

# The Hypnosis Examiner

## Feature Article: "UP THE CORPORATE LADDER"



Within the workplace, there are 5 areas hypnosis can help improve a person's mindset to not only help them cope with the daily grind of the corporate environment (*stress, depression, anxiety, lack of sleep and juggling family life*) but by also allowing them to get ahead.

First - Conquer Fears:

Hypnosis has long been used to help those crippled by irrational fears or phobias to lead more normal lives. Given that most phobias develop as a by-product of traumatic experiences, they are psychological in nature. "All in your head", if you will. But researchers believe that the generation of these fears may not only be due to learned fears from our parents, but also from our parents' genetics and the varying amounts of chemical transmitters in our brains. Hypnotherapy is considered an easy, natural way to help ease those fears, especially as they apply to the workplace.

For example, customer service requires a certain finesse to deal with unruly clients or customers. If an employee is afraid of confrontation, or feels fear when required to make routine conference calls, this may be debilitating for their workplace attitude. For many, the instinctual solution to fear is avoidance, and if this means ignoring client phone calls or avoiding co-worker interactions, their productivity can seriously decline. After facing a trauma, or life-altering event, consider hypnotherapy as an option to explore to conquer those underlying fears that may limit workplace success.

Second - Overcome Anxiety:

Another use of hypnotherapy is in soothing anxiety. *(continued page 2)*



## INDEPENDENCE DAY!

Independence Day is a day of family celebrations with picnics and barbecues, showing a great deal of emphasis on the American tradition of political freedom. Activities associated with the day include watermelon or hotdog eating competitions and sporting events, such as baseball games, three-legged races, swimming activities and tug-of-war games.

Independence Day is a patriotic holiday for celebrating the positive aspects of the United States. Many politicians appear at public events to show their support for the history, heritage and people of their country. Above all, people in the United States express and give thanks for the freedom and liberties fought by the first generation of many of today's Americans.

~ The Editor

## CORPORATE LADDER *(continued)*

While the iconic comedy image of Frank Costanza yelling, "Serenity now!" comes to mind, there's actually proof in the proverbial pudding that hypnosis really does relax you. This can be a huge weapon to combat work related stress. Juggling a multitude of tasks, clients and other requirements of the job (*especially under a time constraint or deadline*) may prove daunting. While most employees have to handle some workplace stress, over-abundance can mean serious performance issues. After using hypnosis to target negative thoughts and feelings, employees report being able to sleep better, handle tasks better and ultimately shed unnecessary anxiety.

Anxious and over-burdened employees do not hide their affections well. Stress tends to seep in to physical aspects of the body leading to acne breakouts, brittle hair, weight loss and a poor appearance. By using hypnosis to tackle some of the precursors to stress, an employee can prove to be more resilient and capable.

### Third - Restore Confidence:

An increase in confidence is one of the biggest potential boosts to any career. Often, only those who are willing to ask for (*or demand*) a raise or promotion, get one. Many professional career coaches claim that their client's number one struggle in the job market is having the confidence required to score that high-paying position. Hypnosis can help reaffirm an individual's worth, installing a renewed sense of purpose and confidence in the workplace. Individuals who have a keen understanding of their strengths and weaknesses tend to be more successful in their projects and professional relationships.

### Fourth - Increase Memory:

Another use of hypnosis in helping level-up a career is by using techniques to develop an increased concentration and memory. Studies have shown that hypnosis can help improve memory, which is invaluable in the workplace, especially one where an employee is expected to memorize a complicated set of statistics or client data. By increasing recall memory, an employee can be perceived by his peers and supervisors as better organized, present, and dedicated to the company. Hypnosis to improve memory works by targeting the mechanisms by which the brain stores and recalls information. By using specific techniques, hypnosis "unlocks" certain pathways which may make an employee able to retain and refer to a greater amount of information more quickly, thus making them more productive in the workplace.

### Fifth - Refine Business Skills:

Hypnotherapy has also proven useful for those looking to refine a set of vital business skills. These skills can be hampered by any of the aforementioned shortcomings including stress, anxiety, forgetfulness, or a lack of confidence. Using hypnosis to eliminate these obstacles can help an individual direct their focus towards the traits which make a stellar employee. Some of these traits include being outgoing, friendly, and conversational. Related tasks can vary from public speaking, to hosting a business meeting successfully. To do this, hypnosis relies on a combination of visualization and meditation, to reaffirm positive thoughts while helping to release those which may be detrimental. These types of skills are hugely important to career development and vocational success.

