SCHULTE.

efficient, technically

THE LAZY HYPNOTIST

Change in one conversation, with no script, no long induction and no forehead tapping



YOUR CLIENT IS THE TECHNIQUE.

LUKAS SCHULTE

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Chapter one is the important one. The rest is detail.

Intro



INTRODUCTION

Perhaps this sounds familiar.

You've prepared well for today's session. You've worked with this client a few times already, the two of you get on well, and there's trust in the room. You've gone over your notes, looked at your script one last time, and you know exactly what today is about.

Then your client sits down and says, "Actually, something else has come up. This is much more important."

So you improvise. You can, because you're good at what you do and because you always prepare properly. It goes reasonably well. It usually does.

But what if you never had to improvise in the first place? What if you didn't need to prepare a script at all? What if you didn't even need to know what your client's problem was in order to help them with it?

And what if that meant you could help more people in less time, enjoy your work a great deal more, and be paid better for it?

I know. It sounds suspiciously like something printed on the back of a seminar flyer. So I won't ask you to believe it. I'd rather show you, step by step, how it works in practice. That's what this guide is for.

My mother always told me to introduce myself before talking to strangers, so let me do that first.

My name is Lukas Schulte, and I've been a hypnotist for fifteen years. I've worked as a coach, speaker and trainer in more than ten countries, and I've sat opposite more than 2,000 people who wanted something in their lives to change. These days I live the life I used to daydream about.

I'd love to tell you it was all rather effortless. It wasn't. My story shaped the way I see change work and hypnosis more than any training ever did, so I'd like to take you through it briefly.

A difficult start

I was born without any signs of life. They brought me back, and then my heart stopped again, and then once more. Three times in my first week, someone had to bring me back. It wasn't exactly a promising beginning.

The consequences followed me for years. I had a lot to catch up on physically, and the people around me did what loving people do: they worried. “Careful with him.” “The poor boy.” “He’s never quite well, is he?” It was meant kindly. It just didn’t land kindly.

Long before I had words for it, I’d drawn a set of conclusions about myself: I’m not good enough. I can’t do this. I need help with everything. I can’t look after myself. Add a mother who meant well but didn’t always manage it, and a father who worked as hard as humanly possible for his family and was therefore rarely at home. Somewhere in between, you’ll find a boy carrying a great deal of self-doubt and a depression that stayed with him for a very long time.

For years, a good stretch meant a few good days scattered between a lot of bad weeks. Today it’s the other way round. I have many good months, and now and then a day that isn’t quite as good. On those days, I use exactly the same principles on myself that I use with my clients.

Why this guide is a little different

All of this is why my view of change work, hypnosis and coaching may be a bit different from what you’d expect. Some would call it rebellious. I’d call it practical, but then I would say that.

So I have one request: read this guide with an open mind. Allow yourself to try on a few perspectives that might not be your usual ones. You can always take them off again afterwards.

If you’d like to discover a way of working in which coaching, hypnosis and change work are simpler, more enjoyable and a great deal quicker than you’ve been told they have to be, this guide was written for you.

One of my clients once called me “the most efficient hypnotist in the world.” Strictly speaking, the word he used was “lazy,” but who’s counting. I took it as a compliment. And on the surface, he has a point. I don’t prepare for sessions. I don’t write scripts. I don’t even send out audios. I simply sit down with my client, and we’re ready to roll. In this guide, I’ll show you why that works, and how you can do it too.

Lazy is a technical term. Mostly.

Let’s begin.

01



YOUR CLIENT IS THE TECHNIQUE

You'll read this sentence many times in this guide. That's deliberate. If it feels repetitive by chapter nine, it's working.

Over the years you've collected a good number of techniques. Timelines, regressions, reframes, parts work, perhaps a folder of scripts sorted neatly by problem. And still, before almost every session, there's that small moment of choosing: which one today? Then the one you chose doesn't land, so you reach for the next one, and while your client is talking, half your attention is busy flicking through your mental toolbox. Somewhere at the back of your mind sits a question most coaches never say out loud: what happens on the day a client sits down and none of it works?

Now imagine never having to choose again. You haven't found the one technique that always works. You've simply stopped looking for it. Your sessions get easier, your clients change faster, and you start enjoying the work in a way you perhaps haven't since your very first training.

> THE PRINCIPLE
>
> **Everything in this guide rests on one principle: your client is the technique.**

Everything you need to help a person change is already sitting opposite you. The answers, the resources, the route to the problem and the route out of it are all inside your client's mind. Your job is to find them, and your client's mind will show you where they are, provided you're paying attention to your client and not to your toolbox.

That sounds like a small shift. In practice, it changes almost everything about how you work. You stop asking "Which technique fits this problem?" and start asking "What is this person showing me right now?" You stop preparing sessions and start preparing yourself. And you stop being the expert on your client's problem, because there's only one expert in the room, and it isn't you.

A small thought experiment

Imagine you're twenty years old. You've just decided to set up as a coach, and opposite you sits a man of sixty. He's been married for decades, raised two children, built a company from nothing and is now a grandfather. He sits down and says, "I feel like I'm not good enough. I don't do enough."

Now it's your job to explain to this man, or more precisely to the unconscious mind of this man, that this simply isn't true, and that you have exactly the right thing for him, because you have a script.

You can probably feel how that would go. His mind has sixty years of experience, memories, decisions and reasons behind that sentence. You have a page you downloaded last Tuesday. However good the script is, it was written for nobody in particular. His problem was built very precisely, over decades, for one person only.

Four questions to ask yourself

Whenever I'm tempted to reach for a technique, I ask myself four questions:

1. **Who is smarter, me or my client's mind?**
2. **Who has more insight into solving this problem, me or my client's mind?**
3. **Who knows my client better, me or my client's mind?**
4. **Who has the final say, me or my client's mind?**

Spoiler: the answer is always the same one.

