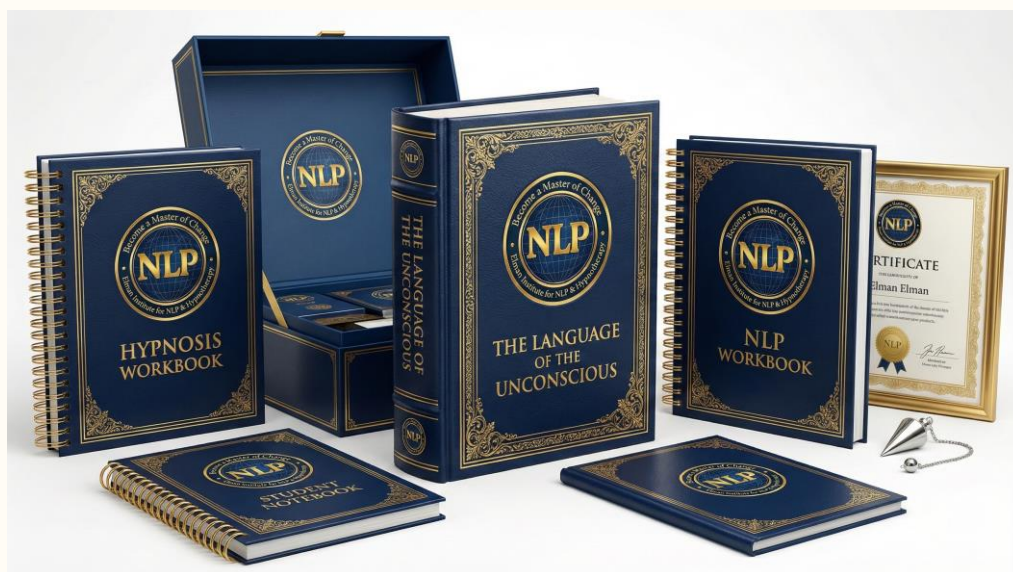


THE ELMAN INSTITUTE FOR NLP & HYPNOTHERAPY



THE COMPLETE CERTIFICATION ROADMAP

*From Theory to Mastery: The Integrated Path
of NLP & Dave Elman Hypnosis*



Ari Kahtan, Founder

PROFESSIONAL INTRODUCTION

THE FIRST STEP TO DEEP CHANGE

*The Perfect Synergy: Transitioning from Knowing to Doing
with Confidence, Precision, and Elegance.*

Two Worlds, One Complete Path. For decades, the world of therapy has been divided. On one side, NLP provided a brilliant "map" of the mind. On the other side, Hypnotherapy (the Dave Elman approach) provided the most direct access to the subconscious.

Separately, each method is powerful. Together? They become a complete Operating System. For the first time, we have created a track that unifies both worlds into one orderly methodology: combining the structural precision of NLP, boosted by the "Turbo Engine" of Elmanian Hypnosis.


Bridging "The Gap" Many practitioners know the frustration: learning a technique but lacking confidence facing a client. This program builds practical Competence. Our goal is for you to possess the full confidence to lead a change process – anywhere, with anyone.


WHO IS THIS CERTIFICATION FOR?


- **For NLP Practitioners (Seeking Depth):** If you have the tools but lack the "engine," this course will teach you how to bypass the Critical Factor instantly.
- **For Hypnotherapists (Seeking Structure):** If you know induction but seek better navigation tools, NLP provides the architecture for precise change-work.
- **For Ambitious Beginners:** If you are starting from zero, this is the most


THE COMPLETE TOOLKIT: BEYOND KNOWLEDGE


Joining the Elman Institute is not just about acquiring knowledge; it is about receiving a physical and digital toolkit that will accompany you throughout your career. The training package includes the Luxury Box, containing everything you need to hit the ground running:


 **The Complete Course Textbook ("The Language of the Unconscious"):** A Hardcover Masterpiece. The book centralizes all protocols, theory, and professional secrets in a clear, accessible format. It is printed in Full Color and includes a dedicated Index Tab Kit for easy chapter navigation.

 **The Clinical Workbooks:** A bank of Scripts, checklists, and field forms. The workbooks are enriched with over 200 full-color illustrations and diagrams that visually demonstrate every movement, body posture, and technique, leaving nothing to the imagination.

