



**Arizona Society For Professional Hypnosis**

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

**ASPH Newsletter Hyperlink**

**Next Meeting – Tuesday, November 7, 2017**

**6:30 – 8:30 P.M. SHARP**

**Presenter – Dan Candell, CHt.**

**Topic – *“Funnel Marketing for Hypnotists and  
My Free Consultation Formula”***

**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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**PRESENTER - Dan Candell, CHt** from Massachusetts. His subject matter is as follows:

**Funnel Marketing for Hypnotists and My Free Consultation Formula**

**BIO -**

Dan has been certified in Hypnosis through NGH. He is both a clinical and stage Hypnotist with a private practice in Massachusetts. Dan has done Hypnosis since he was 13 years old, is completing a book about Hypnosis and has been a national speaker many times.

Sam Sterk has spoken to Dan about the topics he will be speaking on and about his bio and Sam thinks he will be a very dynamic speaker.

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**MESSAGE FROM DEBBI COMBS – ASPH SECRETARY**

November is election month for 2018 ASPH officers. If any ASPH member is interested in holding a board position, please send a short paragraph of your qualifications and what you would like to accomplish for ASPH in the board position of your choice to [asphsecretary@gmail.com](mailto:asphsecretary@gmail.com). The positions are president, vice-president, secretary, and treasurer.

You have to be a current paid member of ASPH to hold a board position.

Nominations for all board positions will be held at the Tuesday, November 7<sup>th</sup> meeting. Voting will end on Saturday, November 25<sup>th</sup>, and the new board will be announced by our current ASPH president, Kate Ellis at the annual Holiday Party on Tuesday, December 5<sup>th</sup>.

The current board will be ready and willing to help the new board members learn their jobs and the new board will be handed all the current necessary materials that they will need to perform their responsibilities for ASPH. Also, board members do not pay dues while they serve.

Please consider running for an ASPH board position and offering your ideas and expertise to our group. Professionalism and diversity are just a couple important things that keep ASPH so strong and have for so many years.

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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:

[ASPHTechie](#)

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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Public Speaking, Mass Hypnosis Techniques and Charisma: Boost Your Confidence and Skills and Learn Hypnotic Speaking Techniques to Influence Your Audience - 10/21/17

**A one day training program with the following objectives:**

**1. Improve your confidence with public speaking** - I have successfully worked with a number of public figures to improve their confidence and skills with public speaking. The program utilizes hypnosis techniques designed specifically to improve public speaking

abilities and confidence.

2. **Improve your charisma** - Did you know that charisma can be measured and improved and is the number one element companies are seeking when looking for a CEO? One of my clients actually told me that she watched one of her colleagues climb the corporate ladder to get to the top. To quote my client, "She could not add up 2 + 2 but she was charismatic, and I could not figure out at the time why she kept getting promotions."

Through the use of hypnotic methods, participants can gain a focused understanding of the elements of charisma and can begin to development them internally.

3. **Learn the same "mass hypnosis" techniques utilized by many influential leaders** - Barack Obama used these techniques to win elections. Many of these techniques enabled Hitler to rise to power and control in Germany. The program is designed to make you aware of successful mass hypnotic techniques and how you can enhance your ability to influence.

4. **Practice the techniques you have learned by delivering a speech to the group** - The best way to internalize what you have learned is to actually use this opportunity immediately to practice the techniques you have learned. Extra training on these techniques offered at no extra charge on Monday, Oct 23, 2017 from 7 to 9 PM. You are welcome to bring friends and family to observe at that time!

**Unleash your public speaking with energy and passion combined with the power of mass hypnosis techniques!!!**

Program Cost is \$249.00

Time: Saturday October 21, 2017 8:30 AM to 5:00 PM

Working Lunch Provided

Location: [11120 N Tatum Boulevard, Suite 101, Phoenix, AZ](#) 85028

Contact: Lewis Heller at [602-502-4000](tel:602-502-4000) or

[lewisheller@mac.com](mailto:lewisheller@mac.com) to register.

**SIGN UP NOW!**

This Program is limited to 6 attendees.

**Alan Handelsman has Books for Sale**

Over the years I've collected a fairly large library of books on hypnosis and other related subjects. I am selling a large portion of these books, and would like to make them available to ASPH members who might want to build a library of their own, or who might even be looking for that one unusual or special book.

There are some standard books, but there are some very unusual and even rare ones as well. Most of them are in very good or excellent condition.

You are welcome to look at the attached list of some of these books, or call me to make an appointment to browse the shelves at my office.

They will only be available for sale for about a month. So, if you have any questions, see something you like, or would like to stop by the office please call or text me today at: [602-478-8346](tel:602-478-8346).

**Thank you,**

Alan Handelsman

602-478-8346  
alanhand@aol.com  
4300 N. Miller Rd.  
STE 110#4  
Scottsdale AZ 85251

Books for Sale:

Just added: Bryan Jr., Wm. J., *The Complete Hypno-Programming System of America's Foremost Hypnoanalyst Pts. 1&2* 1986 \$125

1. Acker, William. *Kyudo: The Japanese Art of Archery* 1998 \$20
2. Andersen, Marianne and Savary, Louis. *Passages: A Guide for Pilgrims of the Mind*. 1973. \$6
3. Ashley, Joyce. *Overcoming Stage Fright in Everyday Life*. 1996 \$5
4. Benson, Herbert. *The Relaxation Response* 1975 \$6
5. Berne, Eric. *Intuition and Ego States* 1977 \$30

