

**EFT Basics**

**A Guide to  
Emotional Freedom Techniques™**

**By Joan Sotkin**

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Prosperity Place®  
Santa Fe, New Mexico  
[info@prosperityplace.com](mailto:info@prosperityplace.com)

## An Introduction to EFT

In October of 2001, while surfing the Internet, I came upon a notice for a teleclass in Emotional Freedom Techniques™. I had no idea what EFT was, but instinctively knew that it was something I had to learn.

Not only did I take that course, but I read everything I could about this emerging – and exciting – technique and watched every video offered by Gary Craig, the developer of EFT. From the very beginning, I saw that EFT was the missing piece I was looking for.

For more than twenty years, I had been examining and helping people understand how emotions affect our ability to create a prosperous life. Using techniques I developed, it had become quite easy for me to identify family-of-origin experiences and traumas that affect a person's ability to create and sustain a comfortable, financially secure life.

But once the origins of the problems were identified, I didn't have any place to go with people to address the deep issues that emerged, except to suggest that clients go to traditional therapy, a solution which didn't satisfy me and many clients couldn't afford. Then I found EFT, and I knew that this simple technique could help thousands of people address long-standing issues in a relatively brief period of time.

Financial issues are always related to non-financial emotional issues, such as abandonment, betrayal, abuse and low self-esteem. In order for a person to create lasting change in their financial situation, it is necessary to address these issues. EFT provides a way to do this that individuals can learn and often effectively do for themselves.

In this section, I'm going to present a brief introduction to EFT and how it is done. I suggest that you listen to the audios that are referenced in this book that you will find on ProsperityPlace.com.

### **Where EFT came from**

Roger Callahan, Ph.D, is a psychologist who had a successful traditional practice although he had begun to examine alternative therapies such as applied kinesiology and acupuncture. In 1980, Dr. Callahan had a serendipitous experience with a client who had a extreme water phobia. The phobia suddenly disappeared completely when Dr. Calhan tapped on a specific acupuncture point to treat the patient's stomach disorder. Astounded by the results, Dr. Callahan began developing and refining a system he called Thought Field Therapy.

Dr. Callahan's system was fairly complex and expensive to learn. He was actually charging \$100,000 to take his complete course. Although his technique was very effective, it was far beyond the reach of most laypeople who needed help – and most professionals.

Enter Gary Craig, an engineer by training, who was very interested in finding personal development tools. As Gary explored different avenues of psychology, he became discouraged because available therapies took a long time to administer and often had a limited effect in terms of lasting relief.

When Gary was introduced to Dr. Callahan and his work, he was astounded by the results he witnessed. Although he was skeptical, he did a lot of research into the body's energy system. He decided to take Dr. Callahan's \$100,000 course and learned everything that the good doctor had to offer.

Dr. Callahan discovered that **all negative emotions are caused by a disruption in the body/mind's energy system**. This energy system is made up of the pathways known as *meridians* in Chinese medicine (acupuncture). By tapping on certain meridian points while concentrating on the disturbance, the energy disruption can be reversed and relief experienced.

Gary took what he learned from Dr. Callahan to a new level. The most complicated part of Dr. Callahan's system was the diagnosis. It often took five to ten minutes to decide on a treatment protocol. Once diagnosed, the practitioner knew exactly which points on the meridian system to treat with a simple tapping technique.

There were only twelve points that were used by Dr. Callahan. To tap on all of the points took less than thirty seconds. Gary reasoned that instead of spending so much time diagnosing a problem, why not just tap on all of the points and see what happens.

It worked. As a matter of fact, Gary discovered that the system worked when using only eight of the points. These are the points that are now used in the majority of cases.

Gary has spent years spreading the word about EFT. A talented speaker and communicator, he has given a number of seminars and maintains a website through which he shares a lot of information and video tapes of his seminars. On his site, [www.emofree.com](http://www.emofree.com), there is a free EFT manual, many case histories that explain how EFT is used for a wide range of discomforts, and an ongoing mailing list that you can subscribe to.

EFT removes emotional blocks. It does not do the actual work of changing how you deal with your life. Once the blocks are removed, you have the opportunity to move forward. It is up to you as to how you use that opportunity.

## The EFT Routine

I have been using EFT and teaching it through my site and teleclasses since October, 2001. Although I specialize in using EFT for financial issues, it can be used to treat many different physical and emotional disorders.

I have seen it used effectively for headaches, backaches, and many kinds of physical pain. Personally, I had a serious energy problem that I had tried treating in many ways from which I found relief in about two weeks with EFT.

With clients, I have used it for weight loss, smoking addiction and food addictions. Phobias, post-traumatic stress syndrome, and myriad other problems also respond to treatment with EFT.

What we are going to look at here is the basic instructions for EFT and a brief introduction to using it for financial issues. In each exercise that is outlined in this book, I offer additional suggestions for using EFT. If you want to go further with EFT, I strongly suggest that you download Gary Craig's EFT Manual, which is free. ([www.emofree.com](http://www.emofree.com).)

