

Psychological Techniques to reduce pain in Electrology

by Mike Bono



Drawing by Shana Moore

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My original book, *The Blend Method*, was a 368-page text. People complained, and suggested I separate the book into two shorter (cheaper) books: one on the blend, and one on universal treatment suggestions. I took the suggestions. One book is *The Blend Method*, and the other is *Treatment Strategy for Electrology*.

However, several chapters were eliminated in order to bring down the costs for electrologists. Now, I will be offering these deleted chapters here; free on-line. Nicely, I was able to up-date these chapters!

I used several of the following techniques in my office. However, I did not find them to be all that effective. When I finally associated with a physician, and had him administer local anesthetic, there was no longer any need for any pain-reducing technique. Still, you can experiment yourself, and you might find an even more effective way to use these psychological techniques.

In the document itself, I mention the possibility of a “sound-emitting” device that could be produced by one of our manufacturers. Such an instrument would be very effective in reducing pain. Okay, here’s the up-dated text ... I hope it’s helpful and informative. Let me know what you think!

PSYCHOLOGICAL TECHNIQUES

“The mind is its own place, and in itself can make a heaven of hell, or a hell of heaven.” John Milton

Pain is the single greatest drawback in the practice of electrolysis. Pain limits the amount of current we can use and ultimately slows the entire procedure. Yet as Arthur Hinkel says: *“A painless treatment is a worthless treatment.”* If the patient cannot feel the current at all, the follicle is not being destroyed.

Nerves in the skin are sensitive to an amazing variety of external stimuli. Thus, nerves protect the skin from all types of injury

including heat and chemical damage. Electrolysis must produce enough heat and/or chemical action to destroy tissue. Nerves convey this sensation to the brain as pain. Therefore, pain is a necessary reality for electrolysis.

Pain, however, is not the same for all people. Some patients experience little pain whereas others find electrolysis excruciating. The phenomenon of pain is a unique combination of human physical and psychological factors.

Fortunately, as a skilled technician, you can use several techniques to reduce pain. Procedures to reduce pain can be separated into two categories: **physical** agents, and **psychological** techniques. Physical agents include drugs and anesthetics that diminish pain or completely block nerve impulses. Psychological techniques include procedures that reduce pain through induced relaxation.

Electrologists are usually barred from employing injectable anesthetics or prescription drugs, but several psychological techniques can be used to reduce pain. The most useful psychological techniques are those involving a “placebo effect” or the “misdirected attention” phenomenon.

THE PLACEBO EFFECT

Patients with physical or psychosomatic illness sometimes miraculously improve when given completely inactive medicines. For example, the medication, in the form of a pill, may only contain sugar. The pill itself is the placebo, the healing result is called the placebo effect.

A placebo may also be a specific treatment or suggestion given by a doctor or specialist. The word placebo comes from the Latin verb meaning “I shall please.” The placebo effect has been demonstrated in all areas of medicine, from surgery to psychotherapy. Dr. Arthur K. Shapiro states: *“Placebos have profound effects on organic illness, including incurable malignancies.”*

Believing you are being helped enhances the body's own natural healing processes. Taking herbs and medications and being nurtured in a professional environment may prompt a placebo effect. When mental outlook is good and thought processes are in control, the client relaxes and a physical improvement may be forthcoming.

The relaxed state may cause the brain to produce endorphins. Endorphins are natural and powerful opiate-like chemicals that react in the brain, and suppress pain sensation. A placebo may also cause the body to produce less epinephrine (a hormone that stimulates the body and increases pain perception).

Because placebos can decrease epinephrine and increase endorphins, the placebo phenomenon must not be disregarded. Used properly, it is a powerful pain-relieving tool.

Placebo suggestion: Rather than use sugar pills, you can use the technique of verbal and non-verbal suggestion to elicit a placebo effect in your patients. Arthur Hinkel refers to the placebo effect used in this way as "*vocal anesthesia*." What you expressively suggest to the patient can help produce relaxation and significantly reduce pain.

The dictionary defines pain as "an unpleasant sensation arising from an injury." Electrolysis injures the skin and is unpleasant. Therefore, "pain" correctly defines the sensation. Obviously, there are different levels of pain. Luckily most patients endure. But don't fool yourself — electrolysis hurts! Successful therapists must concede some unpleasantness. Once you accept pain as routine, you can begin to minimize the patient's pain perception.

When you use unpretentious language and act in a calm and professional manner, the patient becomes confident in you. By creating a supportive atmosphere, the patient relaxes and experiences less pain. In a sense, YOU are the placebo!

Belief system: To successfully elicit a placebo effect, suggestion must be based on the patient's belief system. Confirming preexisting beliefs is essential. For example, if a person is religious, symbols such as prayer can cause a powerful placebo effect. "Miracle cures" have been documented. Conversely, an

atheist would react negatively to religious symbols and dialogue. He would render the therapist a “fraud” and probably experience more discomfort from the treatment.

