Getting There

Second edition



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**James M. Giunta ©2011**

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This is the second edition of a book that I wrote to myself.

It didn’t start out that way. Originally, I intended only to type out my **goals** and post them on my bedroom wall for easy reference. A very short time later I added a bunch of **new ideas** and decided to print and bind all the pages so I could carry them around with me and program myself into a **Fabulous Life**.

That first edition began with a Dedication from me to me:

To my Best Pal,

**James Michael Giunta**,

who has seen me through thick and thin

all these many years.

**James**, you deserve all the best that Life has to offer, and

***I’m here to see that you get it!***

This edition is for **you**, and it will contain **your ideas and dreams**, so use the following blank page to **create a Dedication Page** for yourself. Let this be the beginning of your new, **Fabulous Life!**

**Acknowledgement**

My many colleagues and teachers within the International Association of Counselors and Therapists, the International Medical and Dental Hypnotherapy Association, the Hypnosis Motivation Institute, and the National Guild of Hypnotherapists continue to provide, through their instruction and living examples, reminders that I function most effectively when I respect the deeply held beliefs, understandings, and illusions of everyone who comes into contact with me.

I also acknowledge my students, who never fail to take me up on my invitation to challenge all ideas. I am humbled by the learning opportunities that constantly arise whenever we challenge assumptions and change our perspectives.

To all of them, and to all of the Masters who have influenced me, Thank You.

Forward to the Second Edition

I can do anything I want. It’s true! I can do anything, go anywhere, get anything, and meet anyone I desire.

This, for me, is the beginning of all the positive changes I make in my Life. It seems paradoxical, but in order to push past my limitations, I first consider the range of abundance before me in all directions.

How do I know it works? Because it works for my clients!

Using the example of clients who want to lose weight, it’s pretty common that people don’t want to have “rules” about what they can and can’t eat, or what time of day they should eat, or volume, etc. Yes, they want help, and yes, they hate being told what to do. It’s not that they’re too resistant to change; it’s that their nature is to rebel against an authoritarian voice.

Even if they are willing to do what they have to do to reach their goals, their natural inclination to resist will also cause their subconscious to reject suggestions that are authoritarian. So how do I help them? Simple—I begin by letting them know that they are in control, they make their own decisions, and they are allowed to make any decision they want. Once they master the idea that they are in control and no one can make them do anything they don’t want to do, they become more willing to make positive changes.

In a hypnotic trance, a client can go through this process in just a few seconds, or it may take several minutes at most. I give them whatever time they need.

Clients always let me know what their level of resistance is, and what their style of suggestibility is. In fact, everyone I encounter displays this information in their body language, eye movement, tone of voice, dozens of verbal cues, and responses to questions

and questioning. There is usually no doubt about how to proceed by the time they sit down in the Trance Chair. By that time we have become partners, and their trance induction is already underway!

After the sessions are over and the clients have all left for the day, after I’ve taken notes and put away all their case folders, when I am alone with my thoughts, I eventually get to the One Big Question that guides my existence. Here it is…

**How can I use today’s experience to make me better?**

You can do anything you want. You can do anything, go anywhere, get anything, and meet anyone you desire. Once you master that thought, you can quickly identify what you really need, and you begin another path to align your conscious and subconscious desires. This is a daily process for me, and it can be a daily process for you, too.

I hope you will enjoy this little book, and that you will use it to help guide the changes you are seeking!

Personal Mission Statement

Businesses have Mission Statements. They are more or less brief public statements about company values, practices, and intentions. Making the statement available to the public serves a valuable purpose—to remind everyone associated with the company that there are minimum standards that must be maintained in order to achieve the stated goals.

Do you have minimum standards? I’m guessing that you do. Intentions? Of course you have those. Values? Goals? Dreams? We can’t live well without any of those.

At this point in your Life, you have developed some definite ideas about how you want to be, act, think, and feel. Those ideas are directly related to your self-image.

Your behavior influences your emotions, thoughts, and ideas about your own personality. Your ideas about what your behavior should be are the basis of your mission in Life.

**What is your Mission in Life?**

If you don’t have a Personal Mission Statement in written form, now is an excellent time to get started. Let it be the blueprint of your wonderful Life.

