



**Arizona Society For Professional Hypnosis**

**[www.hypnosisaz.com](http://www.hypnosisaz.com)**

**ASPH Newsletter Hyperlink**

**Next Meeting – Tuesday, July 11, 2017**

**July 4<sup>th</sup> is the first Tuesday so we will have our meeting the next Tuesday.**

**6:30 – 8:30 P.M. SHARP**

**Presenter – Michael DeSchalit**

**Topic – “Setting Up Your Hypnosis Sessions for Maximum Results”**

**Subtitle: From Consultation to Collecting the Fee**

**Demonstrations.... Volunteers Welcome... Invite Your Friends!**

**Meeting Location**

**Scottsdale Senior Community Center**

**1700 North Granite Reef Road**

**Scottsdale AZ 85257**

**Meeting Room 7**

**<https://maps.google.com/maps?hl=en&tab=nl>**

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### **PRESENTATION -**

In 90 minutes Michael C. DeSchalit will share with you his secrets to setting up hypnosis sessions for maximum results. He will cover his entire process from the Free Consultation to how he structures his sessions. Nothing will be held back and you will see how he converts prospects to paying clients. Michael will also share how he structures the hypnosis session including his patented 'expectation building process' that catapults every one of his clients into success. This process has been a featured presentation at every major hypnosis convention in North American in the last year. Don't miss this presentation... You will walk away with a process that you can implement with your next client.

### **BIO -**

Michael C. DeSchalit is a Certified Clinical Hypnotherapist, Consulting Hypnotist and Certified Hypnosis Instructor. He has also been an adjunct faculty member of the National Guild of Hypnotist for the last ten years, a featured speaker at Hypnothoughts Live, Heartland Hypnosis Conference and The Mid-America Hypnosis Conference. He has Received the Hypnotism Achievement Award in 2013 and was named Hypnotist of the Year in 2016. Michael is also a past president of the ASPH.

***Michael C. DeSchalit, CI, CH***

**Motivating Minds Hypnosis Center**

7301 E. 22nd St., Ste. #1-C

Tucson, AZ 85710

[\(520\)270-0183](tel:(520)270-0183)

[motivatingmindshypnosis@gmail.com](mailto:motivatingmindshypnosis@gmail.com)

[www.motivatingmindshypnosis.com](http://www.motivatingmindshypnosis.com)

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### **SKYPE**

Dear ASPH members,

If you are not able to make it to Scottsdale on Tuesday night, please join us via Skype by going to the link below:

<https://join.skype.com/SXmfiaHhdQo>

To test your software, just hit the link above to make sure your software is up to date. If you have questions or want to do a sample session to test your computer hardware, feel free to call me to arrange one.

Glen Robinson

Technical Adviser to the Board

Arizona Society for Professional Hypnosis

[Glenford.robinson@gmail.com](mailto:Glenford.robinson@gmail.com)

Phone: (520) 460-7004

Umesh Tiwari, MD CHT

Technical Adviser to the Board

Arizona Society for Professional Hypnosis

[\(951\) 443-6969](tel:(951)443-6969) cell

[DrUmesh@AZHypnoHealing.com](mailto:DrUmesh@AZHypnoHealing.com)

This technology requires that you have Skype on your computer or mobile device and that it must be updated to the most recent version.

For questions and concerns, you can try <http://www.skype.com> . Or you can contact me directly at the mobile number listed below.

[\(800\) 508-2215](tel:(800)508-2215) fax

[DrUmesh@AZHypnoHealing.com](mailto:DrUmesh@AZHypnoHealing.com)

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***Important Message to members from Kate Ellis, ASPH President:***

"Esteemed ASPH Members, I am sharing some exciting news I have worked long and hard on. For years we have sought to create more community programs related to hypnosis, and I believe I have found the perfect fit, Health Dimensions. You will see the highlights below as well as the attachments included for you to review.

It's a brilliant fit as this company specifically deals with health and lifestyle.

Your attentions to this information is crucial and we need to decide collectively if we are going to utilize this opportunity to expand your practice and scope of your business, whether you are part time or a full time practitioner or seeking an inroad to working more with your skills and talents with the community.

The deadline is June 20th. There is a discount available to us until that date and the Board needs to know if you would like to make a commitment to participating in one or more of the expo's. The more people we have participating the deeper your discount. it can range from \$80.-161.00 approximately. The ASPH cannot budget the entire amount (with discount/Gold Membership \$2900.) So we need to know how many would like to take advantage of this most excellent opportunity to bring hypnosis to our community and create more business opportunities for you.

