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Female Voiceover: Welcome to the [nlpcourses.com](http://nlpcourses.com) show where we push past the height and pull back of velvet curtains of creating a successful life of NLP. Dive in into physiology, neuroscience and linguistics so that NLP becomes a practical tool at home and in your career moving beyond the techniques so that you can make a name, make money or make a difference. Tune in weekly if you care more than others think wise as we set out on our quest to uncover the secrets of successful people from all walks of life. Make sure you head over to [nlpcourses.com](http://nlpcourses.com) to subscribe to receive our news ad and receive transcripts of each show. Here's your host, NLP master trainer, John Cassidy-Rice.

John Cassidy-Rice: Hello, welcome to this week's podcast. My name is John Cassidy-Rice and I have the pleasure to be your host. This week, we'll explore in language pattern. We're going to take some ideas from hypnotic language patterns and apply it to our everyday lives. Now, one of the most common language patterns in use is called the yes set and the idea behind that is you get somebody say yes, yes, yes, introduce a plausible idea and the likelihood is will say yes again goes up. So for example, you're listening to my voice, this is a podcast, and we're talking about language patterns which means you're going to take a lot of valuable information away from this session. So notice, you don't need to get a verbal yes for this to work. So you're listening to my voice that is true so that is a yes. This is a podcast. Well, that's true so that's a yes. And then I said, we'll talk about language patterns. That was our third yes. And then we introduce the plausible idea which I hope is true to be fair that you're going to get a lot of valuable information from this session. All right, so that's a very well-known yes set and we find it in hypnosis and part of where you use it in hypnosis is well as you get somebody saying yes, yes, yes then when you're building at that potential to move them into trance. Now, you've come across this when somebody tries it to do in a clumsy fashion where they will call you up and try to use it to sell you something and because it's been overused in sales, you'll get caught using it, you're going to lose credibility straight away.

Let me quickly show you way to never caught using the yes set which is great in a meeting and even in training and what you do is this. You say, let me summarize and now you can list just what you've covered. Notice this, so let me just summarize what we've covered in this podcast already. We had an introduction to the podcast which was a lady's voice then I said my name is John Cassidy-Rice and I also said I was the host of the show and that we'll be covering language and I also mentioned the word hypnotic. I've also talked about yes sets which means you'd like to rush out and book onto our NLP practitioner. Oh okay, I

think you might be onto me. So notice as I went for that, it didn't seem like I was attempting to do something underhanded but I was just listening, i.e. summarizing what we had covered so far and then introduce the plausible idea. So that's how you never get caught using the yes set.

Now, cover the idea of yes sets in various different areas on the websites. I think there's videos and there's articles on it. So I want to take a different approach here. Could we rather than just using yes sets actually use a whole range of plausible idea within our language patterns to create a flow of ideas into somebody's mind so that they start to agree with what we're talking about? So let's jump into different technique which I call a flow of ideas or if you like a flow of plausible ideas. So let's have an example that's often use within hypnosis. Okay, so be aware this is hypnotic language patterns so if you're driving, maybe you want to listen to this particular podcast at another time or operate machinery. So a little snippet from a hypnotic process. Everybody knows that people can breathe and they can breathe in and out without having to think about it. The interest in thing is, because you can control your breathing, you can take deeper breaths and with every deep breath that you take, you can begin to relax almost automatically. Your body knows how to relax just by breathing and in its own pattern and its own rhythm. All right, welcome back. So let's just take a moment and pause and explore what we've just done there. We notice straight away that I'm making a whole batch of assumption about you being able to control your breathing and that there's a link between your breathing and your ability to relax in some way. Now, we noticed that's kind of true but it's kind of not but because I've made lots of statements one after another that a majority of people agree with, i.e. the fact that you can breathe in and out, yeah, "duh," that was earth shattering, wasn't it and it's outside of control and inside your control at the same time. I almost disagree with myself there. So then I can place a suggestion that taking a deep breath will allow you to relax more fully. You are more likely to accept that. All right and this kind of slips past conscious filters and start to become true. All right then so that's very interesting but unless you're doing some direct hypnosis with somebody, how does it become useful outside of that situation? All right, well let's take the idea of the flow of the ideas.

Can you keep a flow of plausible ideas going in a situation that enough of them is true enough that people accept the little suggestions that you sneak in there? All right, let's say you're working with a team and you got a meeting coming up and you're holding a meeting and let's say you're working on project X, whatever project X is. Let me know what it is. I'm intrigued. What are you working on project X? Okay. So you could use this idea of a flow of plausible suggestions to set up momentum. So the goal is, can we plant the idea in people's mind, i.e. at the team's mind to take action? So we could say something along the lines of this, we're here in this room talking about project X and certain things have to happen before we move towards completion. The interest in thing is because we've talked about actions, we've had conversations about many aspects. We can now ask questions and as we keep this flow of information going, we can begin with the time scales in mind to take this project to the next stage. Okay, so what's going on here?

