



ACHIEVING A MIND RESET THROUGH MIND STYLES

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**THIS PRESENTATION IS
AVAILABLE**

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BACKGROUND

OVERVIEW

- Herbert Spiegel, MD
- 16 Point Hypnotic Induction Profile
- Eye-Roll Sign
- Mind Styles

HERBERT SPIEGEL, MD

- Famous New York Psychiatrist (1914-2009)
 - Sybil (Shirley Ardell Mason)
- TRANCE AND TREATMENT, 1978
- The Eye-Roll is controversial

CONTROVERSY

- Often Hypnotists do not do the procedure properly.
- Ernest Hilgard, MD, “Illusion The Eye-Roll Sign Is Related to Hypnotizability,” Archives General Psychiatry. 1982;39(8):963-966.

RESEARCH

- There is authoritative research about the Eye-Roll Sign, despite the controversy.
- Herbert Spiegel, M.D., “The Neural Trance,” Intl. Journal of Clinical and Experimental Hypnosis, 55(4): 387–410, 2007.
- Marcia Greenlead, Ph.D., “Mind Styles and The Hypnotic Induction Profile,” American Journal of Clinical Hypnosis, 49:1, July 2006

ABSORPTION

Frischolz, Ej; Et, al. (2015). "The hypnotic induction profile and absorption". America Journal of Clinical Hypnosis. 2 (57): 122–128. PMID 25928597. Lay summary. "Correlations between HIP and Absorption scores ranged from .33 to .53." Frischolz, Ej; Et, al. (2015).

DISSOCIATIVE EXPERIENCES

Facco, E. (2017). "Psychological Features of Hypnotizability: A First Step Towards Its Empirical Definition". *International Journal of Clinical and Experimental Hypnosis*. Jan-Mar (1): 98–119. PMID 27935462. Lay summary. The HIP was significantly correlated to (the Dissociative Experiences Scale (DES), and the Interpersonal Reactivity Index (IRI)

CONCLUSIONS

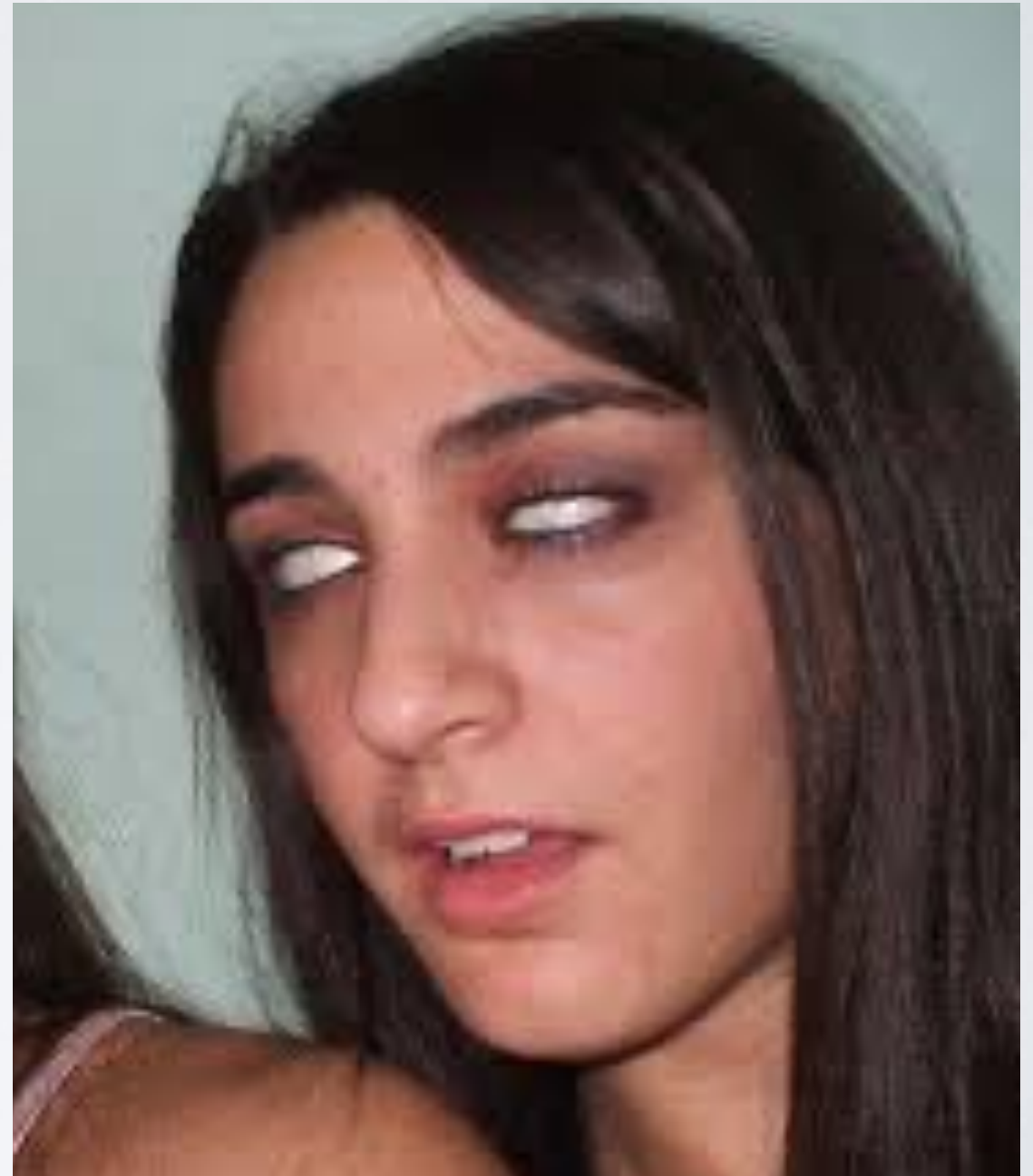
- Eye-Roll Sign strongly correlates to client willingness to be hypnotized.
- Eye-Roll Sign does track a biological capacity to experience hypnosis. Family patterns are seen.
- Practitioner error seems to be a common problem. See Initial Considerations to follow.