By next week I will provide a sample of upcoming expo's: Name of company, size of company, amount of employees anticipated, etc.

This will give you a good idea of what to anticipate if you choose to invest.

I look forward to your thoughts n considerations. Warmest regards, Kate Ellis,ccht ASPH President"

***kate ellis,ccht 480-695-1936***

[www.thehealingquest.com](http://www.thehealingquest.com)

[www.empowerpuzzles.com](http://www.empowerpuzzles.com)



***The Healing Quest ~ Hypnotherapy ~ Consultations***

[www.linkedin.com/in/kellis19](http://www.linkedin.com/in/kellis19)

[www.facebook.com/kate.ellis19](http://www.facebook.com/kate.ellis19)

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***Subject: Health Dimensions Webinar Recap***

***Hi Kate,***

Thank you for taking the time to speak with me! I have attached our media kit along with a sample invitation of an upcoming event at Microchip for your review and circulation. To recap:

Our Membership Includes:

Face to Face Marketing with well paid, well- educated clientele- employees & human resource departments of the largest corporations in the Phoenix Metro area as well as San Diego, Orange County, Los Angeles and Dallas.

Receive a minimum of 18 invitations emailed to you 4-6 weeks prior to each event. A membership is for a 12-month period.

Invitations include statistical information regarding the company- including demographics & insurance information of the company's employees.

We do all the planning, organizing, and promoting.

We provide you all the necessary supplies- tables, chairs, table cloth, electricity etc. at no extra cost to you!

Events are two hours on-site at the hosting corporations location.

Opportunity to participate in our Speaker Education Program - Lunchtime Seminars- present your message at no extra cost.

Access to our training classes designed by our founder of 25 years- we help train you or your staff how to best showcase your products & services.

Please let me know if I may answer any additional questions.

I will forward 10 packets of the attached in the mail and touch base with you the beginning of June.

Thank you!

Yours in good health,

Rachael McCoy

Membership Sales Manager

[rmccoy@healthdimensions.com](mailto:rmccoy@healthdimensions.com)

480-813-7700 x303

Thank you for presenting the opportunity to your group. Below is a list of upcoming Expos for the next several months with cross streets as well as employee counts:

<u>HOSTING CORPORATION</u>	<u>EXPO DATE</u>	<u>CROSS STREETS</u>	<u># OF EMPLOYEES</u>
<u>Macy's Credit and Customer Service</u>	<u>6/14/17</u>	<u>52<sup>nd</sup> St. and University - Tempe</u>	<u>680 FT/440 PT</u>
<u>Friendship Village – Tempe</u>	<u>6/16/17</u>	<u>Dobson and Southern</u>	<u>380</u>
<u>Hospice of the Valley – West</u>	<u>6/23/17</u>	<u>94<sup>th</sup> Ave. and Peoria</u>	<u>225</u>
<u>Hospice of the Valley – East Valley</u>	<u>6/30/17</u>	<u>101 and Val Vista</u>	<u>130</u>
<u>Microchip Technology</u>	<u>7/26/17</u>	<u>Price and the 101 Freeway</u>	<u>1343</u>
<u>All Saints Day School</u>	<u>8/11/17</u>	<u>7<sup>th</sup> Ave. and Central</u>	<u>75 mandatory</u>
<u>Phoenix Country Day School</u>	<u>8/16/17</u>	<u>40<sup>th</sup> St. and Camelback</u>	<u>150 mandatory</u>
<u>Early Warning Services</u>	<u>8/23/17</u>	<u>90<sup>th</sup> St. and Bell Rd</u>	<u>280</u>
<u>EPCOR Water</u>	<u>9/13/17</u>	<u>N. Del Webb Blvd and Grand Ave</u>	<u>180</u>
<u>Medimpact</u>	<u>9/20/17</u>	<u>Priest Rd and Warner Rd</u>	<u>250</u>
<u>MTD Products</u>	<u>9/22/17</u>	<u>1<sup>st</sup> Ave and Washington St</u>	<u>148</u>