Hypnosis has the potential to address the many issues that keep an individual from being more successful on the job and even at home.

## THE CONUNDRUM OF CONSCIOUSNESS

This article might just "blow your mind," to use a common expression. But do you even have a mind? Scientists don't know where the brain ends and the mind begins. Are they the same thing? What about souls? Are these located in our brains?

What is responsible for all of the unique thoughts and feelings that make us who we are? Everyone from philosophers to physicists have taken up this question of consciousness.

For a long time, the study of consciousness was considered too far out to study. How do you scientifically study something so subjective? How can what one person feels become something that another person can quantify? But now, in their relentless pursuit to understand every single thing about the world, scientists are trying to figure out what exactly is going on with consciousness.

Though deep metaphysical questions about the nature of a soul, a mind and brain leave questions as to whether this issue is in the realm of scientists, the brain is likely involved in some way with our conscious thoughts. With the help of brain imaging,

scientists can watch different parts of the brain light up, and they know they can alter the brain and our consciousness with surgeries or chemicals. But what scientists don't know is at what stage of the process a firing neuron becomes a conscious thought. The things that make up *(continued page 8)*

## Sports Page "TARGET PANIC"



Target panic is an extremely unpleasant psychological state that causes impulses for a shooter to "punch" their release when their sight is in or near their intended target. As this bad habit continues, a stronger relationship between the eye and trigger finger develops, and the condition tends to get worse. Sports scientists describe it as a "double pull", or two opposing muscle groups contracting at the same time causing a flinch and a poorly guided arrow. It may also cause a shooter to release an arrow prematurely in anticipation of the sight reaching the target.

Other symptoms include loss of bow control, loss of composure, and anxiety. It often results in loss of confidence, humiliation, new bows, new arrows, new releases, new form, and an overall bad attitude (*only some of which improve the situation*).

Some of the greatest athletes in the world have experienced some form of target panic, but it is found most commonly in golfers, baseball players, and of course archers. The biggest step in curing target panic is realizing and accepting the fact that you have it.

It affects thousands of archery enthusiasts and bow hunters every year, yet many have never heard of it or even know what it is. Target panic is a common problem for archers. In fact, almost all archers have it at some level. It is really to what degree you can control it.

The best way to see if you have target panic is to shoot a series of arrows at the range. After shooting

arrows, raise your bow up and draw on the target without an arrow. Most archers are able to hold their bow much more steady with no arrow.

Target panic is far more prevalent in archery than other shooting sports. Archery is inherent to it. The reality is it is impossible to hold the pin rock solid on the target. It causes your subconscious mind to do funny things. Your mind does not want to fail. In essence, with no arrow there is no chance for failure. That is why it is easier to hold steady without the arrow.

Archers with severe target panic cannot put their pin on the bullseye. Right when you get to the top of the bullseye or the bottom of the bullseye, you lock up. You struggle and fight to get the pin on the target. This causes an archer to spread arrows all over the target area by failing to stick to shooting fundamentals. You are trying to hold steady and your brain is telling you to shoot because you are getting tired or you're fatigued. Yet it doesn't want to fail, so what a lot of people do is punch at the trigger as they are going by the bullseye.

Those fundamentals are the key to controlling target panic. If your bow isn't set up correctly target panic symptoms can be compounded. Things like too much draw length or too much poundage can adversely affect shooting. Be sure the bow fits you and the bow is shooting correctly. All these things will help you be sure you're practicing with a proper setup and proper habits. From there, getting rid of target panic is all mental. Floating on the bullseye and movement is ok. You have to persuade yourself of that to start combating target panic.

Focus more on quality than on quantity. People try to shoot their way out of it. That's a downward spiral. Nobody ever wants to quit on a bad note but that's the problem with target panic. If you think you're going to shoot your way out of it by shooting a load of arrows ... that is the problem. Another good tip is to shoot closer to the target.

Once you learn that movement is good and you allow the pin to naturally float, your mind will naturally find the center and the shot goes off and the arrow goes there.

Another very good way to help resolve target panic when it seems that nothing else helps is to seek a good sports hypnotist. Archery is 95% mental (*as are most competitive sports or scenarios*). Focus, concentration, confidence and self-control are just some of the areas of the mental management involved in archery. When self-image as an archer is daunted, sports hypnosis can assist you in overcoming those obstacles to success.