HOW IT IS DONE

DEMONSTRATION

EYE-ROLL SIGN

- 1- Up Gaze
- 2- Eye-Roll
- 3- Squint



INITIAL CONSIDERATIONS

- You MUST ask about contact lenses. If they are in place add half a point.
- You MUST ask about optical surgery. Add a half pint for surgery to either eye.
- You MUST NOT neglect to do the initial Up Gaze. The eye muscles must be exercised first to get an accurate Eye Roll.

I - UP GAZE

- The Up Gaze is a preliminary part of the process and does not count in the Eye-Roll Sign. Scoring is optional but it is essential to an accurate score.
- With head still, ask client to look directly up toward the top of the head.
- “Now look toward me. As you hold your head in that position, look up toward your eyebrows—now, toward the top of your head.”

2- THE EYE-ROLL

- With eyes elevated, ask subject to close the eye lids while continuing to look up.
- “As you continue to look upward, close your eyelids slowly. That’s right...close. Close. Close. Close.”
- Score from 0 to 4.

EYE ROLL SCORE

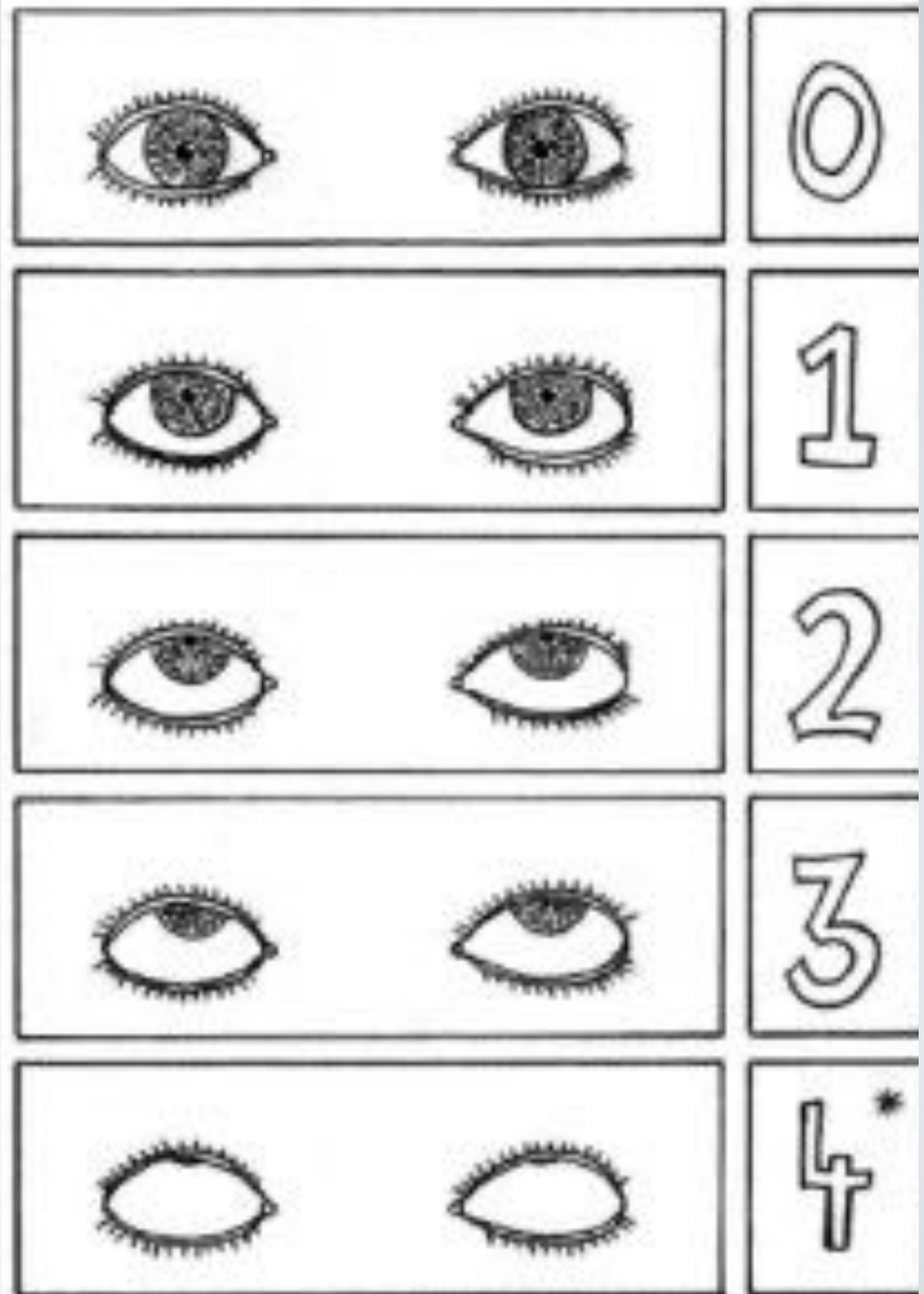
0 = No Sclera

1 = Tiny Bit

2 = Third

3 = Half

4 = > Half



SCORING

- You Take the Measurement from the Bottom of the Iris to the Bottom of the Eye Lid.
- 0 = No Sclera
- 1 = A Tiny Amount of Sclera
- 2 = About a Third of the Way
- 3 = About Half Way
- 4 = More than Half Way



