

Ep #270: Why hypnosis is my secret weapon with Melissa Tiers

Full Episode Transcript



With Your Host

Simone Grace Seol

I Am Your Korean Mom with Simone Grace Seol

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Hey, I'm Simone Seol, and *I Am Your Korean Mom*. I help you to take your "I don't know how to do this" to "Holy crap, I'm doing this!" That's the magic I offer. Let's go.

Hey, everybody. I brought back to my show a friend of the show. Someone who's been a guest multiple times before, Melissa Tiers. And before we begin our conversation, I want to let you know, in the interest of full transparency, that this whole episode is one long, pure sales pitch for Melissa's upcoming Hypnosis Training.

I'm telling you about it in advance, one, because I like to be transparent. And two, because even if it is a sales pitch, nobody walks away from a Melissa talk without feeling massively inspired, having learned so many super interesting things about the brain.

So, even if you're like, "I'm not interested in hypnosis training," I think you should pay attention. I think you're going to learn some fascinating things that make you look at your work and the world and yourself differently.

Simone Seol: Hi, Melissa.

Melissa Tiers: Hi.

Simone: For anybody who's tuning in for the first time in our conversation, can you give yourself a little introduction?

Melissa: You know I always hate introducing myself, but...

Simone: Like, who doesn't know me? Everybody knows me.

Melissa: I'm primarily a hypnotist. At this point, I've been doing this work for about 25 years. My hypnosis is not conventional in any way, shape, or form. It's always evolving, and so am I. And so, it's still fun for me.

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Simone: Okay, so I just remembered why I hate when you introduce yourself, because you leave out the most important things. She's only one of the most famous and highly respected hypnotists in the entire world. She has been teaching groups of doctors, psychiatrists, therapists, and trauma therapists all over the world for decades.

She has won multiple awards, has sold best-selling books, and talked to sold-out audiences all over, forever and ever. So, that's who we're sitting with. She has an upcoming Hypnosis Training, and I was like, "I just need everyone to know about this."

Because I was talking to Melissa earlier, about how I got my start in this entire industry with Melissa's Hypnosis Training, and it changed the course of my life forever. I use hypnosis on myself all the time. I can't even imagine who I would be, what my life would be like, without hypnosis. People don't think of me as a practicing hypnotist, but it is one of my secret weapons. And, I think it should be everybody's secret weapon. I want everybody to know why.

Melissa: Yeah, well, it's funny because I watch you employ it over and over again. So, to me, you're obviously a hypnotist. But there's a few different ways we can come at this and talk about it. I think most people have this old-fashioned idea of hypnosis. And so, if they have any idea at all about it, they put it in certain boxes.

What you and I both know and talk about all the time, is just how almost everything, you can't make a single decision, you don't think a single thought that hasn't already been mediated in some way, shape, or form by your unconscious processing. Right? This is just how the mind works.

This is why our class on integrative change work focuses so much on coaching the unconscious mind. Because it's all about understanding what's going on under the hood before you even have a conscious awareness.

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The way that I think about it is, the more we understand about the brain, the more we understand that we are running on prediction, right? That is how the brain knows how to act. Any given moment is based on how you've always acted, and most people don't understand that. That prediction process is unconscious, right?

So, when you want to make change, the fastest way is to have the ability to get in there. To get into where all of the habituated patterns are formed, all of the unconscious filters are running, biases are running, and things like that. Just to know yourself, I think it's important to have some understanding of how your unconscious, and the adaptive unconscious, processes and literally runs the show.

Simone: Can you pause there? Because I've heard you say “adaptive unconscious” so many times, and every time I'm like, I think I know what that means. But I'm not sure.

Melissa: It's what researchers refer to as all of your unconscious processing. They clarify it, because we live in a world where “unconscious” has a few different connotations, many of them negative, right? Whether it's a Freudian idea of an unconscious, teeming with all this dark shit and desires...

Simone: Like, fuck your mother and kill your father, right?

