

The Milton Model

Typically Milton model is used as sleight of hand – occupying the mind in one direction while a suggestion is made in another direction, keeping the mind busy while a suggestion is made, creating a known state (eg agreement) or creating confusion.

1. Mind Read: Claiming to know another's thoughts or feelings without specifying the how you came to that knowledge.
"I know that you believe ..." or "I know you're thinking ..."
[Client thinks 'how do they know that?' and the rest of the sentence is accepted]
2. Lost Performative: Expressing value judgments without identifying the one doing the judging.
"Breathing is good." "It's important to..."
[Client wonders 'who said so' but doesn't question the value judgement]
3. Cause & Effect: Implies one thing leads to or causes another; that there is sequence of cause/effect and a flow in time. Includes phrases such as: "If ..., then ...; As you ..., then you ...; Because ... then ..."
"If you can hear my voice, then you can learn many things." "and that's because I can see it in your eyes" "Don't close your eyes unless you want to go into a trance"
[Client is looking for something that makes sense – humans have to find a cause for every effect, so if you can give them a plausible one, then they can complete that task (and accept the suggestion)]
4. Complex Equivalence: Attributes meaning to something that may or may not have a 'cause' capability.
"Being here means that you will change easily."
[Again, satisfies the need to find a cause]
5. Presupposition: The linguistic equivalent of assumptions.
"Will you be changing your attitude now or later today?" "You can do this even easier"
[Client is forced to have an internal representation of the outcome]
6. Universal Quantifier: Universal generalizations without referential index.
"Everyone; No one; All; Every" "Nobody is perfect"
[Client has to create abstraction – get some distance from it]
7. Modal Operator: Words that refer to possibility or necessity or that reflect internal states of intensity tied to our rules in life.
"You should care for others." or "You must resolve this issue."
[Client accepts something is possible – doesn't force them to choose (we typically use necessity (eg 'must') for things of lower importance that client can just say 'OK' and create yes set)]
8. Nominalization: Words which are formed as nouns and which are shorthand for processes.

"People can come to new understandings."

[Client does not need to put effort in to doing it – it just 'is' already]

9. Unspecified Verb: Implies action without describing how the action has/will take place. (these tend to move people away from cause & blame the 'thing')

"You could just let go and notice"

[Client says 'sounds easy to me']

10. Tag Question: A question added at the end of a statement/question, designed to soften resistance. It is used to ratify to the listener that he has or will actually manifest the action. It has the structure of a question and often the tonality of a statement.

"Your perception of life is changing, isn't it." "Can't it?" "Would you"

[Client thinks 'this is non-negotiable']

11. Lack of Referential Index: An expression without specific reference to any portion of the speakers/listeners experience.

"People can change." "It is, you see"

[Client is forced to think about who/what/when/where etc]

12. Comparative Deletion (Unspecified Comparison): A comparison is made without specific reference to what or to whom it is being compared.

"You will enjoy it more." or "That one is better."

[Client has to think 'compared to what']

13. Pace Current Experience: Using sensory-grounded, behaviorally specific information to describe current experience. (cause them to notice stuff in peripheral awareness)

"You are reading this article."

[Client creates yes set based on agreement about experience]

14. Double Bind: Invites choice within a larger context of 'no choice'.

"Do you want to begin now or later?" or "Do you want to go into trance before or after you sit down?" "take all the time you need to finish in the next 5 minutes"

[Creates illusion of choice]

15. Embedded Commands: This is a command that forms part of a larger sentence that is marked by using italics or a subtle change in voice tonality or body language and is picked up by the reader's or listener's unconscious.

"I will not suggest to you that change is easy." or "Do you think this article should be sent to your friends?" or "You can learn this material easily."

[Slips command 'under the radar' and unnoticed]

16. Conversational Postulate: Are questions that operate at multiple levels. Although they require only a simple yes or no answer, they invite you to engage in an activity in some way. Often they contain an embedded command.

"Can you open the door?" or "Can you choose to change?"
[Client has to imagine doing it in order to answer the question (and good way to load embedded command)]

17. Extended Quote: Is a rambling context for the delivery of information that may be in the format of a command.

"Many years ago, I remember meeting a wise old man who taught me many useful things. I cherished all of his advice. I remember one particular day when he said to me "Change is easy and can be fun"."

[Client has to keep track of the quote – confuses internal dialogue and external comments – can deliver things we don't want to say directly]

18. Selectional Restriction Violation: Attributing intelligence or animation to inanimate objects.

"Your chair can support you as you make these changes." or "Your diary tells interesting tales."

[Client senses the illogicality but allows the presuppositions through]

19. Ambiguity: Lack of specificity

- Phonological: "your" and "you're" - same sound, different meaning.
- Syntactic: More than one possible meaning. "shooting stars" or "leadership shows" - the syntax is uncertain within the context, i.e. adjectives, verbs or nouns?
- Scope: "Speaking to you as a changed person ..." (Who is the changed person?) or "The old men and women ..." - the context does not reveal the scope to which a verb or modifier applies.
- Punctuation: is unexpected and does not 'follow the rules', i.e. improper pauses, rambling sentences, incomplete sentences - all of which ultimately force the listener to 'mind read'. "Hand me your watch how quickly you go into a trance."

[Client experiences confusion over meaning]

20. Utilization: Takes advantage of everything in the listener's experience (both internal and external environments) to support the intention of the speaker.

Client says: "I don't understand." Response: "That's right...you don't understand, yet, because you've not taken that one deep breath that will allow the information to fall easily and comfortably into place."

[Client says 'I thought I was broken but now I know I am OK']