 **The Black Box:** A personal, designed Therapist Notebook, intended for writing your personal insights, drafting suggestions, and documenting your journey. (Includes a luxury branded pen for writing).

 **Professional Pendulum:** A quality, balanced tool for Ideomotor Work, used for building trust and establishing a direct dialogue with the subconscious.

 **Luxury Membership Card:** Inside the box awaits a physical membership card, serving as both a status symbol and a backup key to your digital access.

 **Why Wait for Shipping? Start Now.** We know your passion for learning is burning. Therefore, we do not wait for the courier. From the moment of registration – your Digital Campus access details are sent immediately to your email. While the physical box makes its way to you, you are already inside: watching the lessons, downloading the files, and starting your journey.

THE LIBRARY VS. THE GARAGE

Knowledge is merely potential power. This training is not a "Library" for storing theoretical information, but a "Garage" for practical work. Our goal is simple: To equip you with the tools, so you can go out into the field and engineer change.

THE JOURNEY AHEAD

This curriculum is not just a list of topics. It is a carefully engineered roadmap designed to take you from "Zero" to "Mastery".

PART ONE

THE BLUEPRINT OF CONSCIOUSNESS

*Decoding the hidden mechanisms of the mind:
From ancient wisdom to modern neuroscience.*



*Every therapist recognizes that moment: the gap between a technique learned in the classroom and the moment real "magic" occurs in the clinic. What actually happens in the brain and body when resistance dissolves? The answer lies not in learning another technique, but in mastering the **foundations**. Here, we go "behind the scenes" to discover the **mechanics of consciousness**.*

- The First Step to Deep Change (Understanding the Transformation) • Hypnosis: A Concise Journey Behind the Scenes • The Body's Internal Traffic Lights (Nervous System & Polyvagal Theory) • Befriending the Gatekeeper (Bypassing the Critical Faculty) • The Elephant and the Rider (The Mind Model) • Selective Thinking (The Laser Focus of Trance) • Natural Trance in Daily Life (It's Already Happening) • The Science of Trance (Brain Waves & Physiology) • Myths vs. Facts (Therapy vs. Show) • FAQ Before the First Session

PART TWO

THE ART OF INFLUENCE AND CONNECTION

*Mastering the subtle language of rapport, voice, and rhythm
to lead with quiet authority.*



*Even before the word "Hypnosis" is uttered, therapy has already begun. It starts with your voice, the shared rhythm of breath, the precise choice of words. In this part, we will discover that language is not merely a vehicle for conveying information, but a powerful **instrument for designing experience**.*

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- The Art of Getting a Visa (Building Deep Rapport) • Your Voice (The Instrument of Change) • Voice, Pace, and Breath (Synchronizing with the Client)
 - The "The More... The More..." Formula (Creating Suggestive Loops) • The Milton Model (Artfully Vague Language)

PART THREE

SETTING THE STAGE FOR SUCCESS

*Bypassing resistance and building profound trust
before the eyes ever close.*



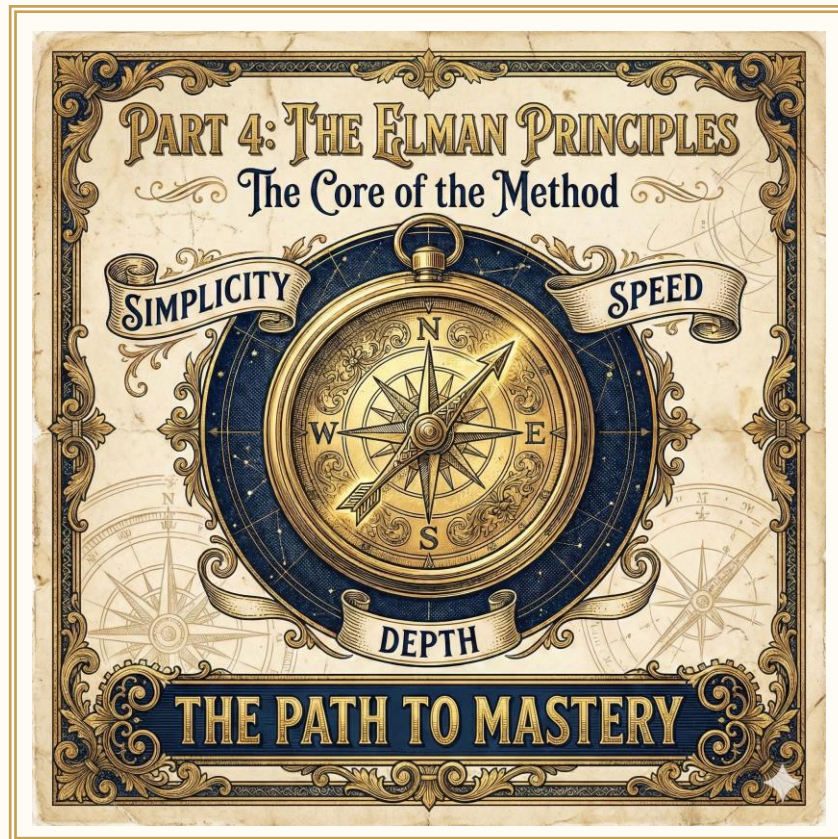
*When a patient walks into the room, they carry more than just their presenting problem; they bring a heavy load of expectations, fears, and myths. These first few minutes are your golden opportunity to replace question marks with confidence. A masterful Pre-Talk is not merely a technical introduction; it is an **"early induction"** that soothes the **Critical Faculty** and orients the mind toward success long before the eyes ever close.*

