



**Lesson 10: How to assess your client's needs fast and to cater to them? How to Read your Client and develop unshakeable confidence in your practice.**

What I'm about to discuss in this teleseminar takes a while to assimilate but you may already be there to a large extent. If you're not, or you would like to know more, consider joining our Soul supervision and mentorship groups.

<http://theopenmindtherapist.com/membership/soul-membership/>

We'll start with the telephone call or email.

1. Don't assume your prospective client knows what they want.

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2. Tell me a bit more: Give of yourself and your time.

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3. Read between the lines: How does their issue or problem affect their lives? How long have they had it? What else have they done to address it?

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4. Summarise: Listen with empathy. Can you connect with your client?

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What does your client need or what does your client think they need? Have they been told that hypnotherapy works? Can they know it will work for them? These are questions we need to be constantly assessing in our practice. So let's move onto our first sessions and all the checks and balances we will be making intuitively about how to treat our client. One of the first considerations is the model of therapy: I'll talk a bit about models in the next 2 questions.

**The first meeting**

1. What does your client need? What do they want? What do they really need?

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2. How do you sell them what they really need not what they think they need?

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3. Are they sensitive to foods or dietary considerations? Do you have enough basic understanding of foods to know the link between the mind and what we eat?

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4. Assumption 1: People, in the here and now, are the sum of their life's experiences. How many people are there in your therapy room?

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5. Assumption 2: There are some universal truths I take from Buddhism: How does your client's language demonstrate that they have erroneous belief systems?

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6. Assumption 3: What people say they feel and what they feel are at odds. Everyone is lying.

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7. What did Perls and Erickson bring to the humanistic intuition that are at the core of that client-therapist connection that brings life changing results.

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In summary, always assume the client is at odds with themselves. Any form of psychological or spiritual dis-ease is a manifestation of this dissonance in themselves. Take everything at face value and nothing at face value.

Apply universal truths and test what they say against those truths. Can you see your own stuff against those truths and apply the same lessons to you?

We teach what we have to learn. When we set ourselves up as therapists we are seeking to remove the suffering from people's lives that we have felt ourselves at some stage in our lives. As we heal, we can see more clearly where other people are stuck with their erroneous beliefs.



Do you need more input into your therapy practice? Do you need more direct telephone or face to face supervision? Consider upgrading to the Heart membership level where you can speak to me between teleseminars for your personal and professional guidance with your case load. Go to <http://theopenmindtherapist.com/membership/heart-membership/>