Don’t attempt to finish your Personal Mission Statement in one sitting. Write a draft, or as much as your conscious mind knows. Let it breathe for a day or two, then go back and read it and make changes and corrections as necessary. Your Personal Mission Statement should change over time—this indicates personal growth. As you achieve and learn and grow, so will your values and intentions and experience. All of these are reflected in your Personal Mission Statement.

Mission statements vary in length and content a great deal, but let your Personal Mission Statement be limited to one page at most. One to three paragraphs is ideal. Be concise, but use as many words as you need to get your point across clearly. Remember: your Mission Statement isn’t a list of goals, it’s a general description of intentions and underlying values. You will be setting goals later.

For now, begin your Personal Mission Statement and tell the Universe who you are, where you intend to go, and what you are like under the

surface! There are a million examples of Mission Statements in the world. I’ll share mine with you now…

Personal Mission Statement

In this incarnation it is my mission to be a helpful, positive influence on all of those within my sphere, to practice kindness, and to **Love** as much as possible. I strive for personal growth and learn constantly through exploring other cultures, travel, and higher education. I continue to develop my Curiosity about my world.

As I continue to seek understanding, I will communicate interpersonally, as well as through music, journals, and publishing. Mine is the practice of excellence in every area of Life, in all personal and business endeavors, doing and getting the best I can get for myself and those I truly **Love**.

I maintain excellent health habits and sobriety, which will result in the essential energy, vitality, longevity I need to achieve greatness.

And you can bet the farm that I’ll be attending to my affairs with all the humor and zany outrageousness that I can conjure, smiling joyously, and with loads of style, for that is a major part of my mission in **Life**.

Now it’s your turn! Use the next two pages to draft your own Personal Mission Statement. Don’t rush it. Draft it over time and make sure it’s as clear and direct and concise as possible…

Personal Mission Statement

Personal Mission Statement

**Watch your thoughts,**

**for they become words.**

**Watch your words,**

**for they become actions.**

**Watch your actions,**

**for they become habits.**

**Watch your habits,**

**for they become your character.**

**Watch your character,**

**for it becomes your destiny.**

**How To Create Lasting Change**

Why is this concept so confounding? Maybe it’s because we tell each other and tell ourselves that lasting change is extremely difficult.

What might happen if we tell ourselves that lasting changes are possible without great difficulty, and that they can happen in a short time?

What would happen if we were to become shining examples of positive, lasting changes that happened in a very short time?

* **Raise My Standards**
  + My new standard is one of excellence that I have observed in people I admire. They have achieved; so will I.
* **Change My Limiting Beliefs**
  + I am only limited by temporary hesitation and fear.
  + I go out of my comfort zone in pursuit of excellence and excellent personal growth.
* **Change My Strategy**
  + Do immediately what I know is right, especially if I’ve never done it before.
  + If I always stay safely within my comfort zone, I will never achieve personal growth.

“Man is not the creature of circumstances; circumstances are the creatures of men”

Benjamin Disraeli

“Life is either a daring adventure or nothing”

Helen Keller

Thoughts Become Things

As I Think, So I Create

Manage pressure and tension, and use them in setting goals. Use dissatisfaction as power!

Motion influences emotion.

When you change the way you look at things, the things you’re looking at change.

Find the thing that’s the most difficult, and master it. Practice often, with excellence, and share it with others. That’s how you become a leader.

**What Are Your Values?**

Values are the things in Life that we go after, consciously and unconsciously. They are the internal accomplishments and feelings that we want to have. If you stop to consider your values, there is likely to be a long list. Most of us only track the top few, whichever values are current. Values can change over time, with maturity and experience.

Values are not material goods or money. Stop and think about this for a moment. We go after money and things to make us feel a certain way. The feelings you get from money and things are VALUES. The end result feelings are the values we’re going to focus on for the next few pages.

First, make a list of your values. List as many as you know. Make sure they are really the values you have, and not someone else’s idea of what “good” values are. Here are some examples of values:

|  |  |
| --- | --- |
| Health  Passion  Love  Intelligence  Personal Growth  Happiness  Learning  Friendship | Humor  Adventure  Affection  Success  Security  Outrageousness  Community  Independence  Creativity |

Use the following page to make a list of your own Values…

**My Values**

***But wait, there’s more!***

Now that you have a clear idea of what your own values are, let’s see if you can put them in order.