In much the same way, when patients believe in their doctor, the doctor's therapies may evoke a placebo effect. Even therapies of a voodoo witch doctor might have some positive influence if the person believes in voodoo. Albert Schweitzer said the following: *“Extensive experimentation demonstrates that nearly 100 percent of all people are affected by placebos if confirmation of their belief system takes place. Belief triggers the placebo effect.”*

Medical profession: Medical treatments often produce a placebo effect because the medical profession is highly respected

Dr. Robert Ornstein notes: *“Patients sometimes recover from illness—in spite of medication. Incorrectly prescribed medication might even be harmful to the patient, but because the patient ‘believes,’ he/she gets better!”*

Patients who were referred to an electrologist by a doctor are less apprehensive and typically demonstrate a higher pain tolerance. In the patient's mind, the doctor has approved the treatment and, in so doing, instills great confidence in both the treatment and electrologist. In this way, the placebo effect takes place before the patient even enters the electrology office!

As electrology gains more respect through closer association with the medical profession, a similar public belief system will develop. Groups that popularize the professionalism of electrology also contribute to public confidence. Trust in our profession actually brings about less painful treatments.

Suggestibility: Beliefs are strongest at the beginning of the treatment program. Patients want to get rid of hair and are already highly motivated. They assume you have modern equipment, are skilled and can solve their problem. You must reinforce these assumptions at the beginning if a placebo effect is to take place.

Everything you do and say that makes you appear qualified, produces trust. Even your tone of voice, calm but authoritative, is important. This “faith in you” promotes a placebo effect and ultimately reduces pain.

While attempting to establish your credibility, however, don't be overbearing. Don't boast of your skills or point out all your diplomas. Don't “bad mouth” (denigrate) other professionals, techniques, methods or machines. Such behavior makes you appear less confident. Suggestion must be subtle. Genuine self-confidence is quietly communicated.

Consider that a “fancy ‘state-of-the-art’ super-computer machine” is not a placebo. Instead, YOU are the placebo. Don't over-sell or focus on your machine, or your “exclusive method.” You don't want your client to seek-out a particular machine or method. You want them to seek-out YOU!

If you focus on your “latest and greatest” new equipment, the patient will wonder if you really have the latest and most advanced unit ... and, then seek-out a more “advanced” machine! Common mistake ... don't do it! Machines don't remove hairs! YOU DO!

Withheld information: The placebo will not work if information is withheld or if any aspect of the treatment is minimized. If the patient later learns that your information was incorrect or misleading, your credibility diminishes and the placebo effect fails.

Explain all details at the beginning. Explain the cost, process of hair growth and the projected time-frame. As predictions come true, your credibility increases and the placebo effect is significantly reinforced. However, don't go into an overly long explanation. Don't give them an entire course on electrology. Make it quick and simple. Long explanations are the mark of an amateur. Just get to the point ... fast!

If you don't know some of the answers (such as how long it takes to remove extensive back hair), tell the patient: *“I don't know!”*

Explain all the factors involved and why you cannot accurately predict. Be honest! Even if the patient doesn't like the answer, honesty strengthens your credibility.

Deception: Some electrologists erroneously think that using a placebo means exaggerating or even telling lies. Exaggeration raises expectation. The situation backfires when expectations fail. The patient loses faith in the procedure and sees the electrologist as incompetent and not in control. The placebo effect fails and pain increases.

Never raise expectations by saying: *"Oh, this is an easy case. I'll have you finished in no time at all."* The patient doesn't know that you are perhaps comparing her eyebrow case to a full beard removal.

Surprisingly, many electrologists report that their most difficult cases, such as complete beard removal, are successfully completed; whereas relatively simple cases, such as eyebrow shaping, find the patient dissatisfied and quitting. The reason may be that the patient with the beard expected the task to be difficult. The patient with the eyebrow shaping expected it to be simple and therefore became dissatisfied when the procedure took more time than anticipated.

No electrolysis program is simple; this fact must be clearly communicated to the patient. People who expect treatment to be easy, experience more pain because of unfulfilled expectations. Unrealized expectations almost always mean discontinued treatments.

THE NEEDLE STORY

Any attempt to overtly induce a placebo effect by fooling the patient is doomed to failure. For example, many writers advise electrologists to not use the word "needle." One Youtuber electrologist says, *"Remember, I do NOT use a needle. Instead, I use a 'filament'!"*

Such electrologists assume that the word “needle” frightens the patient into experiencing more pain by conjuring up images of hypodermic needles and painful injections. We are advised to use such words as filament, conductor, instrument or wire; anything but “needle.”

Ostensibly, we are advised to alter a fact, namely the needle itself, by giving it a non-threatening new name. These writers contend that by renaming the needle, the patient no longer sees the needle as being a needle. Supposedly, a placebo effect is induced and causes the patient to experience less pain.