Melissa: All of the penis envy, all that stupid shit. That was Freud's unconscious. But anyway, he just decided to take his own mind and model it out. But that's a whole ‘nother story. Don't get me started.

But the other thing is, unconscious, meaning sleep. This is not what we're talking about when cognitive neuroscientists are talking about “unconscious processing.” So, they call it “adaptive” because it's always adapting. Right?

It is there for our evolution, but also to keep us alive in the day to day. We couldn't consciously walk across the room. We just couldn't do that; we

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think we can. But if you knew how much went into just the act of getting ready to stand up; how many subtle muscles are being tweaked, balancing, blood flow, and all this stuff.

Anyway, once you begin to look at how we move through the world, how we think, how we make any type of conscious awareness, then you realize that is the end result of a whole host of things that are happening unconsciously.

That's why they call it "adaptive." I think I could be totally hallucinating this right now. Because as I'm answering, I'm like, how do I know this? Did I read this somewhere? Or am I just cobbling...

Simone: Battling your unconscious mind?

Melissa: But I believe that's why we refer to it as the "adaptive unconscious," to kind of make a distinction that we're not talking about sleep. We're not talking about the old-fashioned Freudian version of the unconscious mind. That's just my take, right now.

Simone: Okay, that makes sense to me. So, what are some ways... I mean, I can answer this question too, according to my own experience. But when I say 'hypnosis needs to be your secret weapon,' what does that mean to you? What are some ways you've seen hypnosis be used as secret weapons by people who want to change the world, people who want to help other people heal and to create better things in the world?

Melissa: First, let me just talk about the one-on-one work. I've been training therapists and clinicians for over 20 years, and how do we help people that are suffering? Where talk therapy, traditional stuff, doesn't work hypnosis allows people to go much deeper, and to get at certain unconscious patterns.

It also is fantastic for neuroplasticity and changing those patterns rapidly. I teach self-hypnosis to every student, to every client, so there's that.

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Simone: I just want to add here, in terms of really fast, deep work. Because I got my first training, as any change worker, in hypnosis, and I have practiced actively as a hypnotist for many years, I just know that hypnosis can make certain things happen that conventional therapy or coaching can't go near.

Such as, I have had multiple instances of people dealing with fresh grief over losing a family member, or maybe an untimely death, or something. The kind of thing that's so devastating that it just goes beyond what most of us deal with on a day-to-day basis.

And with one hypnosis session, it's not like the grief goes away, but them accessing such a profound state of peace and love about that loss, that their experience of grief completely changes. Someone will come in crying about this fresh, awful grief and they will leave my office, they might still be crying, but like smile-crying. They're shedding tears of love and peace and understanding and hope, and all these things.

Good luck doing that in a conventional... other kinds of change work settings. Same thing with a really big, capital 'T' kind of trauma. Where, again, conventional tools can only go so far.

Whereas, when you put someone with the right tools, with the right knowledge, if you have the right skill set, and don't do this nilly-willy... Don't try this at home if you're not a professional... but if you do it well, that's the kind of shit that can really dramatically, permanently shift in a really short amount of time. Depending on how deep you can take someone into their unconscious mind. That's my experience.

Melissa: Yeah. To me, your question of 'what do I think when you say hypnosis is your superpower?' Is that what you said, 'magical?' What did you call it?

Simone: Secret weapon.

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Melissa: I think of things like that. I think of psychiatrists walking in with their patients into my office, who've had debilitating phobias that they can barely get out of their own way. And being able to drop them into a very deep state where we can actually clear the phobia.

That is the kind of magical stuff that doesn't seem like... people just don't know that it's possible.

Simone: It's really like going into the control center of your whole nervous system, your entire thought system, and your everything. And then, being able to adjust things from the control center. Which, in our everyday waking consciousness, we don't go anywhere near there. We're just playing on the surface.

Melissa: Right. Well, the other thing I always talk about, is a way to kind of sprinkle magic fairy dust over every session. So, even when we're doing our practical neuroscience change work and coaching the unconscious mind, to add the deeper trance stuff in we are working with people's beliefs and expectations. It just adds magic into the mix.