We all have priorities. Which values are more important, and should be higher on the list? Go back to your list and consider them one at a time. Compare each one to every other value on your list, and prioritize the list.

Why is this important? Because you live among other people, and they don’t have the same priorities that you have. You will need to know what yours are so that you can decide if your values and priorities are compatible with someone else’s. If you’re in a relationship, examine the differences between your priorities and theirs. You might find that the differences can be a cause of conflict. Now you will have more information for understanding and navigating toward harmony and peace.

This exercise is essential for good communication and longevity in relationships. You will also want to do this with your friends and business associates.

Keep in mind that there is no “right” or “wrong” when it comes to prioritizing values. There is only what is “right” or “wrong” for you and your Life.

Write down your new, prioritized list of values on the following page…

**My Values**

Goals are dreams with a deadline.

Repetition is the mother of skill.

Purpose is stronger than Outcome.

The past does not equal the future.

My Global Beliefs

Your Global Beliefs guide your actions, thoughts, and feelings as you make your way. Decide what your Global Beliefs are. If they don’t seem to be working, you have an opportunity to change them right now! Carry this list with you, read it often, and reinforce your new, positive, Global Beliefs:

* People are .
* Life is .
* I am .

How will you know when you are successful? You will be able to prove it. Decide right now what you have sought and are seeking. Are you getting there? Look for signs in your Life that you are achieving. Here are some examples:

If I can learn something, that adds to my personal growth.

**If I grow personally, I am successful.**

When I concentrated on what I wanted to change, I changed my Life a bit.

**Having changed my Life, I am successful.**

Write down a few proofs of your own success and progress. Look back at them often in order to remind yourself that you are getting there!

Empowering Questions

A few years ago I was walking along the boardwalk with a very attractive woman of 52 years of age. She startled me when she said, “I have more days behind me than ahead of me.” I tried to be gracious, and my reaction was one of denial. But she insisted that her statement was accurate: “Unless I live to be 104, I have already lived more than half of my Life.”

After thinking about this for the next few days (and I still think about it), I realized that this could be true for anyone. Accidents and injuries and fatal illnesses happen to young and old alike. I don’t assume that I will outlive anyone, or that any young person will survive to become an old person.

So this raises a few very important questions. You know the questions—they are as old as mankind.

Here’s one that comes to mind right away: ***Knowing that l have a finite number of days to be alive on the Earth, how am I going to live them?***

Questions are what move us forward. **Train yourself to be curious.**

Questions that you ask yourself are considered by your subconscious mind long after your conscious mind moves on to the next subject. Your subconscious never sleeps and can handle many questions simultaneously, and it will get the answers for you.

**Set your subconscious mind to work on the right question**, and ask it clearly and accurately. Lots of times we ask questions that aren’t helpful or constructive, such as *“Why do I have to go to that stupid job every day?”* or *“Why do I keep attracting the same type of loser?”* When you ask those questions, your mind considers them and adopts them as beliefs, like this: “I have to go to that stupid job every day” and “I will keep attracting the same type of loser.”

Learn to ask lots of questions, but **make sure they are helpful and constructive** and that they are worded clearly and constructively. They will be your Empowering Questions. Write your questions down and look at them in the morning to set your mind and mood on the right track every day. **When your conscious mind and subconscious mind are focused in the same direction, you are unstoppable!**

Take some time, in the next two pages, to write down your Empowering Questions. Draft them, then refine them. Make sure they are positive, constructive, and pointing in the direction that’s right for you.

Some examples might be

***“How can I learn something new today?”*** or

***“How can I recognize all my opportunities today?”*** or

***“Isn’t it incredibly wonderful to be me?”***

How about ***“What’s funny about this right now and what can I laugh about today?”*** or

***“Who loves me?”*** or

***“What am I proud of?”***

Look at your questions every morning and let them sink into your mind. Ask the questions of yourself—and answer them. Use the questions and answers for inspiration! Let them set your mind on a powerful, positive track each day, and you will begin to notice a big difference in your daily experience. You become happier, more focused, and more creative—and people around you will respond in more positive ways than before.