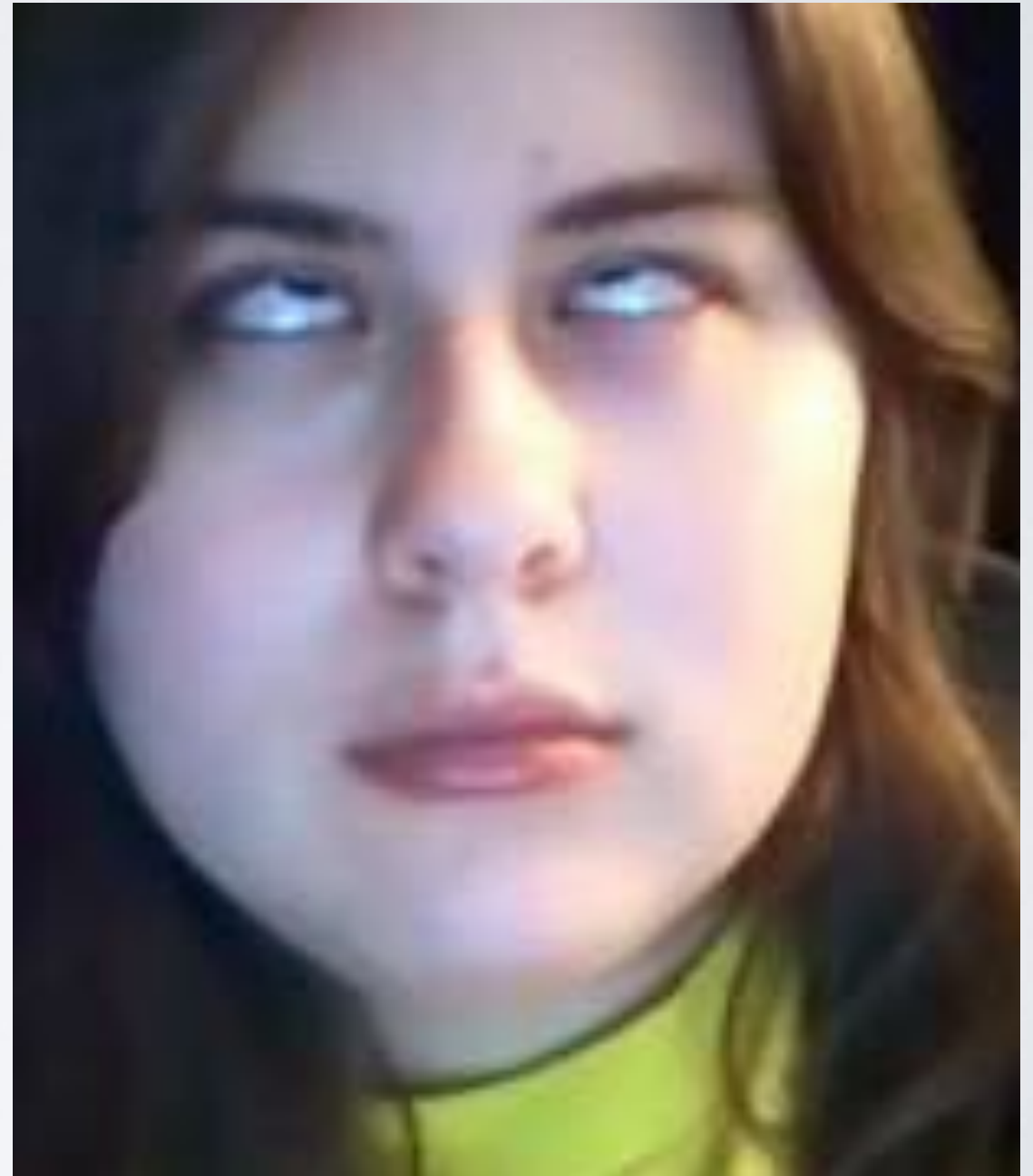


THE EYE-ROLL CHANT

- First, do one thing: hold your breath.
- Second, do two things: look up and close your eyes.
- Third, do three things: release your breath, lower your eyes and imagine floating down.
- Finally, do a fourth thing: let your arm float up as you relax (optional)

3- SQUINT SCORE

- An A-Pattern
- One or Both?
- Score 0-3























EYE-ROLL SIGN

- The Up Gaze is merely a preliminary.
- The Eye-Roll Score (Between 1 and 4)
- The Squint Score (Between 1 and 3)
- The Eye-Roll Sign (the Sum of the Roll and Squint up to a Maximum of 5)

INTERESTING FACTOIDS

UP GAZE V. EYE-ROLL

- Typically, if you score it, the Up Gaze will be less than the Eye-Roll.

EYE-ROLL SIGN FOR HYPNOTIZABILITY				
UP-GAZE			ROLL	
		0		
		1		
		2		
		3		
		4		

ILLUSTRATION

- In the following slide the “a” and “c” photos are of the same person doing the Up Gaze and Eye-Roll.
- That is also the case with the “b” and “d” photos.

(a)



(b)



(c)

