

Reading Time: 5 minutes

Magic Questions

Guiding Her Out of Her Head and Into the Moment

Magic Questions are powerful tools designed to pull someone out of their analytical mind and into a space of emotional engagement. These questions are crafted to bypass surface-level thinking and instead evoke deep, personal responses that draw her into the present moment. When used effectively, Magic Questions can guide her to reveal her thoughts, feelings, and desires in a way that fosters genuine connection and rapport.

For example the Master Hypnotist David Snyder explains this concept through the lens of **association and dissociation**. Association involves engaging someone with their own experiences and emotions, pulling them into an immersive state where they feel more deeply connected and present. Dissociation, on the other hand, happens when a person remains detached, often analyzing or filtering their responses through logical reasoning, which can create a barrier in emotional engagement. Magic Questions are specifically designed to help move her from dissociation to association, drawing her into a state where genuine connection can flourish.

1. Why Magic Questions Work

Magic Questions bypass the analytical mind, guiding her from an “outside observer” stance into an emotionally associated state. When someone is “in their head,” they’re often detached, focused on evaluating or analyzing the interaction rather than truly engaging. Magic Questions, however, lead her to focus inwardly, drawing out emotional responses that deepen the interaction.

This technique works well in rapport-building because it establishes a sense of presence and connection. By helping her step out of her analytical mind, you’re creating a safe space where she feels comfortable being herself, leading to a more genuine and meaningful bond.

2. How to Use Magic Questions to Build Rapport

Magic Questions aren’t just about asking personal questions—they’re crafted to trigger deep emotional responses. Here’s how to use them effectively:

A. Use Open-Ended and Emotionally Provocative Questions

Magic Questions are open-ended, allowing her to explore her feelings and experiences freely. They often center on concepts of joy, passion, dreams, or memorable experiences. When asked thoughtfully, these questions open a window into her inner world, bypassing superficial thoughts and allowing her to connect deeply with her emotions.

Examples:

- “What’s something that makes you feel completely alive?”
- “Can you remember a time when you felt truly unstoppable? What was that like?”
- “What’s something you’re deeply passionate about, that you could talk about forever?”

By asking questions that encourage her to relive vivid, meaningful moments, you help her enter an associated state, making her feel immersed in the present interaction.

B. Guide Her from Logic to Emotion

If she begins answering logically or providing surface-level responses, use follow-up questions to guide her deeper. This transition is critical, as it helps her leave analytical thinking behind and focus on how she *feels*, rather than just what she *thinks*.

Example:

- **Her:** “I enjoy my job because it’s rewarding.”
- **You:** “That sounds fulfilling! What’s one specific moment that made you feel like you were really making a difference?”

This follow-up question encourages her to tap into an emotionally charged memory, pulling her deeper into the experience.

3. Crafting Effective Magic Questions

Creating effective Magic Questions requires a focus on her experiences and feelings rather than facts. Craft questions that gently prompt her to think deeply without feeling pressured. These questions should feel like an invitation to share rather than an interrogation.

A. Frame Questions Around Personal Stories and Emotions

The best Magic Questions are those that lead her to share personal stories. Stories activate

her emotions and make her feel seen, understood, and connected. Aim to ask questions that encourage her to open up about specific memories or experiences.

Examples:

- “What’s the most memorable adventure you’ve ever had?”
- “When you think about happiness, is there a particular memory that comes to mind?”
- “What’s something you’re proud of achieving, something that brings a smile every time you think of it?”

By prompting her to relive positive memories, you’re helping her feel more associated with the experience, which also makes her feel more present and connected to you.

B. Use Hypothetical Scenarios for Creative Engagement

Hypothetical questions are also excellent Magic Questions because they allow her to explore her dreams, values, and imagination. This type of question encourages her to step out of logical boundaries and instead think about her desires and aspirations.

Examples:

- “If you could wake up anywhere in the world tomorrow, where would it be, and why?”
- “If you could achieve one dream you’ve held close for years, what would it be?”

These questions inspire her to explore and share her deeper aspirations, drawing her out of her head and into a state of emotional connection.

4. The Power of Association and Presence

David Snyder emphasizes the importance of association—of getting someone to feel deeply engaged with their own experiences rather than remaining detached. Magic Questions serve as a direct tool for achieving this, helping her step into a space where she is present, connected, and fully engaged with both her emotions and with you. By asking questions that evoke personal experiences and emotions, you naturally guide her into an associated state, making her feel fully present in the moment.

A. Recognize When She’s in an Associated State

When she’s truly associated, you’ll notice shifts in her body language and energy. She might lean in, speak more passionately, or make eye contact more frequently. Recognizing these

signs lets you know that your questions are working, helping her connect with her emotions and the interaction.

B. Guide Her Deeper with Follow-Up Prompts

Once she's in an associated state, deepen her engagement with gentle prompts. Rather than moving to a new question, ask her to elaborate on her feelings or the specific details of the memory. This approach intensifies the connection, drawing her further into the emotional depth of the moment.

Example:

- **You:** "That must have been an incredible experience. What was the one moment that really stood out for you?"

This follow-up encourages her to reflect even more deeply, reinforcing the connection between her emotions and the conversation.

5. Practical Tips for Using Magic Questions

Tip 1: Listen Carefully for Emotional Cues

Pay attention to her responses, especially when she starts sharing details that carry emotional weight. These are opportunities to deepen the conversation and connect on a more personal level.

Tip 2: Avoid Shifting the Topic Abruptly

Magic Questions work best when the conversation feels natural. Avoid jumping to unrelated topics after she shares something personal; instead, stay on the subject and allow her to express herself fully.

Tip 3: Be Patient and Give Space for Reflection

Magic Questions often require thought and reflection. Don't rush her responses. Allow her the space to think and feel before she responds. This gives the interaction a relaxed and meaningful rhythm.

6. Testing Your Effectiveness with Magic Questions

After using Magic Questions, you can gauge their effectiveness based on her level of engagement and emotional connection. When done well, these questions lead to a noticeable shift in her demeanor, showing that she's immersed in the moment and more open with you.

Signs of Effective Magic Questioning:

- She leans forward, makes more eye contact, or seems deeply engaged.
- She provides answers that reveal her emotions or personal stories.
- She appears relaxed and comfortable sharing her thoughts with you.

If she shows these signs, it's a strong indicator that the Magic Questions are helping her feel associated and engaged.

Conclusion: Unlocking the Power of Magic Questions

Magic Questions are a transformative tool for creating deeper connections by pulling someone out of their head and guiding them into an emotionally present state. By helping her move from logical thought to personal association, you're fostering an environment where she feels understood and connected.

In the next lesson, we'll build on this foundation with **The Power of Your Eyes**, where you'll learn how to enhance emotional depth and connection even further using eye contact and presence. Through these techniques, you'll continue to create lasting rapport and meaningful interactions.