## ANCHORS AWEIGH: WILL THEY WEIGH YOU DOWN?

(A reprint from *THE*, Vol 3 No. 3, July 2014)

When was the last time you anchored a child, spouse, family member or friend? Or for that fact, when was the last time someone anchored you? Chances are you've anchored someone or been anchored by someone or something at least a few times each day. In addition, you've probably anchored or been anchored in a way that isn't always beneficial for you.

You've probably figured by now that I'm not talking about "anchors" that come with ships and boats. The anchors that I'm talking about are quite different. The anchor of which I speak is the process of establishing a trigger to elicit a specific response.

If you are familiar with Pavlov's Dog, you will understand what an anchor is. If you are not, then check out the following paragraph.

*In NLP (neuro-linguistic programming), "Anchoring" refers to the process of associating an internal response with some external or internal trigger so that the response may be quickly, and sometimes covertly, reaccessed. Anchoring is a process that on the surface is similar to the "conditioning" technique used by Pavlov to create a link between the hearing of a bell and salivation in dogs. By associating the sound of a bell with the act of giving food to his dogs, Pavlov found he could eventually just ring the bell and the dogs would start salivating, even though no food was given. In the behaviorist's stimulus-response conditioning formula, however, the stimulus is always an environmental cue and the response is always a specific behavioral action. The association is considered reflexive and not a matter of choice.*

Anchors can be established in many different ways. A remembered picture may become an anchor for a particular internal feeling, for instance. A touch on the leg may become an anchor for a visual fantasy or even a belief. A voice tone may become an anchor for a state of excitement or confidence. A person may consciously choose to establish and retrigger these associations for himself. Rather than being a mindless knee-jerk reflex, an anchor becomes a tool for self empowerment. Anchoring can be a very useful tool for helping to establish and reactivate the mental processes associated with creativity, learning, concentration and other important resources.

The process of establishing an anchor basically involves associating two experiences together in time.

In behavioral conditioning models, associations become more strongly established through repetition. Repetition may also be used to strengthen anchors as well. For example, you could ask someone to vividly re-experience a time she was very creative and pat her shoulder while she is thinking of the experience. If you repeat this once or twice the pat on shoulder will begin to become linked to the creative state. Eventually a pat on the shoulder will automatically remind the person of the creative state.

A good way to begin to understand the uses of anchoring is to consider how they can be applied in the context of teaching and learning. The process of anchoring, for instance, is an effective means to solidify and transfer learning experiences. In its simplest form, anchoring involves establishing an association between an external cue or stimulus and an internal experience or state, as in the example of Pavlov ringing the bell for his dogs. A lot of learning relates to conditioning, and conditioning relates to the kind of stimuli that become attached to reactions. An anchor is a stimulus that becomes associated with a learning experience.

We have probably all been in the situation of experiencing something that we wanted to remember, but when we go into a new environment where all the stimuli are so different, it's easier to forget. By developing the ability to use certain kinds of anchors, teachers and learners can facilitate the generalization of learning. There will certainly be a greater possibility that learning will be transferred if one can also transfer certain stimuli.

People may use anchors to re-access resourceful states in themselves as well as in others. It is possible for a teachers, for instance, to use a self-anchor to get into the state he or she desires to be in as a leader of a group. A self-anchor could be an internal image of something that, when thought about, automatically brings on that state.

There are two important aspects related to establishing an anchor. One is the continued reinforcement of the anchor. The other aspect has to do with the richness and intensity of the experience one is attempting to anchor.

Let's say a team leader is trying to get a group into a positive state for brainstorming, and has done a very nice job of creating a motivated state. The question is, how can the leader anchor that state so that he or she can get back that same degree of motivation more quickly in the future? One way is through particular behaviors, such as a special eye contact, or facial expressions, that could be used again later to trigger that state. *(continued on page 5)*

ANCHORS *(continued)*

Another way is to use something external as a means to draw the focus of the group - like pointing to a flip chart or referring to a transparency.

The awareness of "natural anchors" is important in selecting types of stimuli to be used for anchoring. Different types of media can be used to help make certain types of associations more easily. With people, individuals may have certain natural tendencies toward certain types of anchors because of their natural or learned representational abilities. A visually oriented person will be more sensitive to visual cues; kinesthetically oriented people may make associations more easily with tactile cues; individuals who are auditorally oriented will be responsive to subtle sounds, and so on. Smells however form powerful anchors for people because the sense of smell is wired directly to the association areas of the brain.