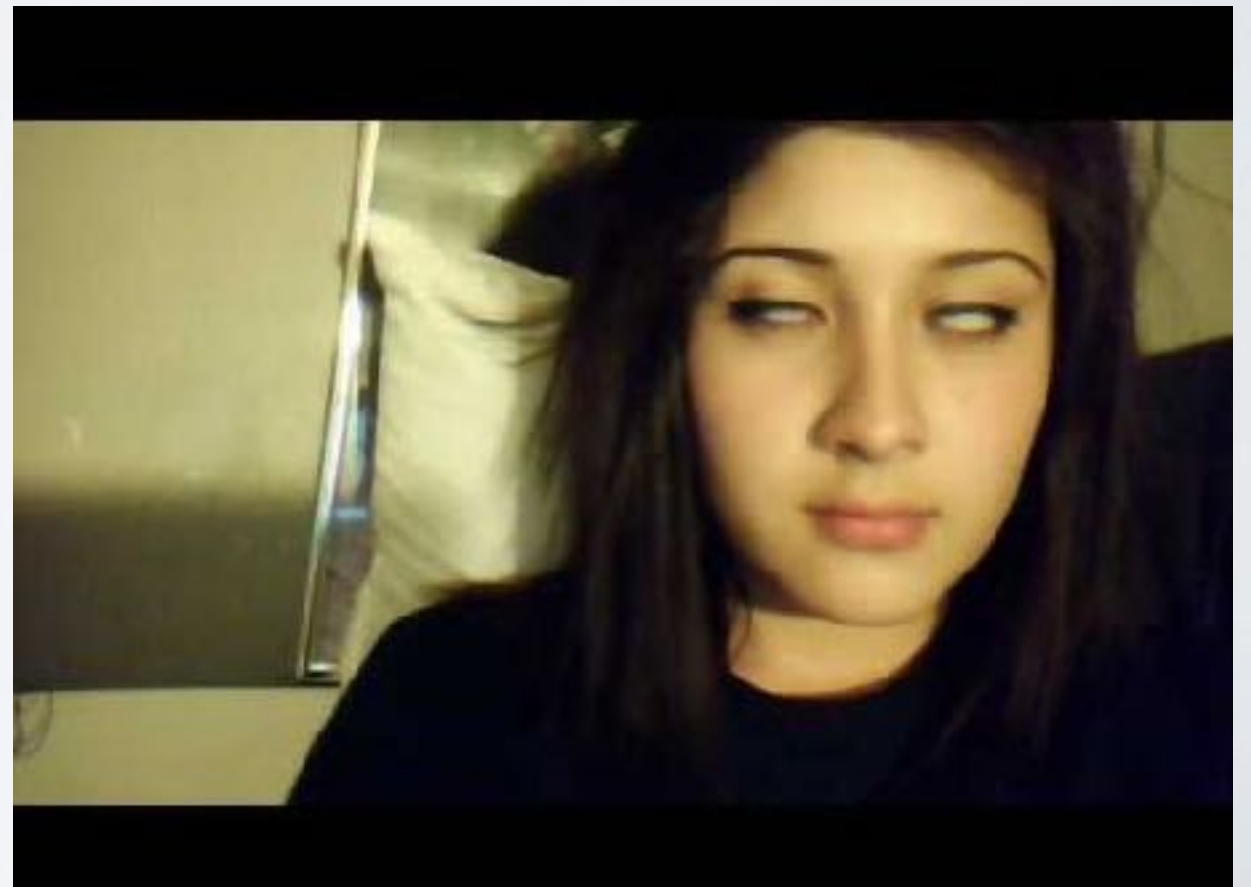


(d)



