

Lesson 006 Workbook

Stacking Realities — Pacing and Leading

WHAT THIS LESSON IS ABOUT

Stacking Realities

Every powerful hypnotic induction begins with credibility.

In this lesson, you're going to learn one of the most fundamental — and devastatingly effective — tools in conversational hypnosis: Pacing and Leading.

KEY TAKEAWAYS

- A pace is any statement that is sensorily or cognitively verifiable as true. Each verified pace builds credibility with the listener's mind. Once credibility is established, leads become easier to accept. Leads should be small, plausible, and naturally connected to the current experience. The 5-4-3-2-1 structure gradually shifts from pacing reality to leading experience. When pacing is done well, the mind begins to treat suggestions as if they were true. This process naturally bypasses the critical factor
- A pace is any statement that is sensorily or cognitively verifiable as true.
- Each verified pace builds credibility with the listener's mind.
- Once credibility is established, leads become easier to accept.
- Leads should be small, plausible, and naturally connected to the current experience.
- The 5-4-3-2-1 structure gradually shifts from pacing reality to leading experience.
- When pacing is done well, the mind begins to treat suggestions as if they were true.

PRACTICE ASSIGNMENT

1. Your objective is to build your first pacing-and-leading script.
2. Step 1 Write down 15 paces about your current environment.
3. Examples:
4. The room is quiet
5. You're sitting in a chair
6. You can hear my voice
7. You're breathing in and out
8. Step 2 Write 15 simple leads.
9. Examples:
10. You may begin to relax

11. You might notice your breathing
12. You can start paying closer attention
13. Step 3 Construct a pacing-leading sequence using the following formula:
14. 5 Paces !' 1 Lead 4 Paces !' 2 Leads 3 Paces !' 3 Leads 2 Paces !' 4 Leads 1 P
15. Step 4 Practice delivering the sequence conversationally.
16. Your goal is smoothness and natural flow, not perfection.

INSTRUCTOR NOTE

| *One of the biggest mistakes beginners make is trying to jump too far too fast.*

| *Hypnosis works best through incremental change.*

| *You can move someone from almost any mental state to another... as long as you take small enough steps.*

| *Think of pacing and leading like guiding someone down a staircase.*

| *Each step is small.*

| *Each step feels natural.*

| *And before they know it,*

| *they're somewhere completely different.*

| *Master the small steps.*

| *That's where the real power lives.*

| *— David Snyder*

NEXT STEP

Now that you understand how pacing and leading establish credibility and bypass resistance, it's time to go deeper.

In the next lesson, we'll build on this structure and show you how to expand pacing and leading into full conversational inductions that feel completely natural.

Review this video at least three times, practice with at least three different people this week, or before you begin your next lesson.

Your next lesson is on its way!

Practice log — Lesson 006

What you did, what you noticed, what changed. Write it down while it is fresh.