Because people reach these deep, profound states where they have access to this inner wisdom that they don't normally have access to. And whether that's just a clarifying point, or whether it's just a deep physical relaxation that allows the mind to be more open and malleable, but it feels like magic.

One of the first trances that we do, even in our change work course, is to show people that in less than two minutes you can get into a state where you can suggest something to your body, like, 'my leg is heavy, my foot is stuck to the floor,' and then have them suggest it to themselves and then they can't move their legs.

In that moment, what happens in the brain is you're defying prediction error. All of a sudden, the brain just kind of opens up in many different ways,

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expectation opens up. People are, all of a sudden, aware that they can do this thing, they have the power to control their physical body with their mind. And, that's fascinating. It opens the door to a lot more possibilities for what else they can change.

So, to me, it feels like magic, when you just show people that they can have access to this. My hypnosis is like 'New York' hypnosis; we like to make it accessible so that it's fast. But the deeper, more profound states... Let's go back to something like the macro, which is one of the things that happens when you can start to play in these deeper states, where the boundary between us and them is kind of broken down.

You know that I've been playing, for many years now, with this idea of Hypno-Psychedelics. The main reason is that people reach a state where they feel we are all interconnected. When you start to realize that you are a part of humanity, and that you're not separate on some level. They call it, in psychedelic research, "oceanic boundlessness."

But what it really is, is quieting that default mode network in the brain that says, 'you and I are separate.' In my world, that's like old school-60s-Timothy Leary. If everyone could just... What is it?... "Tune in, drop out." The world would be different if everybody saw themselves in everyone else; a part of it.

So, to me, just being able to tap into these states where you can feel those boundary conditions of all of your habituated patterns that we live in and work out of every fucking day, all of a sudden, we expand. That's magic. That shows you the power of your own mind.

Simone: I think I just went into a trance listening to you talk about that.

Melissa: Which is not as contained as most people think. We practice a very different style, which is far more organic. The old-school idea of someone saying, "You will do this and you will do that," and putting

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someone under your spell. It's so old. I consider that a big part of the patriarchy and the authoritative bullshit.

Because it used to be you only hypnotized women, and only women that were considered hysterics. That's how medical hypnosis came to be. It was in all of the asylums, and it could only be used on hysterical women. So, part of me has been fighting the good fight for 25 years, to try and take all that bullshit, because it's all smoke and mirrors. Right?

The power is always in the individual. And yet, the old-school hypnotist would have you believe they had the power to control your mind, to change your mind, to make these suggestions into your mind. Whereas, we show people how to access their own inner wisdom. Anyway, I'm rambling.

Simone: Oh, my God, it's the best ramble ever.

Melissa: It's the big difference; knowing how to access these states for your clients, for yourself. With all of the talk now... I'm a big fan of Andrew Huberman. I get out there as early as possible to get the sunshine in my eyeballs. He talks about "non-sleep deep rest," it's all the rage now. There's two main ways that most people know how to do that; one is yoga Nidra, and the other is hypnosis. And we know that...

Simone: I always thought yoga Nidra is like a form of hypnosis.

Melissa: It is totally hypnosis.

Simone: I was like, "This is just hypnosis, everybody." Not to discount that, I'm a big fan, but...

Melissa: It's all trance. I can expand out and say what *isn't* hypnosis. Because we are operating under these delusions that we create. That we make up reality that is so filtered through our unconscious biases, our upbringing, and our neuro-associations. I mean, everything that's ever

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happened to us in the past has loaded up the brain to be able to predict how to respond today.

And so, once you really get that, that is how the brain functions, then you really do want to be able to play. You want to be able to go deeper, so that you can start to load up alternative ways of being, of responding, of thinking, of processing.

I'm a big believer in learning how to run your own brain, and that's a big part of what I teach.

Simone: I think a whole... That's important... a whole frickin' world opens up when you can play with somebody else's mind and be able to take them into a deep trance. That's a frontier that I think if more of us had access to that, we might just be living in a different world.