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- Before We Begin (Aligning Expectations) • The Pre-Talk (Demystifying Hypnosis) • Managing Gentle Resistance (Pacing and Leading) • The Yes-Set (Creating Psychological Momentum)

PART FOUR

THE ELMAN LEGACY: SPEED AND PRECISION

*The core philosophy that transformed hypnosis
into a reliable, repeatable science.*



*"Don't talk about hypnosis — create it." This maxim by Dave Elman encapsulates the essence of his approach. Elman wasn't interested in complex theories; he demanded **measurable results**. He believed the therapist's role is to facilitate a clear, rapid, and respectful process. In this part, we meet the man behind the method and discover why his practical approach became the foundational pillar of **modern hypnotherapy**—laying the essential groundwork before we dive deep into the full induction in the next section.*

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- Dave Elman (The Man Behind the Method) • The Elman Formula (Induction → Test → Deepening → Therapy) • The Three Keys (Context, Expectation, Quiet Authority) • Rapid Induction in the Elman Method (The Logic of Speed)

PART FIVE

THE MASTER KEY: THE ELMAN INDUCTION

*The gold standard of modern hypnotherapy:
Achieving deep somnambulism in under four minutes.*



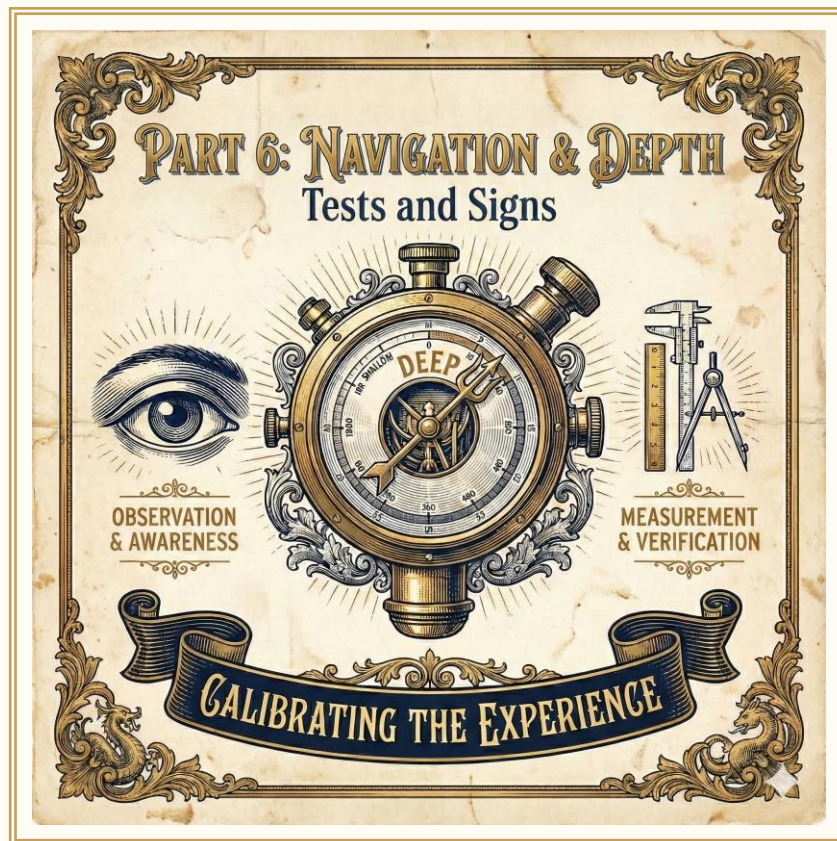
*This is the moment theory transforms into reality. The Elman Induction is **the engine of certainty**—no more guessing or "hoping" for a trance. In this part, you will master the precise protocol to bypass the **critical factor** instantly. You will learn a battery of **Instant Inductions**—from the classic handshake to the non-verbal pass—giving you the confidence to guide any patient into the **deepest levels of healing**.*