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John Cassidy-Rice: So notice, we start off, we're here in this room talking about project X. Now, we recognize that already from a yes set. Although it's just one yes at the moment, it's still that process. Then we use the word "and," words like "and" and "then" are connection words so we can connect ideas together. So we had this, we are here in the room talking about project X and certain things have to happen before we move towards completion. Now, that will be true, weren't it? So that's a yes. But it's still going

to be vague if we actually analyze what's said there but sounds like it has meaning and then the interest in thing is so I'm starting to make assumptions or as we call in NLP, a presupposition that this is something that's interesting. Now the word "because" link things together. Because we have talked about actions, we have had conversations about many aspects of this project. Now, that's another truism but it's also true but not true because maybe you haven't talked about actions but you've had some sort of conversation, but it's close enough to being true for it to work. We can now ask questions with the next statement. Now notice, it doesn't say you have to ask questions. It's again a plausible idea. We can now ask questions and then we keep make a suggestion as we keep the flow of information going. That is a suggestion of let's keep this moving. We can begin which is a set of the next statement. With keeping the time scales in mind, now that's a lovely little language phrase because you're asking somebody to keep the idea of time scales in their mind so you're planting that idea. To take this project to the next stage. All right, obviously, you'd want to tail it out for your situation but the idea was the same as the first one. Within the hypnosis version, we will explore in a flow of ideas to create awareness, i.e. where did we want people to take their awareness. In that case, it was to the breath and it was to relaxation. Now in the next idea, we had a flood of information all kind of plausible and some of it true but the intention was to take the project to that next stage. All right, okay then now we're getting the idea of this so I think we ought to challenge ourselves.

All right, let's have another example. What about could we use this with our child to get them to do their homework? All right, that's now much more of a challenge. Let's hear what we can come up with. All right then so for example, we could say something along the lines of, you have told me that you have homework and you have had something to eat since you've come home from school and it's important to me and maybe important to you also that you have time to yourself. Even when you know you have homework and it's right that you can take all the time you need once the homework is completed. When is the best time for you to go ahead and complete your homework now? I don't know when you'll decide to do your homework, now or after you've watched your show. Which have you decided now? Okay. It might take a bit of courage to use any of these patterns but you'll be amazed at how effective they can be. So between you and I, please don't share this with my children because they'll be onto me.

All right, so let's start to have a look at that paragraph and see what we can learn from it. So the first statement as you've already picked up will be kind of a start of a yes set. You have told me that you have homework. Now obviously that only works if they have told you and then we connect another idea. And you've had something to eat since you come home to school. So as long as they've had something to eat, that's a second yes and they've come home from school is the third yes. Now, we start to put in some plausible suggestions knowing that the way this works is we're layering the suggestions so that some of them will land. And it's important to me and it maybe important to you also. So that's a little bit vague in some ways as we're talking about the importance of the homework, not necessarily important to them but it's important to me so we got some ambiguity going on there which works wonders especially as we add in this; that you have time to yourself even when you know you have homework. All right, okay, very nice. So you have time to yourself and you know you have homework. So again, there's plausible ideas that could elicit a yes but remember, this works because we're layering in all these ideas. And it's right that you can take all the time you need once your homework is completed. That's a little bit sneaky to be fair. And it goes, it's right that you can take all the time you need. Now, are we talking about having the free time or are we talking about the homework? That's a little bit mixture of the two. Once the homework is completed, so when's the best time for you to go ahead and complete your homework now. I don't know. So that is a classic Milton Erickson language pattern which is also known as a little command. You just tell somebody you're going to do it now but I then move straight on to the next sentence. So let's have a listen to that again. Homework completed, when is the best time for you to go ahead and complete your homework now. I don't know. So ask them to do it now basically. I don't know when you will decide to do your homework. So we're also giving them an implied choice, i.e. they're going to do the homework either way but it's implied choice. And then we're going to decide to do your homework now or after you've watched your show. Obviously whatever they're watching, you'll need to put the name of the show in for it

to work of you. Which have you decided now? So we're going after them to do their homework a lot sooner. I would recommend knowing what you're going to say and practice saying this before you use them whether in the work situation, with your children, or wherever you decide to use them and I would love to know your results. And if you would like me to have a look over any of your examples, write them down, email them to me and I'm happy to give you a little bit of feedback on that.

So just to summarize, oh yes, I think you'll also know I'm doing now which is a form of way of doing the yes set to summarize what have we talked about in this session. We started off talking about yes sets and then if we can get somebody going yes, yes, yes and introduce a plausible idea then what happens they are quite likely to carry on saying yes. We talked about that in the context of hypnosis but we also talked into a wider avenues of life and it's used a lot. So I talked about they can be dangerous because you can get caught using the yes set. So we also explored a way of never getting caught using yes set by saying let me summarize. I also talked about if you want more information, there is articles on the website and there's videos covering yes sets. So really what we want to do is take that idea and move it to the next level. So we explored something that I called a flow of ideas so you flow a list of plausible ideas that could be true or not true but enough truisms there that people are likely to take on board what you're saying. So each time we knew we had to have a goal for the communication and then we introduce this flow of ideas. We looked an example of working in a hypnosis situation and that will be the classic way of how we could utilize this then before okay, that one is good for hypnotist but where can we use it in our everyday lives. So we looked at example in the workplace then we looked at example which probably a little bit more challenging to be fair of could we get our child to do some homework. So do feedback to me. I love to hear how you've been using this. Any questions, do let me know. Head over to the website, look around out all the wonderful material and keep in touch. Until next time, John Cassidy-Rice saying see you soon.

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