6. Bohm, David & Peat, David *Science, Order, and Creativity* 1987 \$7
7. Borysenko, Joan *The Ways of The Mystic* 1997 \$5
8. Boyne, Gil. *Hypnosis: New Tool In Nursing Practice* 1982 Hardback \$60
9. Caddy, Eileen *Flight Into Freedom* 1988 \$5
10. Callahan, Roger. *Why Do I Eat When I'm Not Hungry?* 1991 Hardback \$6
11. Canfield & Hansen. *2<sup>nd</sup> Helping of Chicken Soup For The Soul* 1995 \$5
12. Canfield & Hansen. *3<sup>rd</sup> Serving of Chicken Soup for the Soul* 1996 \$4
13. Cannon, Walter B. *The Wisdom of the Body* 1939 \$14
14. Carter, Mildred. *Hand Reflexology: Key to Perfect Health* 1975 \$5
15. Dossey, Larry. *Prayer is Good Medicine* 1996 \$5
16. Dossey, Larry M.D. *Be Careful What You Pray For... You Just Might Get It* 1997 Hardback \$6
17. Durban, Paul G. *Human Trinity Hypnotherapy* 1993 Signed \$200
18. Ellen, Arthur. *The Intimate Casebook of a Hypnotist* 1968 \$15
19. Garfield, Patricia *Creative Dreaming* 1974 \$4
20. Gindes, Bernard. *New Concepts of Hypnosis* 1951 \$10
21. Hawking, Stephen. *A Brief History of Time* 1988 Hardback \$9
22. Hendrix, Harville. *Getting the Love You Want* 1988 \$5
23. Hilgard & Gilgard *Hypnosis In The Relief Of Pain* 1975 Hardback \$125
24. Horn, Paul. *Inside* 1969 CD \$4
25. Havens & Walters. *Hypnotherapy Scripts: A Neo-Ericksonian Approach to Persuasive Healing* 1989 Hardback \$12
26. Howard, Vernon. *Psychopictography* 1970 \$4
27. James, Muriel. *Breaking Free – Self Parenting for a New Life.* 1981 \$6
28. Kemper, Robert G., *An Elephant's Ballet* 1977 Hardback, Signed \$10
29. Keyes, Ken Jr. *Your Life Is A Gift, So Make The Most Of It.* 1987. \$6
30. Kubler-Ross, Elisabeth. *Death, The Final Stage of Growth* 1975 \$6
31. Kuhn, Thomas. *The Structure of Scientific Revolutions, 2<sup>nd</sup> Edition* \$5
32. LaBerge, Stephen. *Lucid Dreaming* 1985 \$5
33. Laskow, Leonard, *Healing With Love,* 1992 \$6
34. Lieberman, David. *Get Anyone to Do Anything* CD \$8
35. Lorayne & Lucas *The Memory Book* 1974 \$6
36. McGill, Ormond, *The Art of Stage Hypnotism* 1975 Hardback \$50
37. McGill, Ormond, *Professional Stage Hypnotism* 1977 Hardback \$50
38. Mindell, Amy. *Metaskills: The Spiritual Art of Therapy* 1995 \$15
39. Norwood, Robin. *Women Who Love Too Much.* 1985 \$8
40. Ornstein, Robert E. *The Psychology of Consciousness.* 1972. \$5
41. Ostrander & Schroeder, *Psychic Discoveries Behind the Iron Curtain* 1970 \$10
42. Oyle, Irving, *The Healing Mind* 1975 \$5
42. Poole, Judith. *More Than Meets The Eye* 1999 \$10
43. Prabhupada, Swami. *The Journey of Self-Discovery* 1997 Hardback \$9
44. Richardson, Cheryl. *Life Makeovers* 2000 \$8
45. Ruiz, Don Miguel *The Mastery Of Love* 1999 \$7
46. Schwartz, David. *The Magic of Self Direction* 1965 \$5
47. Seifer, Marc. *The Definitive Book of Handwriting Analysis* 2009 \$9
48. Shelly, Norman. *90 Days To Self-Health* 1977 \$9

49. Siegel, Bernie. *Peace, Love & Healing* 1989 Hardback \$5
  50. Simonton, O. Carl, et al. *Getting Well Again* 1978 \$5
  51. Spiegel, Herbert & David. *Trance and Treatment: Clinical Uses of Hypnosis*. 1978 \$10
  52. Tracy, Dr. David T. *How To Use Hypnosis*. 1952, Hardback. \$5
  53. Waxman, David. *Medical & Dental Hypnosis* 1966 \$10
  54. Webster, Richard. *Cashing In On Past Lives* 1989 \$4
  55. Yalom, Irvin D., *Existential Psychotherapy* 1980 Hardback \$20
  56. Yogananda, Paramahansa. *Man's Eternal Quest* 1975 \$6
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### **UPCOMING PRESENTERS AND TOPICS**

**November 7 – Dan Candell, CHt. – “Funnel Marketing for Hypnotists and My Free Consultation Formula”; Election for 2018 Board**

**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 – [jodi@healthyearthhypnosis.com](mailto:jodi@healthyearthhypnosis.com)**

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

**Glen Robinson – [glenford.robinson@gmail.com](mailto:glenford.robinson@gmail.com)**

**Parliamentarian – [ted@skinhypnosisphoenix.com](mailto:ted@skinhypnosisphoenix.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.

Debra LeBouton [drdeb17@msn.com](mailto:drdeb17@msn.com) 480-264-1399

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

James Giunta [James.M.Giunta@gmail.com](mailto:James.M.Giunta@gmail.com) 732-272-7230

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

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

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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***16845 South 11<sup>th</sup> Way***

***Phoenix, AZ 85048***