<u><i>First American Home Warranty</i></u>	<u><i>9/27/17</i></u>	<u><i>12<sup>th</sup> Ave and McDowell Rd</i></u>	<u><i>250</i></u>
<u><i>Fennemore Craig PC</i></u>	<u><i>10/3/17</i></u>	<u><i>24<sup>th</sup> St and Camelback Rd</i></u>	<u><i>250</i></u>
<u><i>Petsmart Corporate SSG</i></u>	<u><i>10/10/17</i></u>	<u><i>27<sup>th</sup> Ave and Bell Rd</i></u>	<u><i>1100</i></u>
<u><i>Desert Highlands</i></u>	<u><i>10/11/17</i></u>	<u><i>94<sup>th</sup> St and Happy Valley Rd</i></u>	<u><i>150</i></u>
<u><i>Best Western HQ</i></u>	<u><i>10/12/17</i></u>	<u><i>24<sup>th</sup> Ave and Indian School Rd</i></u>	<u><i>250</i></u>
<u><i>Best Western Operations Center</i></u>	<u><i>10/17/17</i></u>	<u><i>29<sup>th</sup> Ave and W Beardsley Rd</i></u>	<u><i>650</i></u>
<u><i>Scottsdale Christian Academy</i></u>	<u><i>10/18/17</i></u>	<u><i>N Tatum Blvd and Greenway Rd</i></u>	<u><i>100</i></u> <u><i>mandatory</i></u>
<u><i>Delta Dental of Arizona</i></u>	<u><i>10/19/17</i></u>	<u><i>56th Ave and Bell Rd</i></u>	<u><i>165</i></u>
<u><i>GE Healthcare</i></u>	<u><i>10/20/17</i></u>	<u><i>Center Pkwy and 48<sup>th</sup> St</i></u>	<u><i>221</i></u>
<u><i>Fairmont Scottsdale Princess Resort</i></u>	<u><i>10/25/17</i></u>	<u><i>Scottsdale Rd and Bell Rd</i></u>	<u><i>375</i></u>
<u><i>Isagenix Worldwide HQ</i></u>	<u><i>10/27/17</i></u>	<u><i>S 202 and Higley Rd</i></u>	<u><i>890</i></u>

I've also attached the sale flyer for the June summer \$500 promotion.

Yours in good health,

***Rachael McCoy***

***Membership Sales Manager***

[\*rmccoy@healthdimensions.com\*](mailto:rmccoy@healthdimensions.com)

***480-813-7700 x303***

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ASPH's very own stage hypnosis Michael DeSchalit will be sharing his tricks and tips to being a Master Stage Hypnotist in a post-conference course at this years HypnoThoughts Live....

For your information, here are the link and a PDF for the 2017 Stage Hypnosis Seminar.

[\*http://www.htlive.net/michaeldeschalit-post/\*](http://www.htlive.net/michaeldeschalit-post/)

Don't miss it!!!

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### **UPCOMING TOPICS & PRESENTERS**

**July 11** – (The first Tuesday of July is a holiday, July 4<sup>th</sup>, so ASPH will meet on July 11<sup>th</sup>.)

**August 1** –

**September 5** –

**October 3** –

**November 7** –

**December 5** – *Holiday Party*

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### **TUESDAY MEETINGS: 6:30 PM – 8:30 PM**

Certificates & C. E. U. Credit Hours Awarded for Attendance to ASPH members (2 credits per meeting). C.E.U Credits for National Guild of Hypnotists are submitted for ASPH members only. Members should contact NGH themselves to have their credits recorded.

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### **ASPH FEATURED SPEAKERS**

If you would like to be one of the ASPH featured speakers for this year, contact Sam Sterk, our current ASPH vice-president.

Sam Sterk, Ph.D., CC-AASP # 177

[peakplus@aol.com](mailto:peakplus@aol.com)

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### **OFFICERS**

**President:** *Kate Ellis* – [kellis19@hotmail.com](mailto:kellis19@hotmail.com)

**Vice-President:** *Sam Sterk, Ph.D.* – [peakplus@aol.com](mailto:peakplus@aol.com)

**Secretary:** – *Debbi Combs* [asphsecretary@gmail.com](mailto:asphsecretary@gmail.com)

**Treasurer:** *Jodi Hert* – [jodihert@cox.net](mailto:jodihert@cox.net)

**Technical Adviser:** *Umesh Tiwari* – [DrUmesh@AZHypnoHealing.com](mailto:DrUmesh@AZHypnoHealing.com)

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### **ARIZONA SOCIETY FOR PROFESSIONAL HYPNOSIS**

Membership Renewal Form

RENEW YOURSELF WITH ASPH for another year by going to the website, [www.hypnosisaz.com](http://www.hypnosisaz.com)

and paying online, or:

Send a **\$35.00** check, **"PAY TO THE ORDER OF ASPH"**

**Mail to:**

**Jodi Hert, ASPH Treasurer**  
**16845 South 11<sup>th</sup> Way**  
**Phoenix, AZ 85048**

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**ATTENTION ALL PRACTICING HYPNOTISTS/HYPNOTHERAPISTS**

If you wish to have your "professional hypnotist" contact information listed on the ASPH website, please send your name, areas of expertise, your website address, business name, city, address and location (cross streets), phone number, email address, and a picture of yourself (optional) to Jodi Hert at [info@hypnosis.com](mailto:info@hypnosis.com). The one-time cost is \$35.00. You can also hand all your information and payment to Jodi at an ASPH meeting.