You don't necessarily lead with this, Melissa, but from my own deep trance experiences, from your class and beyond, is where I got confirmation of my spirituality. I never argue with anybody about my spiritual beliefs. It's not something that's up for debate, because I have had an experience of what lies beyond.

I often talk with my husband, and he's like, "Aren't you afraid of what's going to happen when we die?" I'm like, "No, I've been there." And he's like, "What do you mean?" I'm like, "I was there in trance. I don't know how to explain it to you." It's totally beyond rationality, but all I know is that I've been there. The only way I could have been there is through trance.

It just has provided me with this axis of what I know to be the real reality, and what I know to be our real nature underneath it at all, and the real truth of our interconnection, as you talked about. Now that I think about it, I think that has given me such a...yeah, I have my human moments... at a deep level, a sense of trust in being alive.

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That, I think, has been such a huge part of what's kept me sane and somewhat tethered all of these years. Yeah, I think I couldn't have done that without trance work. I wish everybody could experience it.

Melissa: It's interesting, because you know that I play with all these different types of deep states. So, whether it's teaching people who've been attempting to meditate for 20 years but can never quite get a practice going, or can never get good at it, or they can't quiet their mind...

Simone: Oh, this is going to take care of it for you.

Melissa: Then showing them, "Here, in five minutes I can show you how to get into a state where most people can't get to until they've been meditating every day for 40 years." We can get there in five minutes. It's the fast track.

So, there's that aspect, where you really start to deepen your meditation practice. Which again, creates that state, that kind of undifferentiated mind, and really feels interconnected.

But then, there's also the past life regression that we play with; that I jokingly call my atheist guide to past life regression. Because it doesn't matter what your belief is when you play in this rich metaphor. People have these experiences where they truly get what you got, which is, "I'm good. I get this."

If you take away the fear of death, think about how that changes life? It changes everything. I've seen it over and over again. When people get a sense of, also, their greatness. Here's the thing, we can... You know I get a little uncomfortable talking, necessarily, about straight up spiritual stuff on some level, even though I...

Simone: Melissa is a lot more skeptical than I am, on some level.

Melissa: What I can say is this, there's that experience, and there's the experience of someone who doesn't need to believe in anything, let's say...

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and I'm doing air quotes for the listeners... "spiritual." Yet, they understand that the unconscious mind is about 97-98% of your mental processes. This idea of who you are is about 3-5%.

And so, going into trance, and even getting a sense of how much greater you are. How much more you know than you think you know. That in every given moment there's millions of bits of data that is going through this filtering system, that is filtered out of your conscious awareness but it's still there. That you know so much more than you could ever imagine.

So, even if you take all of the woo, kind of mystical stuff away, and you're just showing people some of that 98% that is usually outside of their conscious awareness, then that too expands their sense of self, what they're capable of doing, and the impact they're capable of having in the world.

Simone: I think of it like, trance states just instantly evaporate all the blinders that we have, on all the filtering systems, all of the constructions of what we think the world is, and who we think we are inside that world. It just makes all that evaporate. That's really a matrix.

Melissa: I will say this, there is the other side of it, right? We talk about the trances that we get stuck in: The depression trance, the anxiety trance, all of the trauma trance. If you look at the elements of hypnosis, which is a narrowing of attention and a pushing aside of that kind of critical faculty, that barrier that separates conscious and unconscious, metaphorically speaking.

What you start to understand is all of those states are trances, too. I like to point out your everyday self-hypnosis, that you are running anyway... These are the stories we habitually tell, the things we habitually do, think, and feel become part of our unconscious trances that we live. And so, we are operating inside of these trances.

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Sometimes our job is to open up that trance and give someone a bigger playground to play in. If we are using self-hypnosis every day, because that is the nature of our repetitive thought patterns and our repetitive actions, then you want to learn how to use it strategically, since you're already using it. And typically, because we have a negativity bias in the brain, typically the way we're fucking using it is to keep our problems stabilized.