**The basic theory behind EFT is that all negative emotions and behaviors, and many of the physical discomforts that they cause, are the result of disruptions to your body's energy system.**

The energy system refers to the meridians which are used in Chinese Acupuncture. These are energy channels that are connected to all of your major organs that run throughout your body. When a acupuncturist works on a patient, they adjust the energy with the use of needles. In EFT, the same thing is done without needles. Instead, your fingers are used to tap on certain points.

### **Psychological Reversal**

Psychological reversal happens when your energy system is reversed. It's like putting the batteries in a flash light the wrong way. The electrical current can't flow. When the polarity in your energy system is reversed, you don't die, but many things don't work properly.

This reversal is why some dis-eases, especially those that are chronic, do not respond to various therapies. It also explains why people have trouble losing weight, giving up addicting substances or changing destructive habits. It is also the reason why people sabotage themselves.

Psychological reversal is caused by negative thinking and false beliefs. It's the phenomenon that keeps you from realizing your goals no matter how many affirmations you do or how many times you try to change a particular behavior.

Gary Craig has stated that psychological reversal is present, on average, forty percent of the time. The degree to which it occurs varies from person to person as well as within an individual, depending on the issue that is being addressed.

Because treating psychological reversal only takes about ten seconds, before each round of EFT, a "setup" is always used to set the stage for the meridian treatment. By using it each time, you don't have to guess whether psychological reversal is present or not.

### **The Setup**

Each treatment round is begun with a setup phrase. The setup includes a statement of the problem along with a neutralizing affirmation that counteracts negative thinking. Here are some examples of setup phrases:

- *Even though I have this fear of heights, I deeply and completely love and support myself.*
- *Even though I have this pain in my lower back, I deeply and completely love and support myself.*
- *Even though I was embarrassed when I bounced a check last week, I deeply and completely love and support myself.*
- *Even though I feel depressed, I deeply and completely love and support myself.*
- *Even though I hate to balance my checkbook, I deeply and completely love and support myself.*
- *Even though I believe I can never be a success, I deeply and completely love and support myself.*

The setup phrase is repeated three times while either rubbing on the sore spot or tapping the karate chop point, both of which are on the diagram on page 14. Some people find the sore spot more effective, but most people like to use the karate chop point. If you are working on a stubborn issue, use the sore spot.

### **The Sequence**

The setup is followed by a round of EFT called The Sequence. You will see the points listed and shown on the diagram on page 14. Once you do the setup, you will tap on each of the points about seven times while you repeat a reminder phrase.

The reminder phrase is a short statement of the problem to keep you focused on the problem as you tap. For example, if your setup phrase started with *Even though I was embarrassed when I bounced a check last week*, your reminder phrase would be, *embarrassed when I bounced a check*.

You continue to repeat the reminder phrase as you go through all of the points, except those that are in the Nine Gamut Procedure.

### **How Bad Is It?**

Before starting a round of EFT (The Setup plus The Sequence), it is advisable to evaluate the intensity of your problem using a scale from 0 to 10, 0 being nothing and 10 being awful.

When you think about a situation or a problem you are having, take a “reading” on how you are feeling. If you are all choked up with emotion and on the verge of tears, that’s probably a 10 – and a prime candidate for EFT.

After you do a round of EFT, measure again how you feel. If the number goes down to 0, then you are through. If the number is more than 0 or 1, then you are going to want to do another round.

### **New Phrase**

When doing subsequent rounds on the same problem, you can adjust the setup and reminder phrase to include the word “still have” or “remaining” For example:

The setup: *Even though I am still embarrassed because I bounced a check last week, I deeply and completely love and support myself.*

The reminder phrase: *Remaining embarrassment.*

After you finish the second round, take another intensity measurement. If necessary, do another round.

### **What If There Is No Change or The Number Goes Up**

There are three main reasons why, after doing a round of EFT, you may not notice a change or the number can actually go up. The reasons are:

- The setup phrase was not specific enough
- Other aspects of the problem came up when you were tapping
- “Energy toxins”

If, while you are tapping, something else comes up for you, this is probably another aspect of the problem that is surfacing. For example, if you are tapping on an incident when someone punished you when you were young, you might also have to deal with your feelings about being punished, feelings you have toward the punisher, your fear of trying to do something daring again, etc. Each of these is an aspect of one energy disturbance.

Some people are affected by “energy toxins” that can be foods, pollutants, allergens. Common toxins are perfume, sugar, wheat, coffee, alcohol, nicotine. If this is the problem, although it rarely is, then you will have to avoid the toxin for a few days to get it out of your system.