This Orwellian concept of attempting to change reality by changing a word always fails. The placebo effect cannot be imposed.

You cannot and should not attempt to hide an obvious reality. If the electrologist calls the needle a “filament,” the patient thinks: *“So, the electrologist is afraid to use the word ‘needle.’ But I can see that she is using a needle. The needle must really hurt if she is afraid to properly identify her own instruments. What else is she hiding from me?”*

Patients want honesty. In fact, honesty must exist if the placebo is to work. Avoid all deception. An obvious reality cannot be altered by psychological tricks. Tricks work against you by lowering your credibility.

State the facts as they are. Tell patients that the electrolysis needle is very small, about the diameter of a hair, and is inserted into the follicle only. Show them a needle. Explain that the sensation is from the heat of the current only, and proper needle insertion cannot be felt. The terms “needle” or “probe” correctly identify the instrument that we are inserting into the follicle.

THE WORD PAIN

Use of the word “pain” is also an important issue. The patient will ask: *“Is electrolysis painful?”* Do not say: *“Electrolysis is painless, it’s just a mild tingling sensation. My patients fall asleep*

during treatment.” Rather, say something like this: “Electrolysis is somewhat unpleasant, but most patients have no problem. The feeling is like a tiny sting.”

Minimize your use of the word “pain,” but be totally truthful. Don't go into great detail about the pain factor. Patients only want to know that you, as an expert, are in control and able to minimize pain. Remember, you want to establish your credibility. Credibility creates trust. Trust causes relaxation and a placebo effect, which makes treatment less painful.

COMBINED USE

All pain reducing agents such as ice, air-desensitizers and lotions, work better when placebo-inducing suggestions are made. Yet, the suggestions need not be spoken.

Lotions: There are several short-acting anesthetic lotions that are applied to the skin's surface; not injected. Although these lotions do not anesthetize skin, they numb mucous membranes such as the lips and mouth.

When using a short-acting topical anesthetic on the upper lip, allow the lotion to spread onto the lip itself. The lip is mucous membrane and gets numb. As the lip gets numb, the patient believes the upper lip is also getting numb.

The patient has experienced numbness before, say, in dentistry. She associates the feeling with painlessness and knows it is a safe and familiar feeling. All the pre-existing belief systems begin to work; without your having to say anything. The patient believes the lotion is working and relaxes. The placebo effect takes place and less pain is experienced.

Body: Even though the skin cannot be totally numbed by most short-acting topical anesthetics, you can use them as a placebo. As you carefully apply the lotion, say, on the arm, the patient feels cared for and psychological relaxation takes place. Less pain is felt, even though there is no significant physical anesthesia.

Notice that in both of the above examples, the placebo effect manifests from the beliefs of the patient. You just allow the response to take place. However, several suggestions may reinforce the placebo effect.

Keep the lotion in a special place or in a special medical-looking container. You might say: *"This lotion will give you a little numbness."* But don't concoct a story! Don't raise expectations. The fact that you use the lotion implies that you think it works. If you elaborate, patients expect total numbness and, when nothing happens, they become irritated and feel more pain.

Time: When using a short-acting anesthetic lotion or other placebo-inducing technique, allow enough time for the patient to experience psychological relaxation. Apply the "quick-numbing" lotion and allow at least 5-minutes for the placebo effect to take place.

Longer Lasting creams: Most electrologists today use such products as LMX or EMLA that cause a longer period of limited local anesthesia. These are mixtures of Lidocaine, Prilocaine and other elements. Be sure to allow enough time for the cream to work properly. Follow the instructions on the package insert.

Additionally, don't over-sell the product. Allow the patient to have her own experience, and have her relate the experience to you. Don't tell the patient that this is anesthesia and she will experience no pain. Why? Because such creams do not cause total anesthesia. If they did, you would not be able to use them. Say very little and let the patient have her own experience. Don't over-sell any product! Remember, you are the placebo.

VR Headset (goggles): A few electrologists are using "virtual reality headsets." These are fascinating goggles, worn over your eyes, and can potentially offer both audio and visual stimuli for patients. I wouldn't recommend the client play video games with them, but a serene pastoral or ocean video might be successful.

CONVERSATION

Simple dialogue can guide attention away from treatment pain. If conversation seems appropriate, encourage the patient to recount happy events. Discuss positive experiences, such as a favorite vacation, concert or film. Avoid stressful or controversial subjects dealing with divorces, politics, religion or money. Obviously, conversation is awkward when treatments are on the face or lips.

Don't ask personal or probing questions. Above all, never discuss your personal problems. Unfortunately, many electrologists do talk about their own problems. Discussing personal problems is toxic to the treatment experience. Even though you will establish friendships, don't treat your patient like an intimate friend or confidant. Your patient is your patient!