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- The Elman Classic (Full Protocol) • Step 1: Eye Closure & Instant Inductions (Handshake, Hand Pass, Two Fingers) • "The Locked Window" (Catalepsy) • Step 2: Spreading Physical Relaxation • Step 3: Fractionation (Deepening via Eye Opening/Closing) • Step 4: Limp Arm (The Drop Test) • Step 5: Number Deletion (Amnesia) • Step 6: Final Deepening • Esdaile State, Anchors & The Super-Suggestion • Micro-Sessions

PART SIX

NAVIGATING THE DEPTHS

*Reading the subconscious map: Signs, tests,
and the art of the safe return.*



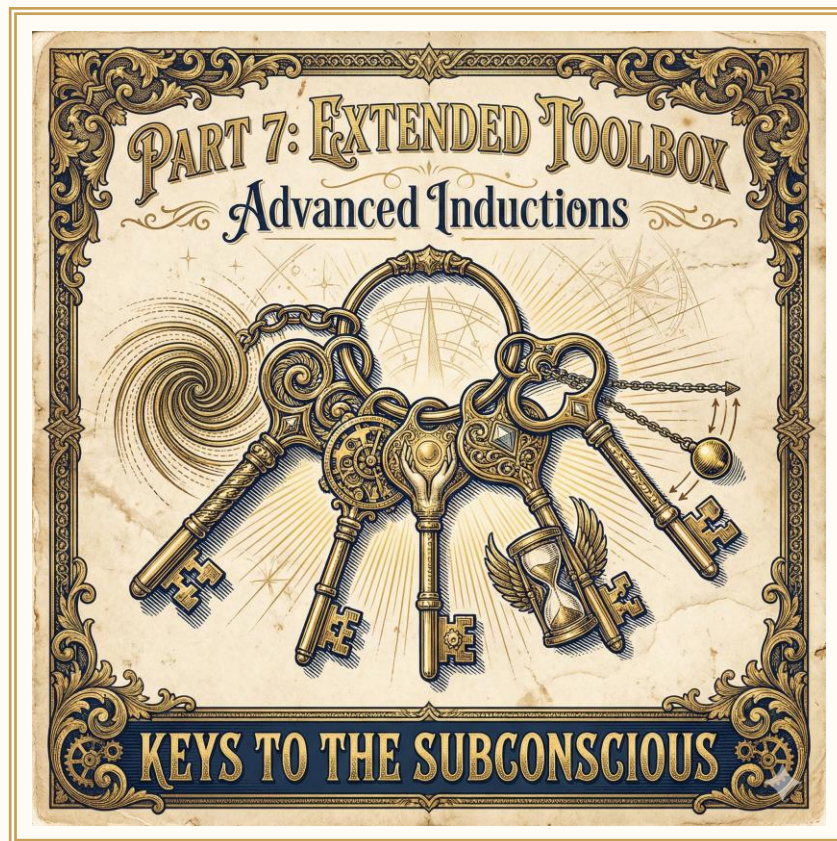
The silence in the room thickens. One breath extends, longer and deeper than the last. A therapist who recognizes this gentle whisper knows they are working with precision. But intuition is not enough; you need certainty. In this part, we replace guesswork with calibration. We learn to distinguish mere compliance ("The Receptionist") from true subconscious access ("The CEO"), ensuring we are not just hoping for depth, but verifying it with absolute precision before we proceed to therapy.

