

Ericksonian Hypnotic Language Patterns

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Pattern 24. Conversational Postulates

Yes/ No questions that elicit responses rather than a literal answer. And, since you're only asking a question, you can't fail.

"Do you know what time it is?" (The person could say "Yes" or "No," but will invariably tell you the time.)

My friend Greg loved to use this one when the check came at a restaurant, "Did you bring your credit card?"

"Can you tell me how to get to Carnegie Hall?"

And, of course, for our purposes...

"Could you sit back and relax?"

"Can you close your eyes and go into trance?"

Some common openings: Can you...Could you...Will You...?

Have Fun.

See you next week.