Write down your **Empowering Questions** now.

Read them every morning.

Use them daily. Change as necessary.

Keep going! You’re getting there!

MY EMPOWERING QUESTIONS:

What Can I Do To Improve My Life Today?

How Can I Influence The People Around Me In A Positive Way?

? ? ? ? ? ? ? ? ? ?

MY EMPOWERING QUESTIONS:

? ? ? ? ? ? ? ? ? ?

Empowering Beliefs

Write down your beliefs about whatever you know that indicates you are capable and self-sufficient. You have some experience in Life. No doubt you have had accomplishments, successes, and achievements that let you know your strong points. Write them down as statements of what you know to be true and powerful about yourself.

Don’t mince words. Be direct to the point. Write them as you would say them to yourself or someone else.

Use statements that you know to be true about yourself. Start with some obvious truths, and add more as they come to mind. This is an excellent exercise to increase your self-esteem and sense of self-worth and confidence. Examples:

* I can change whatever I focus on.
* Others succeed; so can I.
* I have already proven that I can recover from hardship.

Empowering Statements are not affirmations. Affirmations are what you would like to be true from now on. The statements you are about to write are positive things about yourself that you know right now.

The purpose of writing and then reading these statements is to raise your mood and spirit by reminding you of what you have and what you can do.

Read them every morning and become inspired and energized by your own vast resources!

What are you waiting for? Start writing!

**MY EMPOWERING BELIEFS:**

* I have considerable resources.
* I am powerful.

! ! ! ! ! ! ! ! ! !

**MY EMPOWERING BELIEFS:**

! ! ! ! ! ! ! ! ! !

What I Do:

What do you do?

I don’t mean what you do for a living or as a hobby. I’m asking about ALL the things you do in your Life. Do you help people? Do you share what you know? If you do those things, then you Help and Teach.

Do you persist? Do you find a way? Do you figure things out? If so, then you Persist, Create, and Solve.

Write a list of everything you do in your Life. Don’t leave anything out. Make it a list of positive actions—this list is intended to empower you to continue to do those things, and do them effortlessly and well. Here is an example of what your list might look like:

**Create, Produce, Build, Construct, Invent, Manifest, Work**

**Change, Evolve, Experience**

**Rest, Recover**

**Repair**

**Impress, Attract**

**Learn, Consider, Study, Concentrate, Master**

**Think, Dream, Imagine**

**Risk, Invest, Commit**

**Love, Befriend**

What I Do:

Who I Am:

Who are you?

Write a list of all the things you are. Write down all of your positive characteristics. Don’t leave anything out. Carry the list with you and add to it each and every time you realize new ones. Let this list remind you that you contain multitudes!

You are multi-faceted—own that. This can become a very long list of things that you know about yourself, and this exercise is one more step on your path of Self-Awareness.

Able

Blessed

Clever

Decent

Energetic

Fair

Generous

Hopeful

Improving

Joyful

Kind

Lustful

Motivated

Noble

Optimistic

Passionate

Quintessential

Recovering

Sensual

Tough

Unique

Vibrant

Wacky

Youthful

Zesty

Who I Am:

**Why Hypnosis?**

Every week I get telephone calls from people who want to know what hypnosis is and what it can do for them. Here are some common questions:

**What is Hypnosis?** It’s a state of mind in which judgment and critical analysis are suspended, and a person is then able to fully consider and accept new beliefs that agree with what they consciously want from Life. Hypnosis is similar to daydreaming, in that the mind becomes open and one becomes less aware of physical sensations and current surroundings. In a state of hypnosis, the subconscious mind becomes open to learning new ways of dealing with Life, Health, and problems of living. All hypnosis is self-hypnosis, and we naturally go in and out of it many times every day.

**What happens during a session?** Typically, the client and I have a brief conversation about what they would like to change. Once we establish confidentiality, trust, and agreement, we then proceed into trance. The client sits passively as I lead them. I look for signs such as breathing patterns, rapid eye movement under closed eyelids, head movement, and other physical responses to suggestions. I make sure that the client is hypnotized rather than just physically relaxed. The client remains calm and relaxed, knowing that all is well and that they are in control at all times. At the end of the session, the client feels energized, rejuvenated, and satisfied that their mind has learned new ways to deal with situations.