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- Suggestibility Tests (Preparing the Mind) • Depth Tests and Checks (Verifying Somnambulism) • The Receptionist or the CEO? (Compliance vs. True Depth) • Green & Red Flags (Safety Protocols) • Recognizing Trance (Physical Calibration) • Real-Time Signs
 - Don't Miss It (The Art of Observation) • The Art of Landing (Safe Emergence)

PART SEVEN

THE EXPANDED ARSENAL

*Advanced entry keys for every client,
every situation, and every resistance.*



*True mastery is defined by **adaptability**. While the Elman Induction is your "main road," the terrain often changes. Some clients are purely visual; others cannot be touched; some require speed. In this part, we expand your arsenal with specific keys for specific locks. You will master **visual, kinesthetic, and non-verbal inductions**, ensuring you can open the gate to the subconscious for any person, in any setting—bypassing resistance with **surgical precision**.*

- The Pendulum & The Hypnotic Spiral (Visual Tools) • Gaze Fixation (The Focus Induction) • Eyelid Heaviness (The Suggestion Loop) • Pacing and Leading (Advanced Application) • Micro-Suggestions (Incremental Influence) • Verbal Inductions (Non-Touch Protocols) • The Hand Levitation Induction (The Art of Non-Verbal Trance) • When the Room Works for You (Environmental Utilization) • Instant Inductions (Shock & Surprise) • Clinical Compass: Selecting the Right

PART EIGHT

UNSHAKEABLE CONFIDENCE

*Mastering the unexpected:
Crisis management, online sessions, and complex challenges.*



*A therapist's true mastery is not tested when the session flows smoothly, but when the unexpected occurs. A sudden tear, a dropped Zoom connection, or an intense emotional wave filling the room—these are the moments where your **inner calm** becomes the patient's anchor. In this part, we learn to transform disruptions into **deepening opportunities**, proving that the ability to navigate the storm with grace is what elevates a technician into a true master.*

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- Online Induction Adjustments (The Virtual Clinic) • The Silent Dialogue (Ideomotor Communication) • The Therapist's Black Box (Turning Mistakes into Growth) • When the Process Surprises You (Rapid Response Protocols) • The Art of Holding Space in a Storm (Managing Abreactions)

PART NINE

THE CODE OF EXPERIENCE: NLP FOUNDATIONS

*The operating system of the human mind:
Structure, patterns, and surgical precision.*



*Hypnosis opens the door; NLP rearranges the room. Until now, you have mastered the art of induction. But true therapy begins **after the eyes close**. This is the pivotal moment where the "Hypnotist" evolves into a "**Change Worker**". NLP provides the operating manual for the brain, granting you the **surgical precision** to identify the structure of a problem and rewire it at its source. When the depth of Elman meets the precision of NLP, the results are not just fast—they are permanent.*

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- What is NLP? (From Theory to Practice) • The Presuppositions of NLP (The Mindset of a Master Therapist) • NLP Meets Hypnosis (The Ultimate Synergy) • The Therapist's Story (Rapid Trust Building)

PART TEN

DECODING REALITY

*Accessing the sensory control panel
to rewrite the past and program the future.*



*We do not react to reality, but to **our internal representation** of it. Adjusting a mental image or lowering a voice's volume might seem minor, but when executed within the deep **neural plasticity** of **Somnambulism**, the effect is seismic. We are not just changing thoughts; we are hacking the **operating system**. In this part, you will learn to access the brain's **sensory control panel** to rewrite the client's reality—and their future—in seconds.*

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- The NLP Communication Model (The Structure of Experience) • VAKOG and Submodalities (The Tuning Knobs of the Mind) • Mapping the Problem (Detecting the Glitch) • The Driver (Identifying the Critical Switch)