Some patients do not respond well to conversation. These patients prefer to relax in total silence and allow their minds to wander freely. Engaging these patients in conversation annoys them and increases their pain perception. Try to recognize when conversation is either increasing or decreasing the patient's pain sensation. One former client complained about another electrologist. She said, *"I like the electrologist, but wish she would just shut up already!"*

Do not discuss electrolysis pain during the treatment. Several years ago, I had the hair removed from my back. One lovely electrologist, who didn't want to hurt me, constantly asked if the area was sensitive. She would say: *"Oh dear, I'm sorry, I know this area is tender. Does it hurt? Should I turn down the current?"* By the end of the treatment, I was ready to scream! Each time my mind wandered away from the treatment, she would direct my attention back to the pain by asking these thoughtless "caring questions."

Don't harass your patients by being too compassionate. Instruct them to tell you when an area is becoming "too hot." But don't constantly interrogate them during the treatment. Such "kindness" intensifies pain.

When I was a child and injured myself, say, a fall on the sidewalk, my mother would say, *"Oh no, you've bled on the sidewalk and the city is going to fine us!"* Jokingly, of course, but the imagery made me laugh, and misdirected my focus away from the pain. It worked every time!

MUSIC

Music is another positive approach to reduce stress and pain. Most patients respond well to music: it misdirects their attention from the electrolysis treatment. Be aware that musical tastes differ greatly. Try to select music that causes relaxation. Encourage patients to bring in their own favorite music. Headphones work well with such patients.

The music should be gentle, light, and slow in tempo to calm the nerves and relax the emotions. Fast, loud and percussive music tenses muscles and nerves. Rock 'n Roll or Hip-Hop is not recommended.

Surprisingly, classical music is usually not a good choice either. Most classical music, especially symphonic, displays great dynamic changes from very soft to very loud, and contains passages of great excitement. Beethoven may inspire, but he does not tranquilize the listener. Light chamber music, however, can work well.

For me personally, of course, I love Beethoven. However, I have to be totally focused on the music with nothing else going on. Still, I usually end up breathless and with high blood pressure after a Beethoven symphony! Not so much Mozart.

There are many "New Age" meditation/relaxation recordings available that intend to evoke deep relaxation. They are highly recommended. Such music usually has no melody and does not build to a musical resolution. The music is slow and maintains a constant dynamic range. The nebulous tone of this music creates a dreamlike state of relaxation; perfect for electrology.

I will say, however, if your client is a musician (like me: piano), some of these “New Age” pieces can drive you nuts! Constant repetition of chords over-and-over is a form of torture. Check the internet and Youtube for free music videos. Choose wisely.

Notes from Mike’s original book:

One technique will not work for all patients, because we all come with our own special beliefs. Your challenge is to find the method that will awaken those beliefs and work for each patient.

Some researchers have conjectured that only certain gullible personalities (called placebo-reactors) or unintelligent people are affected by placebos. However, eminent researcher, Dr. H. Gold states: *“On the basis of extensive studies, the higher the intelligence, the greater the potential benefit from the use of placebos.”* (Cornell conferences on Psychotherapy, MacMillan 1946.)

The words “probe” or “needle” are good terms to use. The needle looks like a needle and it certainly probes the skin. Both terms are appropriate. Whatever term you use, be sure it accurately describes the needle and does not appear to be a concealment. Don’t hide NUTTIN’ HONEY!

It is estimated that the nervous system receives about 100,000 bits of information each second. All the senses and internal body monitoring systems supply information continuously. Imagine if we suddenly became aware of all this information. This would be like one air-conditioner trying to suck-up all the smog in Shanghai ... it can’t be done. Fortunately, the brain selects important information and ignores the rest. The “misdirected attention” technique is natural; we do it all the time!

Some of the simplest suggestions help lessen pain. Recommend that the patient get a good night’s sleep before treatment. Coffee, tea or any beverages with caffeine should not be consumed the day of treatment. To minimize stress, the patient should not schedule other important appointments on treatment days. It helps if the patient eats a meal before coming in. Aspirin, Tylenol or Advil help some patients. However, do not prescribe these or any other drugs; even if they are just over-the-counter and non-prescription medications.

ANTHONY “ANGELO” ZAFFUTO, PhD

Sociologist Dr. Anthony “Angelo” Zaffuto, author of *Alphagenics: how to use your brain waves to improve your life*, was a researcher and theoretician in the field of mind, attitude and health. He made some interesting recommendations for pain

control in the field of electrology. Dr. Zaffuto recognized the important role of the placebo effect in reducing pain, but he recommended a more direct approach. "Angelo" was a cherished friend until his death in 2018. I miss him a lot!

Zaffuto believed that patients should be directly taught pain control techniques. They should master their own placebo mechanism and become involved in controlling electrolysis pain. Such skills are valuable and life-enhancing, because they can be used whenever the need arises. The technique Zaffuto advocates is called "misdirected attention."