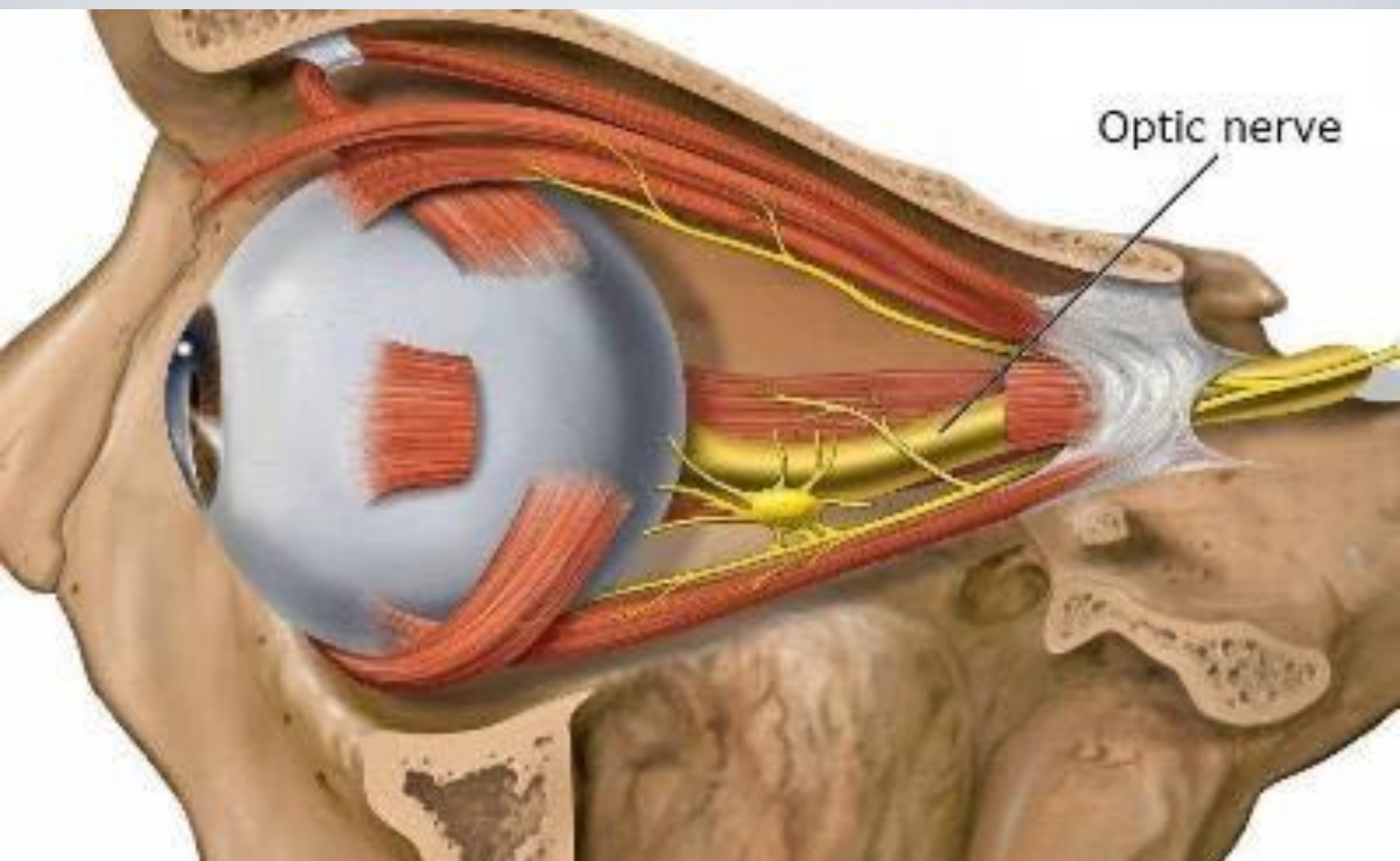
ADDITIONAL EXAMPLES



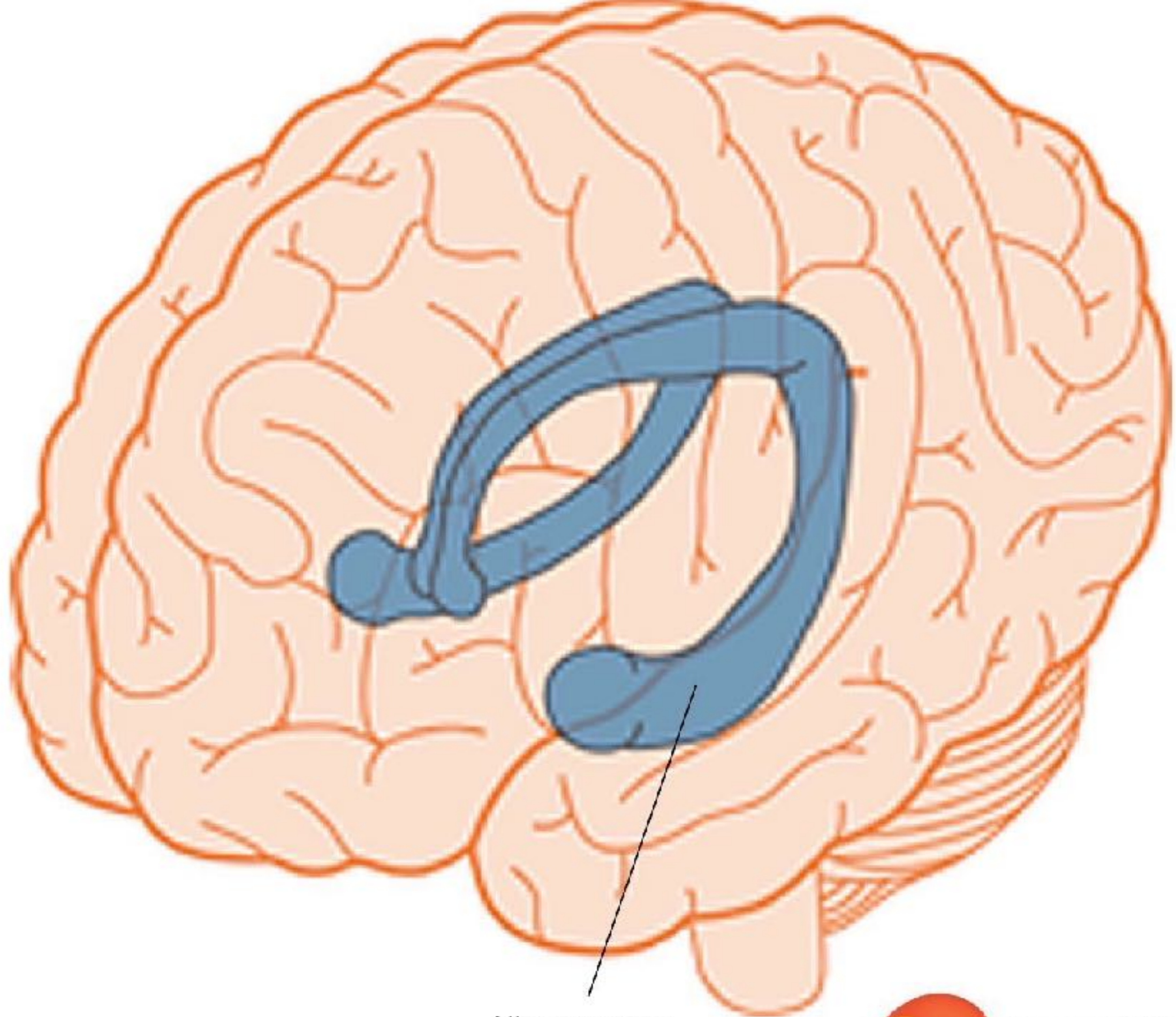




PHYSIOLOGY



Optic nerve



Hippocampus



brainHQ
from Posit Science

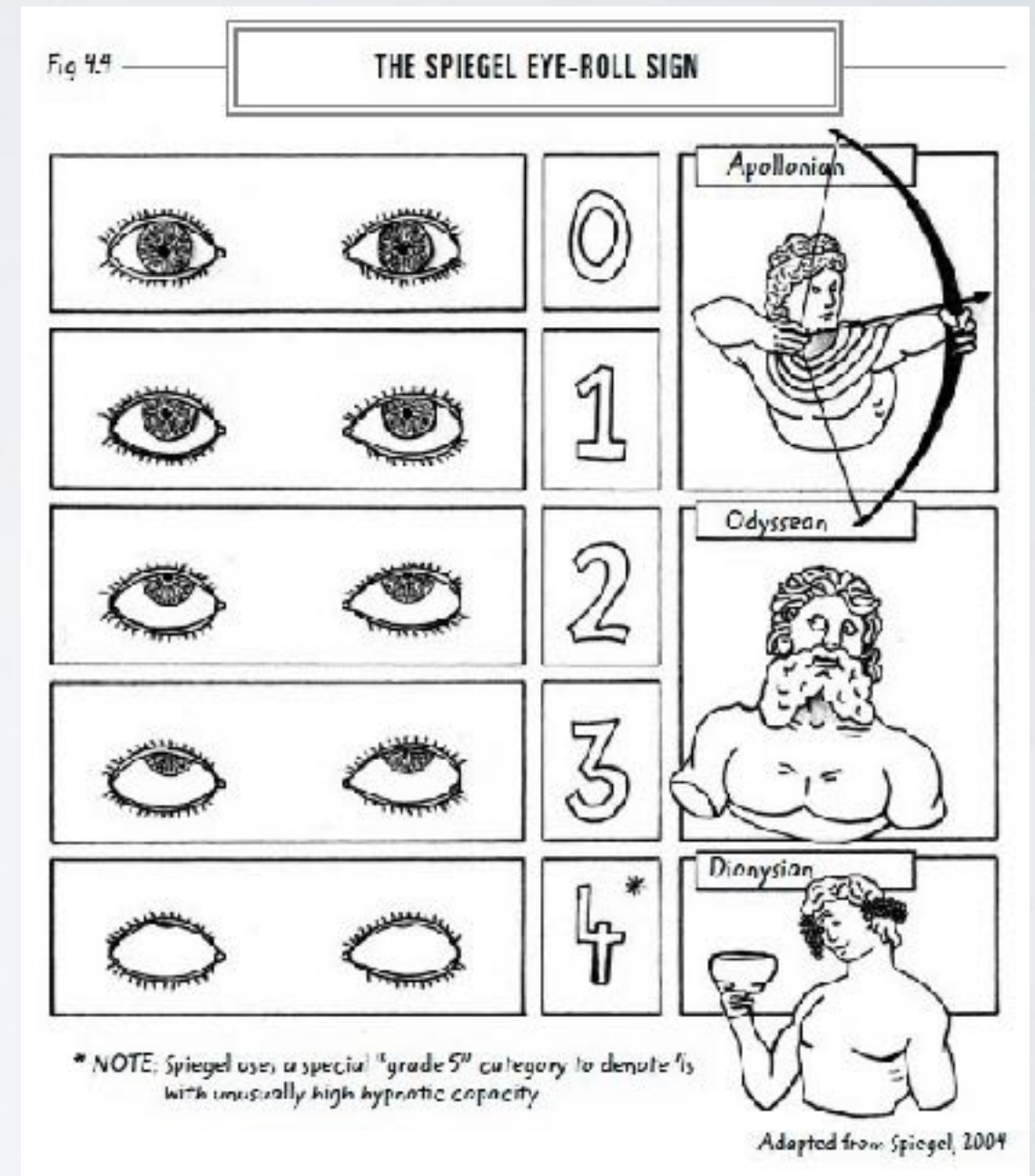
MIND STYLES

LOONS SWIM WITH OTHER LOONS

- The Cluster Hypothesis
- People with similar Eye-Roll Signs cluster together in terms of their personality and hypnotic behavior.

MIND-STYLES

- 0-1 LOWS
(Apollonian)
- 2-3 MIDDLES
(Odyssean)
- 4-5 HIGHS
(Dionysian)



SIGNIFICANCE

- People with Different Mind-Styles Tend to Have Different Sorts of Problems.
- They Also Experience Hypnotism Differently.
- Respond to Different Approaches.

THE REASON

- You want to know a client's Mind-Style because:
 - 1. It tells you how hypnotizable the client is.
 - 2. It tells you what hypnotic approach will work best.
 - 3. It tells you what sort of personal approach will build rapport with the client.

