expect for the other suggestions to work as well. Eye lock is also a great marketing tool, because if they have a friend or family member that knows that they went for hypnosis, they are going to ask your client if they were hypnotised. Your client will be able to tell them that, indeed they were hypnotised, and how they tried to open their eyes and could not! Remember that the almost universal fear that clients bring into the office unless they have had a previous positive hypnotic experience is that they will not be able to be hypnotised. Convincers move them beyond this fear and turn them into excellent clients.

Another mandatory part of the DS session is a post hypnotic suggestion for sensitivity to a colour. We suggest that the client will find the colour red brighter and sharper, and that every time they see the colour red over the next few days, it will reinforce what was done in the hypnosis session. I found how powerful such a suggestion was when clients began to see red "everywhere" so they came back to complete the rest of their sessions.

The other, mandatory part of the DS session is yet another convincer, time distortion. At the beginning of every first session with a client, we always have the client check the time to see when the session begins, and I tell them to remember that time. Then just before emerging them, I suggest that, "even though we just spent a few minutes today doing hypnosis, you are going to be amazed at how well you have done." Then emerge the client as you ask them how long they think we were doing hypnosis. In about ninety plus percent of the cases the client will greatly underestimate the time. This is a great convincer that they were hypnotised when used correctly.

The secrets to a good DS hypnosis session

Make sure that the client is comfortable with hypnosis by removing fears and misconceptions.

Establish the changes that will be made during the session.

Deepen and test the depth of hypnosis.

Compound important points.

Use convincers, they only take a couple of moments and they can greatly improve your success.

Next phaseAge Regression and the informed child technique

PHWA AGM - Members responsibilities

MEMBERS ARE REQUIRED TO EITHER ATTEND THE AGM OR SUBMIT A PROXY FORM ENABLING SOMEONE ELSE TO VOTE ON THEIR BEHALF.

As per every year, we are looking for an enthusiastic and strong committee to continue the growth and development of PHWA so it's really important that you, the members, HAVE YOUR SAY. If you feel you are a great candidate for the committee – ask someone to nominate you!

Some points to note:

- Nomination and Proxy forms will need to be printed and all signatures are required.
- Completed forms to be posted to:

PHWA Secretary

24 Mozart Mews
RIVERVALE WA 6103

OR e-mailed to: irvingp3@bigpond.com (in the case of e-mail the original will need to be scanned and then e-mailed)

- Nominations must be received by the 12th of June 2009. Any forms received after this date will not be accepted.
- Proxy forms will be accepted right up to the time of the AGM.
- Postal votes for election of committee members will also be accepted up to the day of the AGM and must be handed to the independent vote counters.
- All nomination and proxy forms are to be submitted to the Secretary before the commencement of the AGM.

A note from PHWA's Secretary, Patricia Irving re the AGM

Hello everyone,

A reminder that the AGM will be held on the 21st June 2009 and this is your opportunity to elect the Committee that you would like to lead you into the future. I have attached all relevant information and forms.

If you feel you would like to contribute to our Association, now is the time to do so. Alternatively, if you think someone else would be suitable for any of the positions, please approach them for consent of their nomination.

It is important to know that not only will all knowledge and information will be passed on from those of us leaving these positions, there will be lots of ongoing support for the incoming Committee. As for the Secretary's position, all templates and information is in place which will be handed over on a CD.

I have listed below the current Committee Members and I have indicated those who have made their decision regarding the future, however regardless of what the current Committee or other Members have decided to do, anyone is entitled to nominate themselves or someone else for a position

Please note that a new position "MEDIA COORDINATOR" has been created also the roles of "HISTORIAN" and "WELFARE OFFICER" have been deleted.

Position	Present holder	Expressions of interest to date
Chairperson	Jan Duncan (standing down)	Allan Henshaw
Vice Chairperson	Allan Henshaw (standing down)	Jan Duncan
Secretary	Patricia Irving (standing down)	
Treasurer	John Steer (standing down)	
Media Co-ordinator	Vacant	David Whyte
Training Officer	Lisa Webber	Lisa Webber
Catering Officer	Tessa du Toit	Tessa du Toit
Librarian	Joanna Tennyson	Joanna Tennyson

Looking forward to seeing you all at the AGM.

Kind regards

Patricia Irving - Secretary, PHWA Inc



**Nomination
to the Committee of
The Professional Hypnotists of WA Incorporated
AGM – 21st June 2009**

The current committee members of the Professional Hypnotists of WA Inc are:

Chairperson	Jan Duncan	Training	Lisa Webber
Vice Chairperson	Allan Henshaw	Catering	Tessa du Toit
Treasurer	John Steer	Librarian	Joanna Tennyson
Secretary	Patricia Irving	Welfare	Martyne Keeley

All of the above positions will be **declared vacant** and **open for new nominations**.

All Nominations close at 4.00pm on 12th June 2009.