MISDIRECTED ATTENTION

When the mind is preoccupied, the senses can be "misdirected" away from sensations. We have all experienced misdirected attention; it is a natural phenomenon.

Have you ever injured yourself and not felt your injury at that moment? Perhaps you were involved in a stressful situation such as a car accident. You cut yourself, yet were totally unaware of the injury. Later, when you noticed the injury, you felt pain. This phenomenon is caused by misdirected attention.

Conversely, our minds and senses can be directed toward a sensation. For example, have you ever been drifting off to sleep when your partner says: *"I just can't sleep, that damned barking dog is keeping me awake!"* You didn't hear the barking dog before, but now you too cannot sleep!

Stop reading for a moment and listen to the background noises around you. Are you now hearing something you were quite unaware of while reading? Maybe you hear the television in the next room or cars in the street. I hope not a barking dog! Whatever the case, you experienced misdirected attention while reading. External stimuli were not being perceived because your mind was preoccupied.

Misdirected attention can subordinate all the senses. Pain can be ignored. Hearing can be "turned off." Even sight can be

overlooked. For example, have you ever been so involved in your thoughts that you didn't see something happen right in front of you?

It just happens: Notice that in all the above examples, the person doesn't consciously attempt to misdirect their attention; it just happens. In fact, when you try to direct your attention away from some idea or stimulus, the stimulus becomes more intense. As in the case of the barking dog, the more you try not to hear the dog, the more you hear it.

Has anyone ever told you a sickening story while you were eating? You try not to think about the story, but the harder you try, the clearer the images become until finally you cannot eat your meal.

In the same way, patients may try to use their will-power to avoid feeling pain. Such patients always fail miserably in the attempt. They feel even more pain because they focus on "not feeling the pain."

Imagination: As Dr. Zaffuto explains: "*The imagination is stronger than the will.*" Using will-power to subordinate stimulus, directs attention to the stimulus. But by using the imagination, perception can be "misdirected" away from the unwanted stimulus.

To illustrate this concept, suppose I place a 30-foot-long by 3-foot-wide steel construction girder on the ground. Now, I ask you to walk the length of the plank. You could probably do this without difficulty. But now imagine this strong steel girder suspended between two buildings, 10-stories up. Could you walk the length of the steel plank from building to building? Probably not. But why not, the plank is the same?

What has changed in this case is your imagination; your mental image of the event. With the plank on the ground, your mind does not picture any danger. But with the steel plank suspended between the two buildings, you imagine danger; falling off the

plank and being killed. You cannot walk the plank. (Even if Johnny Depp put a sword to you!)

If we could alter your imagination, however, you might be able to walk the plank. If you could *imagine* the plank not 10-stories up, but safely on the ground, you might be able to walk between the buildings.

Altering the imagination is the key concept used in hypnosis, misdirected attention techniques and many other forms of personal improvement therapies. Professional athletes, for example, alter their imagination to achieve new records. They imagine the winning event before it happens.

As professional electrologists we are trying to reduce pain. We do not want the patient to focus on treatment pain. We want to create a strong pleasant mental image of some past experience that will engage the patient's imagination. As the imagination wanders freely, attention is “misdirected” away from the treatment, and pain diminishes.

ALPHAGENIC TAPES

Dr. Zaffuto produced five “misdirected attention” audio tapes that were used somewhat successfully by several electrologists. The script for one of these tapes is included at the end of this chapter. You may use the script (no copyright) to make your own recordings. Unfortunately, the original tapes are no longer commercially available.

The first part of the tape is the “alphagenic induction exercise.” The patient is given breathing exercises and told to focus on various parts of the body, relaxing each part. A melodious “unwinding” tone is played during the monologue. The patient focuses on an imaginary alphagenic meter and is eventually relaxed to the “alpha” state of mind.

The alphagenic meter is a simple DC-Galvanic meter that indicates stress by displaying changes in electrical resistance. Zaffuto’s Galvanic-meter had a dial, but also emitted a tone that would diminish as the client became more relaxed. The patient could focus on the tone, lower the tone by herself, and

achieve relaxation. It was fun using this meter, because your emotions alone controlled the tone and meter reading!

These meters are identical to those used in “lie detectors.” You don’t have to use such a meter for your recording. Your patients need only imagine such a device. However, one of our manufacturers, such as Dectro, Sterex, Instantron or Clareblend, could easily produce such a unit that would be inexpensive and a very valuable tool for pain reduction. I’d be happy to help with its’ development. **Uncle Mikey awaits your call, honey!**

In each tape, Dr. Zaffuto painted fanciful scenes using natural background sounds such as the ocean. He asks you to feel the hard wet sand under your feet as you walk along the shore. As the narrative unfolds, beautiful images are envisioned. The scenes become so involving that attention is “misdirected” away the electrolysis treatment.