Sometimes the most powerful anchors for people are those in which the stimulus is outside of awareness. These are called "covert" anchors. The power of covert anchors comes from the fact that they bypass conscious filtering and interference. This can be useful if a person (or group) is struggling to make a change because his or her conscious mind keeps getting in the way. It also makes covert anchors a powerful form of influence.

Covert anchors are often established with respect to stimuli that are from an individual's least conscious representational system. A highly visual person, for instance, may be unaware of subtle shifts in tone of voice. Voice, then, may become a rich source of unconscious cues for that person.

If you really think about it for a moment, you may realize that "anchoring" is a life experience that we all share. Traffic lights, sirens, and smoke are all positive learned experiences through anchoring that help to protect us from harm.

On the other hand, there are anchoring experiences that can leave us in other than desired states that can be harmful over time if not corrected and changed in their association and effect.

What kind of anchoring experiences can you think of or have you experienced that have not given you a beneficial outcome or end state? More than not, you like many others have experienced the benefits and disadvantages of anchoring at one time or another in your life.

Do you have experiences that you want to correct? Try hypnosis! It works!

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## CRITICAL FACULTY

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The critical faculty (*factor*) is the part of the human mind that accepts or rejects incoming information and decides whether that information should be allowed entrance into the subconscious mind. It also checks to see whether that information is compatible with the beliefs, values, and ways of thinking previously stored within the subconscious mind. If the new information is compatible, it accepts it and allows it in. If the new information is not compatible, it rejects it and does not allow that information access to the subconscious mind. In short, your critical factor distinguishes between what you already feel to be "true" about yourself, others, and the world, and labels most other information that conflicts with your previously held beliefs as "not true."

Let us look at the good and bad parts about the critical factor:

You should be thankful that you have a critical factor because it protects you from harmful influences affecting your subconscious mind. Think about it. If you did not have a critical factor, anyone could influence the way you think, feel, believe, and behave. You would not have the ability to choose what information you wanted to accept and what information you did not want to accept. You also would not be able to distinguish between what you think is true and what you do not think is true. You could easily end up entangled in some fanatical cult before the day was out! It is good to have a critical factor, is it not?

Now that we have looked at the good things about the critical faculty, let us now shine some light on the negative parts. The fact is, not all of the previously stored information contained within our subconscious minds that affects the way we think, feel, and believe is always helpful to us, or even useful for that matter. Oftentimes we would actually

like to change the ways that we think, feel, believe, and behave. More often than not, we find it to be extremely difficult to do so.

The reason for this is that the critical faculty can be very resistant to change. It has good intentions. It wants to protect you and keep everything in homeostasis (*keep everything comfortable and the same as it always has been*). It does this for your survival. It figures that what you have been doing, thinking, feeling, and believing has worked for you up until now. It may not work well, but it still works. So the critical factor will not let much of anything "rock the boat" if it can help it.

This can be problematic when you really want to make some changes you know would be good for you. Now perhaps you can see why it would be necessary to bypass the critical factor. You have to do so in order to reprogram the subconscious mind so that you can make real and lasting changes from the inside out.

Hypnotists know about the critical factor and how it naturally rejects new information that does not agree with the previous programming in the subconscious mind. They also know that in order to help people make the changes they desire, they must find ways to bypass the critical factor. In reality, there are many ways to do this. For now, we will take a look at one way: hypnotic language patterns.

Truthfully, you probably use a lot of these language patterns in your day-to-day speech without being aware of it. This is especially true when you are really trying to persuade someone to come to your way of thinking or persuade them to do something you want.

Hypnotic language patterns are effective tools for bypassing the critical factor. They are ways of communicating that make it a lot more likely that the suggestions you give will be accepted. They sort of fly in "under the radar" of the critical faculty. They sound very normal, natural, and conversational when delivered skillfully. That is why they are so effective!



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## WONDERS OF THE HUMAN MIND: MEMORY

*(A reprint from THE, Vol 4 No. 2, April 2015)*

Memory is our ability to encode, store, retain and subsequently recall information and past experiences in the human brain. It can be thought of in general terms as the use of past experience to affect or influence current behavior.

Memory is the sum total of what we remember and gives us the capability to learn and adapt from previous experiences as well as to build relationships. It is the ability to remember past experiences and the power or process of recalling to mind previously learned facts, experiences, impressions, skills and habits. It is the store of things learned and retained from our activity or experience as evidenced by modification of structure or behavior or by recall and recognition.