Simone: To keep our negative trances digging in and getting it...

Melissa: Running. That's it. That's how it runs. Yeah.

Simone: Okay, so I hope I've given you a limit, because we don't have all day, but a broad overview of how hypnosis can and probably should be your secret weapon. By the way, I'm helping Melissa plug this course. I get no cut of it. I'm literally just doing this because I think more of the world needs this. And so, when does this course start?

Melissa: It's a two-month course, and it starts March; it's March and April.

Simone: We're telling you early because right now is when you can get on a payment plan.

Melissa: A longer payment plan. So, if you go to MelissaTiers.com you'll see it. You can get a longer payment plan up until December 1st.

Simone: We try, it's not we, it's Melissa. Well, we both do... We try to build in as much accessibility as possible. So, we wanted to let you know so you can plan, or have a longer runway to plan, and make smaller payments at a time. But how much is it total?

Melissa: It's \$5,000. Unless you've been in our Integrative Change Work, and then it's half price.

Simone: Okay, so it's \$5,000 if you are not already part of our ICW alum, and it is a certification process, right?

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Melissa: Yep. A two-month long training. It's a lot of fun. Obviously, you know that my classes are all about doing, so it's just practice...

Simone: It's not book learning.

Melissa: It's from the first hour of the first day, you're going to be hypnotizing people. Getting into some deep trances. What I like to do on the first day, is I like to show people how they can put their entire body into trance, and just kind of emerge from the neck up. Which is always weird and trippy and fun. But really useful for people with chronic pain situations, or just want to experience the power that you can have over your body. Which I feel like if more people knew...

Simone: That's the first day folks, and then it only gets better from there. Just to make it clear, this is for any kind of change worker. If you are an existing practitioner, psychiatrist, therapist, coach, change worker of any kind, counselor, if you work with children, teens, adults, this applies. It's a universal application.

As well as, if you don't have a career in this, and you want to create a new career for yourself as a hypnotist, this is what you need. It teaches you everything you need to know. It's a whole certification process. And also, if you don't want to do it as a career. "I just want it for self-enrichment, to get to know myself deeper, and have better tools to be able to do my own life," also perfect course for you.

Melissa: Just to that point, I've had so many different people. Because, primarily, I, for most of my career, trained therapists and clinicians. But I've had poets who integrate hypnosis and immediately create trance poetics. I've had opera singers that immediately start to be the go-to guy for every opera singer who wants to deepen their practice. I've had actors. So, you can integrate this into a bunch of different really cool fields.

Simone: Every field needs trance work; writer, artist, musician. Even if you're a scientist, you probably need what trance can give you. Which is

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such an expanded state of mind, where you can do the highest quality of thinking, connective/associative things...

Melissa: Well, Albert Einstein came up with the theory of relativity, in what he called his little day-dreamy state that he used to go into all the time. All of the great thinkers, honestly, a lot of great scientific discoveries came out of trance.

Simone: I think I do my best business thinking on trance. So, that's just from me. It helps my business. Okay, perfect. So, to find out more, go to MelissaTiers.com. We're going to have the link in the show notes. Follow Melissa on Instagram to continue to learn more from her. Because, as you can see, lots to learn. Any last words?

Melissa: No, I think we're good.

Simone: Okay, everybody, go sign up. That's the whole point. Okay? May we all be expanded and enriched from the trances that we choose, not the trances that are forced on us.

Melissa: That's right.

Simone: I will talk to you later, everybody. Bye.

Hey, if you're looking for a one-stop shop where you can find the best of my teaching, all organized into a beautiful and actionable sequence, guess what? I got you. I took the best of my podcast episodes and created a whole damn workbook around them. It's called *The Simone Starter Pack* and it's the ultimate marketing cheat sheet.

I got countless emails from folks who downloaded it, saying, "This free resource is worth more than all these courses I paid thousands of dollars for." So, what are you waiting for? Go grab *The Simone Starter Pack*. The link is in the show notes. I can't wait to see what amazing results you'll get from it.