Apprehension: The alphagenic tapes are especially successful with apprehensive patients, or those who feel that “something must be done” to reduce pain. High achievers and self-motivated patients do particularly well.

Patients who became bored with long treatments found them entertaining. The tapes gave them something to do and the recordings involved them in the treatment procedure. Patients who succeeded with the tapes, took control of their discomfort and didn’t see themselves as helpless victims.

To maximize the benefit, we gave each patient a recording to practice at home. Practice intensified the effect. After a few times, some patients achieved deep alpha relaxation within minutes of starting the recording.

Cassette tapes are, of course, long-gone. However, you can make a recording of the following script using your own voice on your cell phone. Add-in background sounds as appropriate to the narrative. Your MP3 recording can then be emailed to your client for at-home practice.

RELAXATION TAPES

Many relaxation-recordings are presently available on-line and usually for free. Youtube has hundreds of beautiful videos of relaxation scenes and sounds. Use those with your own voice in the recording.

Try producing your own recordings. Write your own story that fits the recorded environmental sounds. Using your own voice is an advantage, because the patient then associates your voice with a relaxed feeling.

The recording selected for the patient must not evoke negative thoughts. For example, if the patient fears the ocean, don't use a recording that has ocean sounds. Keep a variety of recordings available, and allow the patient to select the one he or she thinks would be most pleasant.

Legality: In the United States, electrologists may legally use the "misdirected attention" technique. You may not, however, imply that you are using hypnosis or any other technique that is strictly limited to trained psychotherapists.

Always tell each patient you are using a simple relaxation technique. Don't use the word "hypnosis," because the technique is not hypnosis! There is no risk to the patient. Deep relaxation or sleep is the only possible extreme outcome of using misdirected attention techniques. You may have to awaken the patient after the treatment, but a true hypnotic state is never achieved. Usually, the patient remains passively alert at all times.

ALPHAGENIC SCRIPT

The following is the script of Dr. Zaffuto's "A walk on the Beach" electrology tape. When you make your recording, turn the pages silently. The sound of pages turning makes the recording less believable. You want the patient to feel you are talking naturally; not reading a script. Better yet, cut out the pages so they are easier to handle.

Also, with this free publication, you can read the Zaffuto script off your computer screen. Try to be quiet with your mouse and computer, as you scroll through the script. Try to avoid mechanical sounds. (The print in red are suggested directions.)

ALPHAGENIC SCRIPT: A WALK ON THE BEACH

How to use script: You will need two recording devices. You might find “ocean sounds” on the internet (Youtube), and then record your voice and the ocean sounds with your cell phone. Play the ocean sounds in the background while you record the script.

Unwinding sound: The first part of the script is the “alphagenic induction,” where Zaffuto uses his special “unwinding” sound. This sound is copyrighted and unavailable to you. However, you can simply eliminate any references to the special sound. You might find a recorded sound that will work. Look for such “meditation tones” on the internet. (Youtube is a good source for this.)

Speak slowly: Speak softly and slowly, don’t rush through the script. Practice the script several times before you record and try to get into a relaxed rhythm. Remember, it is not *what* you say, but *how* you say it that causes relaxation.

Record in silence: Record in an absolutely silent environment. Unwanted outside noises ruin the recording. There must be no traffic noises or telephones ringing. Remember, the patient experiences everything heard on the recording!

Note: Begin the Alphagenic recording as soon as the patient lies down on your treatment table. You can busy yourself preparing for the treatment as the recording plays. Simply begin treatment when you are ready. The recording takes care of itself.

ALPHAGENIC INDUCTION (about 15 minutes): your recording ...

You are about to begin your Alphagenic session.

This recorded session has been especially prepared and clinically tested to help you become more comfortable and less sensitive to the electrolysis treatment.

During this session, just listen to my voice and the background sounds.

Avoid trying to do anything.

Just allow the suggestions to influence your mind and body, so that you can enjoy a deep relaxed state.

Now begin to listen to the background sounds.

(Fade in special "meditation" sounds, and don't talk for 1-minute.)

These sounds have been especially recorded to give you the feeling of unwinding.

Think of a coil unwinding.

Imagine this in your mind.

Listen to this unwinding sound and feel this unwinding experience.

Associate the sound with the unwinding of tension ... the releasing of tension.

You are letting go of all the tension and stress that you may be feeling before you begin your electrolysis treatment.

Now close your eyes.

As you imagine the unwinding and releasing of tension, I will be guiding you into a relaxing experience.

Your mind will be altered from an active alert state of beta to the passive relaxed state of alpha.

As I talk to you, continue to keep your mind on the background sounds.

They are helping you to unwind.

Everything that I have to say will be accepted by your thoughts.

These are all beneficial ideas.

In order for you to enjoy this passive alpha state, we use a meter called the alphagenic meter.

Just imagine the meter.

Picture it in your mind.

See the numbers, 0 to 100. Place an indicator at the number 65.