PART ELEVEN

REWRITING THE SCRIPT: BELIEFS AND IDENTITY

*Reading subtle cues and upgrading
the internal software that drives destiny.*



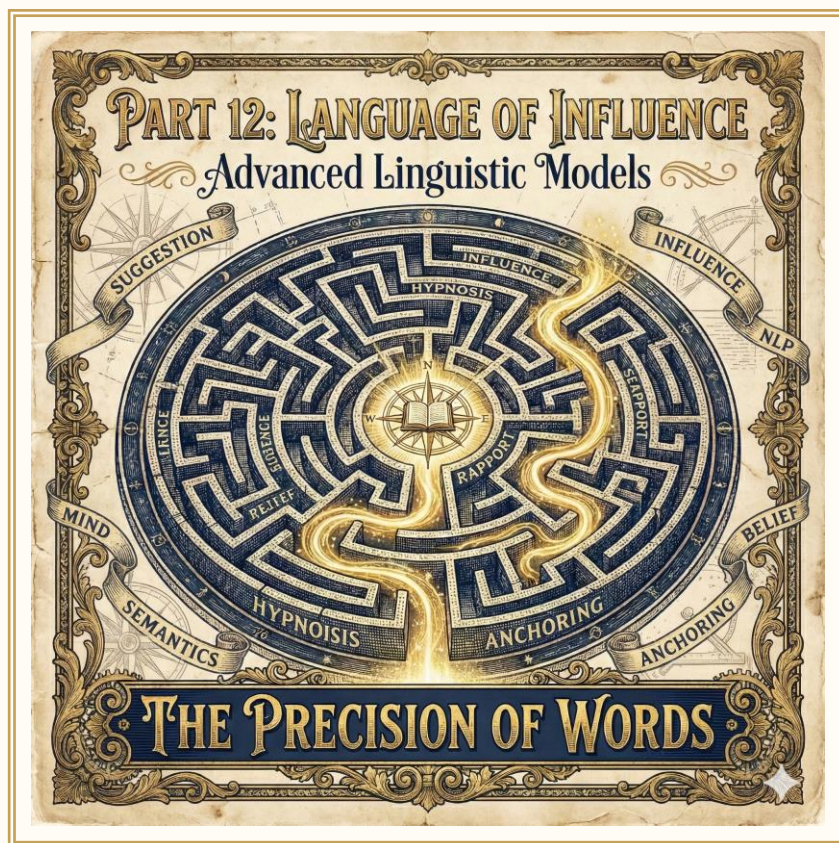
*A belief is like a pair of glasses we have forgotten we are wearing; it tints everything we see and dictates the boundaries of what is possible. But beliefs are not facts—they are **code**. In this part, we learn to remove these glasses. We will master the art of reading **subtle cues** to detect the hidden scripts running in the background, transform the **limiting beliefs** that constrain potential into empowering truths, and upgrade the **internal software** to restore the patient's ultimate power: **Freedom of Choice**.*

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- Calibration and Rapport (The Art of Reading the Unspoken) • Belief Architecture (Cracking the Code of Identity) • Changing Limiting Beliefs (From Restriction to Liberation)

PART TWELVE

VERBAL MASTERY AND COVERT INFLUENCE

*The art of conversational change:
From precise inquiry to hypnotic persuasion.*



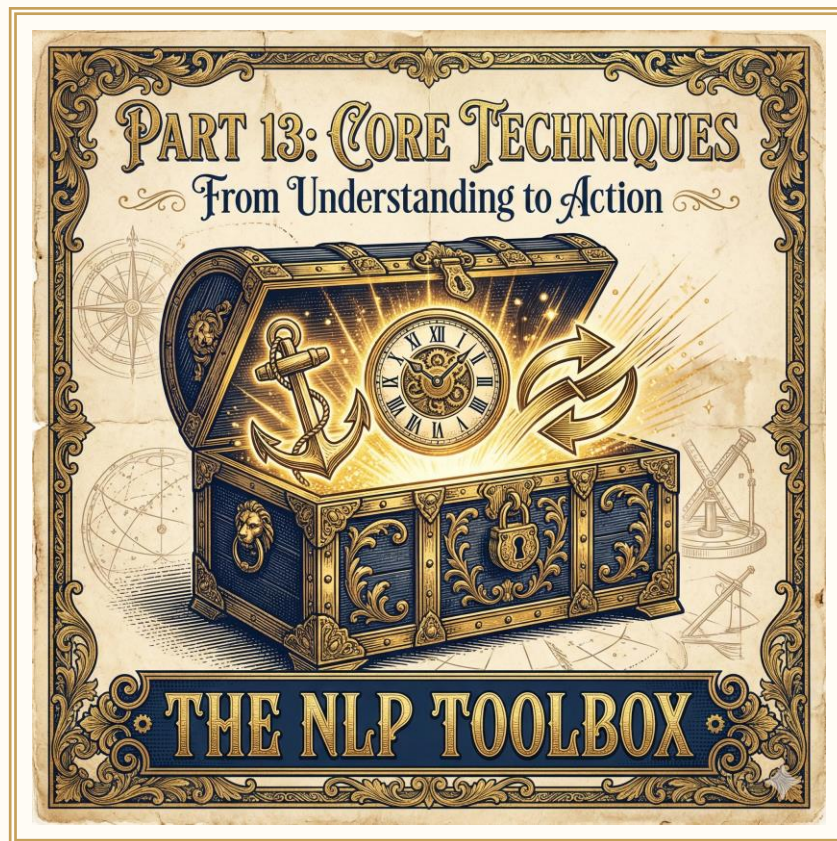
*Language is not merely a tool to describe reality; it is the tool that creates it. A specific question can dismantle limiting beliefs, and a perfectly timed pause can bypass resistance. In this part, we move from the structure of thought to the **art of influence**. We will master "**Conversational Hypnosis**"—learning to bypass the critical factor and use words with **surgical precision** to clarify, confuse, and command, transforming every conversation into a precise instrument of **profound change**.*