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**NOTES FROM THE SECRETARY: DEBBI COMBS**

Send all announcements of future events [seminars, classes, presentations, etc.] to Debbi Combs at [asphsecretary@gmail.com](mailto:asphsecretary@gmail.com).

A reminder ... The cut-off date to add event information to the monthly newsletter is the 13th of the month following the last meeting. Please submit your event information on or before that date via email to [asphsecretary@gmail.com](mailto:asphsecretary@gmail.com).

Member Newsletter Announcements should be approximately 1/4 page and ready to cut and paste into the newsletter. All newsletter announcements must be directly connected to enhancing hypnosis techniques and therapies or serve as a support to the business and profession of hypnosis and hypnotherapy.

If you submit anything to be included in the newsletter or on our ASPH website, please make sure you have not infringed on anyone else's copyrighted material. Permission is necessary from a copyright owner to use their copyrighted material. If we believe information has possibly been copyrighted, we will want to see the permission before we will print anything to our newsletter or website.

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### **GROW YOUR HYPNOSIS/HYPNOTHERAPY PRACTICE**

To help grow your hypnosis/hypnotherapy business, check out this link:

<http://arizonaguide.com/events-calendar> . It is a monthly calendar of Arizona events that you may want to attend and hand out your business cards and meet people.

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### **ASPH HAS OUR OWN JEWELRY**

ASPH members can thank **Michael DeSchalit** for coming up with the idea, designing and creating an ASPH lapel pin. The pin has our ASPH logo and "Arizona Society for Professional Hypnosis" on it.

This pin looks really nice and can be a good little advertisement and conversation starter for your hypnosis practice. The price of the pin is only \$5.00.

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### **A GIFT FROM KATE ELLIS, OUR ASPH PRESIDENT**

The professional lending library currently has over 900 sundries of all sorts; Books from 1913 through to 2015. We have videos, of which many I have converted into digital format of DVD's.

There are CD's, Cassettes, Magazines, Scripts and so much more. I am very pleased with the amount of training materials for basic hypnosis and related fields to advanced training and techniques.

This library is exclusive to the ASPH membership and is free... of course unless you do not return materials. When you would like to visit, simply ring me up to arrange an appointment. If you are interested in donating hypnosis and related materials, please let me know, I would be most happy to help you declutter and allow something that assisted you along the journey of professionalism.

Do Enjoy. Kate Ellis, CChT The Healing Quest (480) 695-1936

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### **NETWORKING**

The following members are available to easily network among ASPH members. If you would like to have your contact information included in this list of ASPH members, please email [asphsecretary@gmail.com](mailto:asphsecretary@gmail.com) with your name, phone number and email address.

Carol Becker [www.carollifecoach.com](http://www.carollifecoach.com) 480-800-7777

Lindsay Brady [hypnotherapist@lbrady.com](mailto:hypnotherapist@lbrady.com) 480-966-8571

Sandi Graves [sandi@arizonafamilyhypnosis.com](mailto:sandi@arizonafamilyhypnosis.com) 480-628-5436

Phil Hamilton [phil@trancepathways.com](mailto:phil@trancepathways.com) 602-330-6886

Alan Handelsman [alanhand@aol.com](mailto:alanhand@aol.com) 602-478-8346

Robert J. O'Connor [rjocstar@juno.com](mailto:rjocstar@juno.com) 602-593-4006

Martha Reed [martha@insightsforlife-coach.com](mailto:martha@insightsforlife-coach.com) 623 249-5888

Tina Sacchi [Tina@TinaSacchi.com](mailto:Tina@TinaSacchi.com) 623-261-6167

Sam Sterk [peakplus@aol.com](mailto:peakplus@aol.com) 480-767-0956

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**SOCIAL AND PROFESSIONAL NETWORKING ON THE INTERNET**

[www.selfgrowth.com](http://www.selfgrowth.com)

[www.hypnothoughts.com](http://www.hypnothoughts.com)

[www.linkedin.com](http://www.linkedin.com)

[www.facebook.com](http://www.facebook.com)

[www.twitter.com](http://www.twitter.com)

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***Phoenix, AZ 85048***