**How do I know Hypnosis is working for me?** This is the best part! We know hypnosis is working when your behavior changes without conscious thought or explanation. When I follow up with clients a few days after the session, they report that they simply forgot to smoke or over-eat, or that they just didn’t want to. They usually don’t have a conscious explanation for the change. The effect of hypnosis is that the mind has been re-trained to pay attention to new, desired thoughts and behaviors, and away from the old. Hypnosis is so effective that clients sometimes don’t understand the results—yet they feel a great sense of joy and freedom.

**Why Hypnosis?** Because it can help you change your mind in a very short time. There are other ways, of course, and you know what they are: Willpower, discipline, meditation, journaling, etc. I advocate Hypnosis because it is a shortcut to the subconscious and it works!

**A word about seeking help…**

Therapist – A person who has special qualifications in dealing with and managing emotional problems.

Many certified professionals don’t have those qualifications. They can still provide valuable assistance, keeping in mind that some clients need a team that may include qualified psychologists, psychotherapists, coaches, doctors, dentists, chiropractors, acupuncturists, attorneys, and other professionals trained in specific areas.

Seek help from qualified professionals who have proper training and experience in their fields.

**The Law Of Attraction**

So much has been made of the so-called Law of Attraction that the message has become a little fuzzy. The number of books and movies on the subject is staggering. The phrase itself has become a sound bite to attract anyone who is seeking change and accomplishment.

The Law has been known to a few since antiquity, and was practiced and taught long before books were ever written. You don’t need to read an entire book in order to put it to work for you.

The Law of Attraction is a Universal Law. It works. You can use it anytime and you will get results—which is exactly the reason that it was a Secret for many centuries. It can be used for any reason, good or ill. Many people will be tempted to use it for selfish reasons, without thinking about the ramifications of getting what they desire.

If you are sincere about changing, improving, and manifesting, just follow these simple instructions and you will get there:

* **Know what you want.** Train your mind to identify the things and conditions you truly want in your Life.
* **Decide.** This isn’t the same as wishing. Don’t be half-hearted. Your desire must be sincere and focused. Identify the things you truly want, whether they are objects, people, or conditions. If your vision is not clear, that’s OK. Your vision will become clearer as you practice using this Law.
* **Write down the things and conditions you truly want.** Don’t limit the list. Change it daily, adding or removing items until it reflects what you truly want. Let the list change and evolve—this is normal and natural. There will always be changes as your accomplishments and desires grow and change.

**Follow these rules:**

1. **Read your list three times every day: morning, noon, and night.**
2. **Think about what you want as often as possible.**
3. **Don’t talk to anyone about your plan. Let your subconscious mind work without help from your conscious mind.**

Whatever it is you desire, write it down on the list, even if it seems unattainable. Don’t rationalize or analyze, just write it down. Just follow the three simple rules.

If new ideas or desires come to mind, add them to the list, and go ahead and remove the things that you decide you don’t really want. This is a sign that you are making progress.

It’s natural to have misgivings and disbelief about this simple process. When the doubts arise, just get out your list and read it again. Talk to your inner mind about your desires until the doubts are gone. Remember, nothing can prevent you from getting the things you truly desire. Other people can have these things—why not you?

Your subconscious mind doesn’t argue or rationalize or question; it only does what you ask it to do. As you determine your desires and write them down, be as specific as possible, including timeline and deadline. Whenever you ask the Universe for something, describe it in detail.

When you begin to attain the things on your list, you might be tempted attribute their appearance in your life to Luck or Coincidence. If that happens, give thanks to your Higher Power for coming through for you. Recognize that you have used a Universal Law, and that it actually works at all times—when you are in tune with it. Give thanks with genuine gratitude. Accept the accomplishment with all of the thankfulness, happiness, and renewed faith that you can summon.

One last word on this subject: It’s possible to want and attain things and conditions that will cause unending pain to you and others, along with sickness and death. Be careful when assigning items to your list. You can have what you want, but you must take everything that goes with it. Plan to gain whatever you are sure will give you and your fellow humans the greatest good.

***“Great is the reward to those who help and give without thought to self,***

***as it is impossible to be unselfish without gain.”***

This is the Law of Attraction, and this is how it works. It’s very simple.