At its simplest, in more physiological or neurological terms, memory is a set of encoded neural connections in the brain. It is the re-creation or reconstruction of past experiences by the synchronous firing of neurons that were involved in the original experience. As we will see, because of the way in which memory is encoded, it is perhaps better thought of as a kind of collage or jigsaw puzzle, rather than in the traditional manner as a collection of recordings, pictures or video clips stored as discrete wholes. Our memories are not stored in our brains like books on library shelves but are actually on-the-fly reconstructions from elements scattered throughout various areas of our brains.

Recent studies suggest that repeated bouts of jet lag may cause harm to the temporal lobe, an area of the brain important to memory, causing it to shrink in size and compromising performance on spatial memory tests.

It is thought that stress hormones, such as cortisol, released by the body during times of stress (*such as the sleep disturbance, general stress and fatigue caused by long flights*) are responsible for this impairment of memory and other mental skills.

Memory is related to but distinct from learning which is the process by which we acquire knowledge of the world and modify our subsequent behavior. During learning, neurons that fire together to produce a particular experience are altered so that they have a tendency to fire together again. For example, we learn a new language by studying it but we then speak it by using our memory to retrieve the words that we have learned. Thus, memory depends on learning because it lets us store and retrieve

learned information. Learning also depends to some extent on memory, in that the knowledge stored in our memory provides the framework to which new knowledge is linked by association and inference. This ability of humans to call on past memories in order to imagine the future and to plan future courses of action is a hugely advantageous attribute in our survival and development as a species.

Since the development of the computer in the 1940s, memory is also used to describe the capacity of a computer to store information subject to recall as well as the physical components of the computer in which such information is stored. Although there are indeed some parallels between the memory of a computer and the memory of a human being, there are also some fundamental and crucial differences principally that the human brain is organized as a distributed network in which each brain cell makes thousands of connections rather than as an addressable collection of discrete files.

The sociological concept of collective memory plays an essential role in the establishment of human societies. Every social group perpetuates itself through the knowledge that it transmits down the generations either through oral tradition or through writing. The invention of writing made it possible for the first time for human beings to preserve precise records of their knowledge outside of their brains. Writing, audiovisual media and computer records can be considered a kind of external memory for humans.



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### CONSCIOUSNESS *(continued)*

consciousness may be scattered all over the brain, with different cranial parts responsible for different pieces of a person. But, as we've mentioned, there are

tons of other brain mysteries about how these parts might work together.

Scientists are also trying to figure out the relationship between conscious and unconscious experiences. There are some things -- like breathing and maintaining a regular heart beat -- that we don't have to think about. How are these unconscious actions wired differently than the conscious ones? Is there any difference at all? We like to think we make our own decisions, but one recent study shows that we may not even do that. This study found that by using brain scanners, researchers could predict how a person was going to act a full seven-seconds before the person knew that a decision had been made. Our consciousness might just be an illusion.

It's possible that something like free will could enter into the equation at the last possible moment, overriding the decision made by the brain. The researchers in the study also admitted that this test was best suited to a simple laboratory test that involved pushing a button, as opposed to a more important decision like taking a job



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Check out this little bit of comedy that we've found just for you to plug into your day and put a little light in it.

We hope that you can find a little enjoyment in it!

"There was a man who liked to make up puns. One day, a local magazine sponsored a pun contest. The man entered the contest ten different times in the hope that at least one of his puns would win.

Unfortunately, no pun in ten did!"



## COULROPHOBIA

Since it is not an old phobia, but one that increased in recent decades, little is known about coulrophobia.

Scientists and doctors now agree that it is a result of not knowing who lies behind the excessive makeup, red nose and hair color.

The clown wears a colorful makeup to deconstruct the facial features to create a new identity.

And clowns can also break social norms, their mask makes them able to do things that others can't do socially, like interacting with unknown people at ease.

Some researchers believe that coulrophobia cases increased after the 90's, when Steven Spielberg's classic horror film "IT" depicting a murderous clown was released and the portrayal of Joker as an evil character in Batman movies did not help the matter either.

The phobia can cause a state of panic, difficulty in breathing, irregular heartbeat, sweating, nausea and feelings of fear.

The coulrophobia may seem absurd for some, however, many people suffer so much, that it prevents them to eat a hamburger in a famous fast food chain. It is not a trivial matter either and coulrophobia shouldn't be treated lightly.

Some hospitals use clowns as mural decorations which may make some coulrophobic children feel uneasy during their stay at the hospital.

Although the fear of clowns develops most of the time during childhood, it is prevalent among the adult population too, even if a big number of adults would deny it.

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