**Please note that a new position has been created - "Media Coordinator".
The positions of "Historian" and "Welfare Officer" have been deleted**

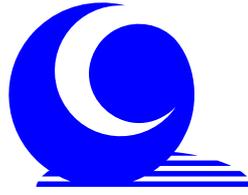
I, _____ being a member of PHWA do hereby
Nominate (print name) _____ to be appointed as:

Chairperson	<input type="checkbox"/>	Vice-Chairperson	<input type="checkbox"/>
Treasurer	<input type="checkbox"/>	Secretary	<input type="checkbox"/>
Media Coordinator	<input type="checkbox"/>	Catering	<input type="checkbox"/>
Training	<input type="checkbox"/>	Librarian	<input type="checkbox"/>

Signed: _____ Dated: / /09

I, _____ being a member of PHWA do hereby
second this nominate. Signed: _____ / /09

I, _____ being a member of PHWA do hereby
accept this nomination. Signed: _____ / /09



Proxy Form

**For the Annual General Meeting of the
Professional Hypnotists of WA Incorporated**

21st June 2009

Please note:

**ALL MEMBERS ARE REQUIRED TO EITHER ATTEND OR SEND THEIR PROXY
VOTE.**

I, (print name) _____ being a member of PHWA

appoint _____ as my proxy to vote on my

behalf at the **Annual General Meeting** of the Professional Hypnotists of WA Incorporated,
to be held on **21st June 2009** at **45 Delawney Street, Balcatta**, and at any adjournment
thereof.

Signed: _____

Dated: / /09

Australian Hypnotherapists' Association



WA Branch One Day Workshop

Sunday 14 June 09
9am - 3pm

Venue (map attached):
Cambridge Forum
Suite 17 & 18, 350
Cambridge St, Wembley

Registration:
9.00 - 9.30am
Doors close at 9.30am

Cost:
Members—\$80
Non Members—\$100
Refreshments & Lunch is included

Early Bird
Pay in full by
Friday 5th June to be
in a draw to win
\$75 book voucher!

**REGISTRATIONS
CLOSE**

Friday 12th June 09
*So get your form in NOW to SECURE
YOUR PLACE*

**Summary of
Presentations**

Pain Control

180 minute presentation (with breaks)

Brett Ellis

Alcohol & Abuse

90 minute presentation

Sandi Saber

For more information call
Sonia Czernik on 0417 417 782
or email
soniaczernik@gmail.com

To enrol: complete and return
your registration form
along with your payment to:

Sonia Czernik
AHA Training Co-ordinator
55 Douglas Ave, 5th Perth 6151

Registration

9.00 – 9.30am

PAIN CONTROL

by Brett Ellis

A combined approach

Brett Ellis is a certified trainer of Neuro Linguistic Programming (NLP), Time Line Therapy® (TLT®) and Hypnotherapy. He completed his TLT® training in 2007 with Drs Tad and Adrian James and has gone on to train students at Master Practitioner and Practitioner levels.

In addition to training, Brett has worked in private practice in both Albany and Perth since 2006 and has seen many, many clients transform themselves with amazing results.

9.30 – 11.00pm

Morning tea break - Refreshments

11.00 – 11.15pm

PAIN CONTROL (continued)

by Brett Ellis

Techniques developed by AM Kraemer

A demonstration will be conducted by Brett to demonstrate the pain control techniques developed by A M Kraemer.

These techniques and learning's promise to be invaluable to you and your practice.

11.15 – 12.45pm

Lunch Break

12.45 – 1.30pm

Each attendee registered before Wednesday 10th of June will receive a complementary lunch voucher for the day.

ALCOHOL & SUBSTANCE ABUSE

By Sandi Saber

Stay sober for life after 3 sessions

Sandi is a clinical Hypnotherapist, Counsellor, NLP Practitioner and Time Line Therapist and was one of the first graduates out of Rick Collingwood's Academy of Hypnosis in 2002. She was the Chairperson of PHWA for 2 years and is now Membership Secretary for the AHA, Sandi works in private practice.

Sandi's greatest success stories are with substance abuse/addictions. Since feedback from the last workshop showed great interest in alcohol abuse, we're delighted that Sandi will share with us her approach to this problem, presenting on how to get clients to be responsive but more importantly to stay sober for life with no set backs, in a 3 session process.

1.30 – 3.00pm

X

NAME: _____

ADDRESS: _____

PHONE: _____ Email: _____

My payment is by: Cash Cheque Direct Credit/Transfer Money order / other

Early Bird Registration I confirm I have paid before Friday 5th June and qualify for entry into the draw

I am an: AHA Member (\$80) Non Member (\$100)

Please make cheques and money orders payable to AHA

DIRECT DEBIT: AHA BSB 082 320 Account # 10315764 Commonwealth Bank

If paying by direct deposit, please include receipt details with registration form

Your PHWA Committee

Chairperson	Jan Duncan innersense2004@yahoo.com.au 9573 1088	Catering	Tess du Toit dutoit@iinet.net.au 0418 272 695
Vice Chairperson	Allan Henshaw ahenshaw907@yahoo.com.au 0417 179 081	Librarian	Joanna Tennyson joannat2@optusnet.com.au 0434 309 525
Secretary	Patricia Irving irvingp3@bigpond.com 0412 421 186	Welfare	Martyne Keeley mnkeeley@mac.com 0406 653 801
Treasurer	John Steer John.steer@itvision.com.au 0403 379 968	Training	Lisa Webber thewebbers@optusnet.com.au 0403 134 798
		Newsletter	Mailin Colman marnie1@iprimus.com.au

Upcoming PHWA Meeting Dates

Meeting Dates

June 21st

July 19th

August 16th

September 20th

October 18th

November 15th

December 20th

Training

AGM – no training

To be advised

To be advised

Colleen McClymans – sensory acuity & reading people

Rehana Webster – EFT

To be advised

Christmas party – no training

All meetings commence at 10.00am and are held at the Stirling Regional Business Centre, 45 Delawney Road, Balcatta.

Please send all newsletter submissions and articles to:
Mailin Colman
marnie1@iprimus.com.au