I will be counting you down from 65 to 25.

Twenty-five is the level of alpha we want you to experience.

So, with each lower number, you will be letting go more and more.

And, when we finally get to number 25, you will be in a very peaceful deep state of alpha, completely letting go and relaxing.

As you receive the electrolysis treatment, just allow yourself to get involved with my suggestions, and you will soon become unaware of the treatment experience.

All right ... Let's first relax your entire body, letting go completely.

Listen carefully to the background sounds and my voice.

Remember, the background sounds are helping you to unwind, release and let go.

Take a deep breath and hold it to the count of five.

(Count slowly) 1-2-3-4-5.

Exhale slowly ... allow all the air to leave your body. You feel very, very relaxed.

As you exhale slowly, you feel your body settling down, down and down.

Imagine the alphagenic meter, and see the indicator moving from 65 to 60.

Your legs are beginning to feel limp all over.

From the tips of your toes all the way to your hips.

Your legs are feeling very, very relaxed.

You are letting go.

Say to yourself: "my legs are relaxing, and I feel at peace ... my legs are relaxing and I feel at peace."

Loose and limp all over, every muscle, nerve and cell is relaxing.

Your legs feel so very relaxed that any effort to move them feels as if it would be just too much.

(Pause for a couple minutes)

Now, feel your arms and hands relaxing from your fingertips all the way to your shoulders.

They feel loose, limp and heavy.

You are letting go of all the tension in your arms.

Now, just repeat to yourself: "my legs and arms are relaxing and I feel at peace."
"My legs and arms are relaxing and I feel at peace."

Notice the meter indicator has dropped down to 55.

You are experiencing more relaxation, more and more and more with each moment.

Now take another deep breath, very deep, hold it to the count of five.

(Count slowly) 1-2-3-4-5.

Exhale slowly. Allow all the air to leave your body.

Your body is beginning to settle down, down and down, as you feel the breath leaving your body.

You can feel all the tension leaving your body.

It is as if you are breathing out the stress and tension.

You are letting go, deeper and deeper as you move toward the alpha state.

(Pause a minute or so).

Now, begin to experience a warm, relaxed feeling around your abdomen.

All of your stomach muscles are letting go. Feel this warmth, imagine it.

Perhaps you would like to imagine a heating pad, or the sun shining on your body, whichever feels most comfortable.

Have a vivid picture of this moment.

Feel it inside.

Don't try to force it.

You think to yourself: "my abdomen feels warm and relaxed," ... without effort, without really trying.

This warm relaxing feeling spreads around your chest muscles.

You feel all the muscles around your chest releasing and relaxing.

Think to yourself "my abdomen and chest feels warm and relaxed." "My abdomen and chest feel warm and relaxed."

Breathing is becoming so much easier, and with each breath you are letting go a little bit more.

Pay attention to your breathing a moment.

(Pause a bit)

With each breath you relax more and more.

While experiencing your treatment, you feel the electrologist making contact with your body.

You accept this contact.

It is all right.

Do not try to block the experience.

Become more involved with my suggestions, and soon your awareness of the treatment will diminish.

Once again, vividly imagine the alphagenic meter.

Notice the meter indicator is moving from 55 to 50.

You are beginning to experience a sense of drowsiness and that is all right.

Just let go as you become totally involved with my suggestions.

You allow them to become a part of your experience.

This is an enjoyable, safe and pleasant experience.

Let go, relax and enjoy yourself.

Now take another deep breath and hold it to the count of five. Very deep.

(Slowly) 1-2-3-4-5.

Exhale slowly, and feel the air leave your body as you settle down, more and more and more.

(Pause a few moments)

The meter indicator is moving to 45 and all the muscles around your shoulders and neck are beginning to feel very relaxed.

Loose and relaxed.

This relaxation spreads from the neck muscles up to your face muscles.

You feel all your face muscles letting go, especially your jaw.

Allow your teeth to separate a little as your jaw hangs loose and relaxed.

This relaxation is felt all around your cheeks, eyes, your forehead and all the way to your scalp.

Every part of your face is relaxed.

Think of a cool, relaxed feeling on your face.

Cool and relaxed as you drop deeper and deeper into this beautiful alpha state.

The meter indicator has moved to 40 and you are experiencing more relaxation from the tips of your toes all the way to the top of your head.

You are relaxing completely in every way, every muscle and nerve and cell in your body is relaxing and letting go.

You will continue to relax even deeper as I bring you all the way down to 25.

Letting go completely.

If you are still experiencing any kind of tension in any part of your body, be sure you let go and become totally unaware of your body and your environment.

Allow your mind to be occupied only with the suggestions I give you.

As I count from 35 to 25, with each lower number, you drift into the deep state of alpha. I will count now:

(Slowly) 35-34-33-32-drifting down, down deeper and deeper.