Now go back and read the three rules again.

Carry your list with you every day.

**Set Some Goals**

As I mentioned on the very first page, these writings began with a list of my goals. Without goals, I am adrift in Life, merely accepting what comes along without discerning or assessing Quality of Life or satisfaction. With goals, I set intentions and follow some plans and strategies and check along the way to see if I’m getting there.

As a hypnotist and counselor, I work with the subconscious—the 90 percent of mind functioning that’s below the surface. My clients aren’t off the hook after a few sessions, though. In addition to the work I do, they need to change and maintain the changes. They need to set some goals and begin their New Lives with new behaviors.

This part isn’t difficult. And it doesn’t have to be painful. It’s your Life, you might as well be creative and have some fun with it!

I won’t go into the mechanics of setting goals, or the emotional baggage that sometimes goes along with that.

When you’re ready to really change your Life, get a journal to use for this purpose—setting goals. If you don’t have a clear, big vision, just write whatever you can see for now. If some areas are already developed and some are hazy, just write what you know. Come back to this exercise every few months, and you will notice that your vision becomes clearer with time. Set an intention for your mind to begin working on a vision for you, and you will find that a vision will emerge.

**Personal** goals are the things you desire for your personal growth. Examples are things like education and travel and who you would like to be and what you would like to give to others.

**Material** goals is all about the Stuff you want to have for comfort, play, and to leave behind or give away

**Financial** goals are all about $$$. How much do you want? Do you want cash, investments, a retirement account, or all of the above?

(Do yourself a favor and get a copy of *The Richest Man In Babylon*, by George S. Clason. It contains timeless and valid concepts about money and personal finances. It is an easy read, and you will benefit from it. Trust me.)

After you’ve made your lists, **select the three most important goals** from each section and list them in order, along with your reasons for wanting them and what you will **FEEL** like if you don’t get them. Use your emotions as leverage for motivation. For example, What will be the price you will pay and how painful will it be if you don’t pursue and achieve your goals? How great will it feel when you work toward and finally achieve your goals?

Lastly, set your goals in a timeline of the rest of your life. Don’t be afraid to set some long-term goals. Use your imagination and see, in your mind’s eye, your achievements in each stage of your life. If you have trouble visualizing, then just pretend that you can feel your achievements happening.

**Feel** what it will be like when you begin to get what you’re going after. Begin to train your mind to Love and Expect Success.

How will I feel about myself and living my life if I achieve my goals?

Passionate!

Inspired and Inspiring!

Excited!

Joyful!

Capable!

Enthusiastic!

Satisfied!

**Develop a plan.**

**Take some action toward your goals.**

**Gain momentum.**

**What will the price be if I don’t achieve my goals?**

Write down the Initial Steps you will take toward your Goals:

Six Human Needs:

1. The Need for Certainty

Avoid Pain! Seek Pleasure!

1. The Need for Uncertainty, Surprise, and Variety

To avoid Boredom!

3. The Need for Significance

To feel Important, Needed

4. The Need to Feel a Connection and Love

Your approach to the first Four will determine how well you can fulfill the last Two:

5. The Need to Have Personal Growth

6. The Need to Make a Contribution

**Some Favorite Books:**

Frankl, Viktor. (2006). ***Man’s Search For Meaning***.

Boston, MA: Beacon Press.

Gelb, Michael J. (1998). ***How To Think Like Leonardo da Vinci****.* New York, NY: Random House.

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New York, NY: Signet Books.

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Elman, Dave. (1964). ***Hypnotherapy***.

Glendale, CA: Westwood Publishing Co.

Ready, Romilla, & Burton, Kate. (2004).

***Neuro-Linguistic Programming For Dummies.***

Chichester, West Sussex, England: John Wiley and Sons, LTD.

Three Initiates. (1940). ***The Kybalion***.

Chicago, IL: The Yogi Publication Society.

Thanks so much for reading this little book. I am very pleased to share some of the tools that work for me.

I welcome correspondence from you, including feedback and other information regarding hypnosis and hypnotism, and personal growth.

Please contact me through my website, <http://www.TranceFormationHypnosis.com>

or just give me a call anytime.

Be well,

James.

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