BASICALLY

- Lows are harder to hypnotize. Highs are very easy. Middles vary from day-to-day.
- Lows like an intellectual style, things broken down into clear steps and have many questions.
- Highs like an authoritarian style and are capable to incredible leaps of trance logic.
- Middles like a collegial style and oscillate

LOWS (APOLLONIAN)

- Respond to reason rather than emotion
- Fond of being in control. Most issues concern loss of control.
- Irritation and criticism are common stress responses.
- Respond well to hypnotism that gives them a sense of control of their situation, and explains why things are being done.

APPROACH - APOLLONIAN

- Professorial, Teaching, Empowering, Educational
- Call Sessions “Classes”
- Drama and Informality are Not Welcomed.
- A “professorial” tone often works well. They need to be impressed with your competence to be willing to let you help them.

TIPS FOR APOLLONIANS

- Respond well to learning auto-hypnosis and things they can do on their own.
- Want things to be explained logically or scientifically.
- Are disinclined to take your word for things and will ask “Why”? To gain their trust you have to be able to answer meaningfully.
- They are more difficult to hypnotize and like things broken down into clear steps and presented incrementally.

HIGH (DIONYSIAN)

- Respond more to emotion than to reason
- Tend to be uncritical and internalizing
- Prone to sadness and worry and most issues will feature those themes.
- May seek to be “taken care of”
- Respond well to hypnotism that tells them what to do rather than why to do it.

TIPS FOR DIONYSIANS

- They are so easy to hypnotize they may be the victim of spontaneous negative auto-hypnosis.
- They can “catch” the emotional field of other people, including that of the hypnotist. Practitioners need to have good control of themselves.
- They make logical leaps, so be very careful about your patter to avoid unintentional imagery (EG camouflaged sexual imagery can be responded to inappropriately).

APPROACH - DIONYSIAN

- Reassuring, Authoritarian, Expert, Direct, Promising
- Use the Language of Helping

MIDDLE (ODYSSEAN)

- Oscillate between the characteristics of the Lows and the Highs.
- Can be confusing as they go from blaming themselves one moment to blaming others.
- They respond well to the strategies used for the Lows and Highs if you catch them at that point of their oscillation.

APPROACH - ODYSSEAN

- The Oscillating Odysseans!
- Modify approach for where they are
- A collegial or coaching model will work best if you are not sure where they are in their oscillation that day.

A NEW CONSIDERATION

AN OLD MISTAKE

- Do NOT confuse Mind-Styles with a different personality classification system—Introversion v. Extroversion.
- In the past some people assumed the Lows were all classic Introverts while Highs were all classic Extroverts. This is NOT correct but it sounded that way in the early work of Dr. H. Spiegel.

INTROVERTS/EXTROVERTS

- It is possible to be an Introvert or an Extrovert and also be a Low, Middle or High.
- Introverted types that are Lows, Middles or Highs just do their Mind Style in a different way than Extroverted types.

INTROVERTS

- Think Internally (EG. pauses in speech)
- Get Energy from Solitude. Being with others is energetically expensive.
- What You See Is Not What You Get. There may be a lot going on in the mind of an Introvert, but you have to know them well for them to show it to you.
- Introverts go about “masked.”

EXTROVERTS

- Think Out Loud
- Get Energy From Other People
- What You See Is What You Get. Extroverts are easier to spot because they wear no “mask.”

INTROVERSION- EXTROVERSION

- For the Introvert, the Favorite Realm is the Interior Realm.
- For the Extrovert, the Favorite Realm is the Exterior Realm.
- Each processes information in the Favorite Realm.
That is the only relevant difference related to Mind-Styles, but it is a big one.

IMPORTANT

- Introversion masks a client's self-presentation.
Therefore you cannot guess the client's Mind-Style from behavior.
- EG. Don't assume all strong Extroverts are Highs or that all Introverts are Lows.
- You can only assess the Mind-Style by the Eye-Roll Sign.

UTILIZATION

- Regardless of self-presentation, Introverts and Extroverts respond to the approach dictated by their Mind-Style.
- An Introverted High client might seem very different from an Extroverted High, but BOTH respond to the “Reassuring, Authoritarian, Expert, Direct, Promising” style of the Dionysian.
- The Extrovert will tell you that. The Introvert will not.

MIND RESET

PROCESSING STYLE

- The Eye Roll Score tells you the “processing style” of the client (Herbert Spiegel).
- How they solve problems
- Stable, Life-Long

FLOW

- When a client has a problem they cannot solve it is because their Flow has been interrupted. Their usual strategies have ceased to work.
- Their preferred mental style has been interrupted and they cannot move forward.

EXAMPLES

- Example - An Extroverted type asked to work alone.
- Example - A Dionysian asked to do detail work.
- Example - An Apollonian asked to deal with a strongly emotional situation.

MIND RESET

- Reframe the problem for the client in a way compatible with the client's flow.
- Behavioral Rehearsal or Story Telling to reinforce a solution that matches the flow.

THANK YOU