(Very slowly) 31-30 ... becoming so very relaxed-very relaxed,

(Very slowly) 29-28-27-26-all the way down-25.

(Pause a moment)

All right, you are now experiencing the level of 25.

Your mind and your body are completely relaxed.

You continue to feel even more quiet and peaceful as I speak to you.

Continue to listen to the background sounds as you drift deeper and deeper.

(Pause)

Your mind is being prepared for a very authentic experience.

Your mind is capable of taking you back where you can experience events of the past.

In a moment you will hear sounds that will help you recall this pleasant beautiful experience.

The sounds are real and will create a very vivid imaginary event.

Just as if you were there this very moment.

Now as the background sounds begin to fade away, prepare yourself as the new sounds come on, which will evoke a beautiful experience of your past – listen.

(Slowly fade-out background sounds ... pause ... and fade-in ocean sounds.)

BEACH NARRATIVE (read slowly, pause often)

As you begin to hear the sounds becoming louder and louder, your mind recalls an experience that you have had in the past where these sounds occurred.

Listen.

(Fade-in sounds: 2-minutes of sounds only.)

That's fine.

I am sure you are able to recall being close to the sea and hearing the sounds of the surf breaking on the beach.

These sounds are very familiar.

Just imagine yourself on the sea coast, whether East or West, North or South.

It really doesn't matter.

You are somewhere by the sea.

It could even be abroad on some special beach.

It is a pleasant day.

A warm day with a light fog out over the water.

Every now and then you can hear the sound of a foghorn.

(Pause)

As you walk along the beach, you experience the hardness of the cool wet sand under your feet.

This experience is very familiar.

Walk a little closer to the water and as the next wave comes in and breaks, feel in touch with the spray that the wind picks up from the surf.

Feel the coolness, the wetness of the spray.

(1-minute pause, sounds only)

That's fine.

I am sure that you allow your imagination to be so vivid that you can feel the experience of the surf.

As you walk along, you are alone, but you are not lonely.

You have a sense of freedom.

There is an open feeling.

Out there the sea, which extends endlessly to the point of the horizon.

Behind you perhaps the mountains, a forest or even the city.

You feel free and open as you walk along.

(Pause)

The sun is setting.

Notice the beautiful colors.

Notice, the changes of the spectrum.

Observe it for a moment and allow the sunset to take place with the experience of the surf.

Listen.

(3-minutes, sounds only)

That's fine.

The sun has set.

You begin to see the harbor lights going on.

A vessel out at sea is putting on its lights.

All around you, darkness is falling.

You know the world is still active and alive because the night is young.

You continue to walk, as it becomes a little darker.

Now as you look at the water, you see the reflection of lights from the different boats as they pass by.

Observe.

(1-minute pause, sounds only)

That's fine.

As you walk along now you meet a friend, someone that you have known for a long time.

Someone you would like to meet on the beach.

What a pleasant surprise.

What a beautiful surprise to meet someone you care for; someone you enjoy being with.

Together sharing these beautiful moments.

You can see the expression on the person's face light up with pleasure, a warm, loving expression, which gives you the feeling of being wanted, accepted and appreciated.

It feels so good to feel these things.

The two of you walk together now.

Yes, as you walk along you share past moments together.

Do this now as I remain quiet for a few moments.

(3-minute pause, sounds only)

That's fine.

I am sure you are enjoying this experience.

Continue to relax, allowing every part of your body to let go.

Take a deep breath, very deep, exhale slowly.

Feel the tension leaving your body as you relax even more and more and more and more.

Now take another deep breath, very deep. Exhale slowly.

You experience the alpha state once again, your restful, peaceful mind.

And as you relax, your imagination takes you back to the beach.

It is such a beautiful, lovely place. A place you enjoy.

As you and your friend walk along, you continue to share a beautiful moment together.

You stop for a moment, look at the sea, and notice that the moon is nearly full and the light of the moon is bright as it reflects off the water.

As you observe, you can see the glistening of the waves out at sea.

Fluorescent, glowing.

The moon reflecting from the waves seems to light up the night.

Observe.

(1-minute pause, sounds only)

That's fine.

Both you and your friend are enjoying this experience.

You especially enjoy it because it is so good to be with someone.

And now the two of you find a quiet spot to sit down.

A secluded area, away from everyone.

Just you and your friend.

And as you sit there, you observe and experience the sea, in all its magical splendor.

(Pause)

The two of you continue to share warm, affectionate interesting moments together.

You spend these moments in a very vivid and real way, remembering so much with your friend.

All those wonderful experiences come to mind.

Just enjoy the pleasant, beautiful experience as the two of you share time together.

Do this for the next lovely moments.

(Sounds only for the remainder of the tape)

Note: Zaffuto's tape was designed to last 60-minutes with "natural breaks" at 15-minutes, 30-minutes and 45-minutes. Of course, you can stop the recording at any time when you are finished with your electrolysis treatment.