I've asked these questions for years, and the answer is always the same: my client's mind.

These four questions are worth keeping somewhere you'll see them. They're most useful in exactly the moments when you least want to ask them: when a session feels stuck, when your client isn't responding the way you hoped, or when you notice you've already decided what the problem "really" is. In those moments, the questions bring you back to the only person in the room who knows.

What every technique has in common

Think for a moment of all the methods out there: regressions, timelines, scripts, language patterns, the Meta and Milton models, relaxations, visualisations, shadow work, inner-child healing, reframing, age regression, Lifeline therapy, eight-hour breakthrough models, past-life regression. The list grows every year.

What do all of them have in common? Nearly every one starts from the same premise: your client's unconscious mind is wiser than anything you could come up with, and that's where the problem lives. And then, having said that, it hands you a script.

The truth is you don't need the technique. Your client will go where they need to go on their own. Of course I can tell a client, "Now travel back to your childhood and heal your inner child." Sometimes that even works. It just isn't the best way in. It works far better when your client gets there by themselves, when somewhere in the conversation they say, "There's something about my childhood in this." Then all I need is a question: "What would that child have needed to hear back then?" Or: "What would you have liked to say back then? Now might be the right moment to say it."

That's inner-child work without the inner-child technique. My client found the door, and I simply held it open.

This doesn't make your training worthless. Everything you've learned stays useful as an understanding of what's possible: what a regression can do, what a reframe can do, what happens when someone revisits an old memory. The difference is who decides when it happens. You no longer apply techniques to your client. You recognise them when your client's mind starts doing them by itself, and you support what's already happening.

Three things you can't have

Most of us were taught that problems live in the unconscious mind. Most of us were then handed a stack of scripts. Those two ideas can't exist in the same universe. If the problem lives in your client's unconscious, three things follow.

You can't prepare a session. You don't know what your client's mind will show you until you ask, so preparing a session really means preparing your own assumptions. And once you've prepared an assumption, you'll tend to look for evidence that confirms it, and miss what doesn't fit.

You can't combine theories. Every theory is someone's map of how problems work, and your client's mind already has its own. Stack three theories on top of each other and you're listening to three theories and no longer to the person. Each new model you carry into the room is one more voice in your head deciding what your client "really" means.

You can't guide a session. Guiding means taking your client to where you think the problem is. Your client's mind knows where it is. You follow. Following doesn't mean being passive. You ask, you watch and you respond constantly. You simply don't decide the destination.

Someone else's house

Working with a client is a bit like being invited into a house that someone has lived in all their life. They know every room, every creaking stair, the cupboard nobody opens and the reason why. A script asks you, a stranger who has never set foot inside, to stand in the hallway and announce where everything is and what happened in each room. You might guess right now and then. It's a great deal quicker to ask your host to show you around.

An expensive lesson

I learned this the expensive way. Some years ago I worked with a client using classic hypnosis: an induction, some modular work and a timeline afterwards. The difficulty was that he could never quite imagine any of it. The images wouldn't come, the timeline stayed blank, and every session ended slightly flat.

I decided the problem was me. Clearly I needed a better script. So one afternoon I sat down and spent six and a half hours preparing a single session. This was before AI, so I wrote it myself: the ultimate hypnosis script, covering every eventuality I could think of. It mattered a great deal to me that he got where he wanted to go.

Six and a half hours. Before AI. I'd like them back.

We sat together for two and a half hours, and nothing happened.

We did get there in the end, through other routes, and we kept working together on different topics over the years. Roughly two and a half years later, I worked with him using the approach in this guide. There was no script and no preparation. I asked questions and followed what his mind showed me. The session took just under thirty minutes. For the first time in all our work together, he cried. Afterwards, without me asking, he sat down and wrote this:

> *"I've been working with Lukas for many years and I'm enormously grateful for our work together. I'm writing this review after a very emotional session. I hadn't even noticed that what was holding me back in sales conversations was holding me back in many other areas of my life as well. In just half an hour, Lukas found the reason with me and resolved it. I feel lighter and better now. My revenue has gone up by 15% in only eight weeks. I'm certain I would never have managed that without him."*
>
> STEFAN, HEAD OF SALES

Six and a half hours of preparation had produced nothing. Thirty minutes of following produced the change. I hadn't found a better technique. I'd simply stopped trying to be the technique.

How to tell whether you're following your client or your toolbox

It's easy to agree with this principle and still slip back into old habits, usually without noticing. These are the signs that your toolbox has taken over:

- Within the first few minutes, you already know which technique you're going to use.
- You catch yourself explaining things to your client: why they feel what they feel, or what their problem "really" is.
- Your client corrects you: "No, that's not quite what I meant."
- You're thinking about your next step while your client is still talking.

- The session follows the same structure as your last three sessions, even though the clients had completely different problems.

None of these is a disaster. Each one is simply a cue to stop, ask yourself the four questions and turn your attention back to the person in front of you.

What this means for your next session

Prepare yourself rather than the session, and arrive calm, curious and without a plan for what your client should experience today. Start with a simple question; “What’s the problem?” is usually enough. Then let the answer choose your next question. You don’t need to know where you’re going, because your client’s mind does. And whenever you feel the urge to reach for a technique, ask yourself the four questions, and go back to listening.

Your client is the technique. You’ll hear it again.

END OF THE PREVIEW

THAT WAS CHAPTER ONE. ELEVEN TO GO.

Next up: why you're not there to solve the problem, what Columbo has to do with it, a room full of tangled wool, a trance that turns up on its own and how to test a change until it holds. The full guide has all 59 pages and is waiting right where you found this preview.

Your client is the technique.
I did say you'd hear it again.