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- The Meta Model (The Art of Specific Inquiry) • Improvising with Confidence • "And Vice Versa" (The Utility of Confusion) • Overloading the Conscious (Bypassing Resistance) • Covert Hypnosis (Influence Without Trance) • Embedded Commands (The Art of Subliminal Influence) • Paradoxes in Language (Opening the Subconscious Gate) • "We Don't Try — We Do" (The Winning Mindset)

PART THIRTEEN

THE SURGICAL TOOLKIT FOR CHANGE

From theory to transformation: Anchors, timelines, and rapid rewiring protocols.



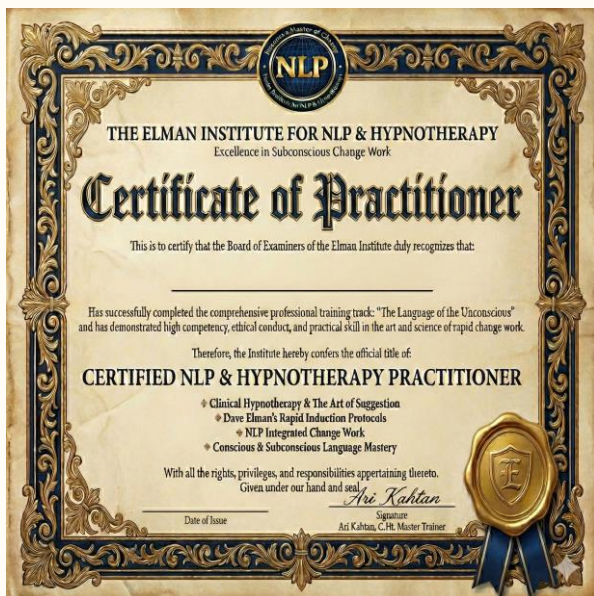
Imagine a hidden button for instant confidence or a temptation that triggers automatic strength. These are the core operative techniques of NLP. In this final part, we move from understanding to installation, mastering "surgical" tools like Anchors, Swish, and Timeline. Crucially, you will learn the architecture of a complete session: selecting the right tool for each challenge and fusing Hypnosis with NLP for a therapeutic impact that is not just fast, but permanent.

• Quick Tool Map • The Timeline (Rewriting the Narrative) • Integrating NLP within Trance • Anchors & Collapsing Anchors (The Emotional Control Panel) • The Swish Pattern (Overwriting Automatic Loops) • Strategy Elicitation (Decoding the Source Code) • Future Pacing (The Cement of Change) • High-Level Mind Games • The Architecture of Change (Session Planning & Synergy) • Epilogue: The Journey Has Just Begun • BONUS: Waking Hypnosis (Eyes-Open Phenomena)

YOUR PROFESSIONAL CREDENTIALS

GET DOUBLE CERTIFIED: NLP & HYPNOTHERAPY

*Upon successful completion,
you will be awarded two prestigious international certifications.*



**Certified NLP & Hypnotherapy
Practitioner**



International Institute Member

We look forward to welcoming you to the family. The field awaits you.

Elman Institute for NLP & Hypnotherapy

Ari Kahtan



<http://www.elmannlp.com>