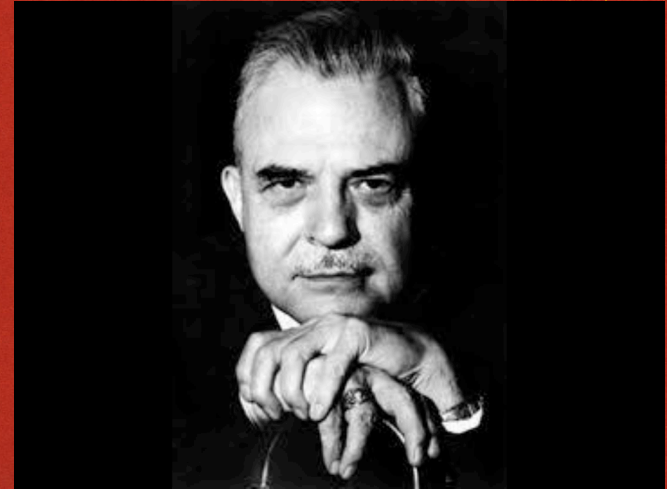


# METAPHORS BE WITH YOU: USING STORIES FOR A CHANGE HOW TO TELL A COMPELLING STORY AND HELP PEOPLE CHANGE

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## INTRODUCTION



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## METAPHORS BE WITH YOU

SLIDES WILL BE AVAILABLE AT

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## STORY EXAMPLE

### The Gap in the Teeth

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## STORIES ARE BASIC TO HUMANS

Somewhere in our neuro-physiology, we've been hard-wired for story. There is a kind of narrative imperative—we can't be without stories and we will find them where we can.

—George Miller, director of Mad Max movies

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## STORIES ARE BASIC TO HUMANS

Most people function in a storytelling mode. It's the way we communicate ideas, richly, as well as how we structure our thoughts. . . . I don't know anyone who remembers things based upon a string of facts. You remember because you assemble things in a storytelling form. I would argue that genetically our brains are wired for storytelling. —Bran Ferren, Disney Imagineer

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## THAT REMINDS ME OF A STORY

The Spastic Colon  
and the Brick Wall

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## STORIES ARE BASIC TO HUMANS

Homo Narrans

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## META [ACROSS/BEYOND] + PHERIEN [TO CARRY]

- Analogies/similes
- Stories/anecdotes
- Double entendres/puns
- Multiple level communication
- Symbols
- Rituals
- Jokes

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## WHY STORIES?

- Indirect/gentle way to invite change (low resistance)
- Stories stick
- Introduce new perspectives and points of view
- Suggest new ways of doing things
- Validating people

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## THINKING METAPHORICALLY

- Problems are like \_\_\_\_\_
- Therapy is like \_\_\_\_\_
- Life is like \_\_\_\_\_

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## ELEMENTS OF EFFECTIVE STORIES

- Character(s)
- Action (beginnings, middles, ends); Plot – Character is frustrated or threatened or faces conflict)
- Scene setting (props and sets)
- Dialogue
- Suspense/engagement of interest and curiosity
- Specific sensory details (V, A, K, O, G); details about people, places or actions
- Vague enough to allow for imagination
- Repetition of sounds/themes/elements
- Revisiting the beginning at the end (story arc)

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## STORY EXAMPLE

### Flowers and Freckle Cream

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## STORY EXAMPLE

### The African Violet Queen

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## LIVE STORYTELLING

- Different voices and postures for different characters
- Outline gestures
- Voice volume/emphasis
- Voice speed
- Gaze/direction of gaze
- Body movements/position

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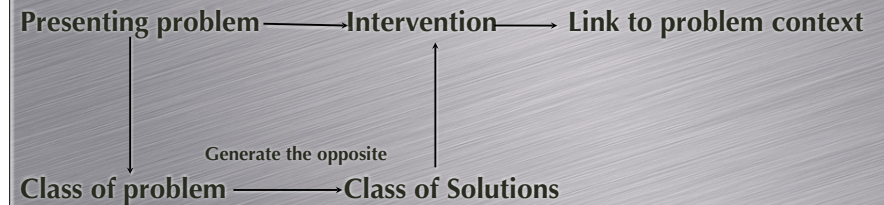


## STORYTELLING WITH TRANCE

- To induce a trance
- To evoke resources
- To reframe
- To embed suggestions

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## Class of Problems/ Class of Solutions



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## HEALING BY LISTENING TO CLIENTS' STORIES

- "One of the most valuable things we can do to heal one another is listen to each other's stories." — Rebecca Falls

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## HEALING BY LISTENING TO CLIENTS' STORIES

- "All sorrows can be borne if you put them into a story or tell a story about them." —Isak Dinesen

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## MASTERING STORYTELLING

- Tell stories that speak to you or touch you
- Practice, write them down, pre-plan which stories you might tell
- Notice responses to what you are saying
- Let your intuition or unconscious help you find the right stories
- Find a way to collect and remember stories
- Listen to storytellers

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## BONUS NON-CONSCIOUS STORYTELLING ELEMENT: INTERSPERSAL

**I am going** to a place where  
there are no bad, **mad** people.

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## OTHER METAPHORICAL INTERVENTIONS

- Rituals
  - Of transition/disconnection
  - Of connection
- Symbolic tasks
- Symbols
  - Physical objects
  - Problem symbols
  - Solution/strength symbols
  - Transition/moving on symbols

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## RESOURCES

<http://www.storytellingcenter.com/>  
<http://www.storyteller.net/>  
<http://www.audible.com>  
<http://www.augusthouse.com/>  
<http://www.talltalesaudio.com/>  
<http://www.storycenter.org/>

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PRE-CONFERENCE SESSION  
METAPHORS BE WITH YOU: USING STORIES IN HYPNOSIS FOR A  
CHANGE

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Please wait a few days; the slides will be available for a month

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