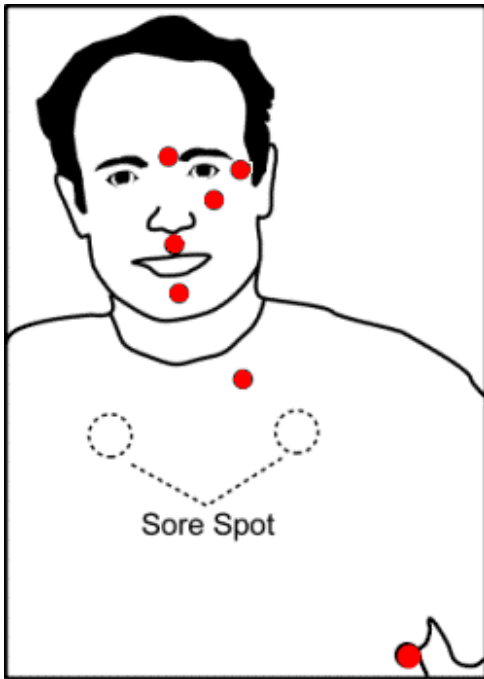
### **The Shortcut**

Although The Sequence only takes 10 to 15 seconds to do, it is possible to cut the time down. The Shortcut involves using only the spots that are shown in the first diagram:

- Inside of the eyebrow
- Outside of the eyebrow
- Under the eye
- Under the nose
- The chin
- The collarbone point
- Under the arm

In most instances, these are the only points you need to use. The illustration on the following page shows the entire “recipe” that includes all of the points and a brain balancing technique (The Nine Gamut Procedure).

## EFT At a Glance



### The Setup:

Rub the sore spot or tap the karate chop point while you repeat three times:

Even though I have this \_\_\_\_\_, I deeply and completely love and support myself.

Or

*Even though I still have this \_\_\_\_\_, I deeply and completely love and support myself.*

### The Sequence:

Tap 7 to 10 times on each point while repeating a reminder phrase:

1. Beginning of the eyebrow
2. Side of the eye
3. Under the eye
4. Under the nose
5. Chin
6. Beginning of collarbone
7. Under the arm

Continue with:

8. Thumb
9. Index finger
10. Middle finger
11. Pinky



The Gamut Point

### The Nine Gamut Procedure

Continuously tap on the Gamut point while doing the following:

1. Eyes closed
2. Eyes open
3. Eyes hard right down
4. Eyes hard left down
5. Roll eyes in a circle
6. Eyes in other direction
7. Hum 2 seconds of a song
8. Count to 5
9. Hum 2 seconds of a song

### Repeat The Sequence

## Doing EFT

NOTE: On ProsperityPlace.com there is an audio of the following EFT instructions that will lead you through an EFT session. Access this audio through <http://www.prosperityplace.com/eft>

If you'll look at the large diagram above, you will see two different kind of points. First are the points called the sore spot. Take your index finger and see if you can locate the point on one side of your body. Keep pressing until you find the spot that is a little sore. You might have to press deeply to find it. For now, just remember where it is.

Now, as we go through the other points, I'd like you to use the index finger and the middle finger on one hand, either one, to tap on each of the points. (Most people use their dominant hand to do the tapping.) During a treatment, you'll tap 7 to 10 times on each of the points. As we go through this point review now, just tap a few times.

First, find the karate chop point. This is along the edge of the fleshy part of your hand. Tap it with the fingers of your opposite hand. This is done during the setup.

Now let's review the other spots.

First is the spot on the inside of the eyebrow. Not between the eyes, but just at the beginning of your eyebrow.. Tap that a few times. Next is the spot on the outside of the eyebrow. Tap Tap Tap. You can do this on either side of your body. Don't pound on the spots, just tap them.

Next is under your eye, under the middle of your eyeball if you are looking straight ahead. Next is under your nose. Then, between your mouth and chin, in that indentation.

Next is the collarbone spot. First find the end of the collarbone on each side. Using your thumb and index finger, you'll find two bumps, one on either side of the center of your neck. Can you feel the two bumps? These are what I'm calling the end of the collarbone. Now on one side, either left or right, go down about an inch below the end of the collarbone. That's the collarbone point.

The last point on the body is under your arm. You'll have to lift your arm for this one. It's a few inches below your armpit. For women, it's about where your bra goes around under your arm.

These are the points that are used for The Shortcut. But let's review the other points as well.

First, let's do the points on your hand. Tap just on the outside edge of your thumbnail. Tap tap tap, the edge of the nail of your index finger, the same place on your middle finger, then the same place on your pinky.

The last spot is in the third picture on the web page. It's on the back of your hand. We call this the gamut point. It's used for what is called the Nine Gamut Procedure, which we only use on occasion as a brain balancer.

**Try this:**

Now, let's go through an actual round of EFT.

I'm going to pick an issue that often comes up for people who are doing prosperity work. If you don't think it applies to you, then when I suggest the setup phrase, you can just say something that applies to you.

Let's do one for "I don't deserve to be wealthy." This belief is often present when people are working to create financial comfort. They might say they deserve it, but underneath is that reversal that says, you don't deserve it.

Start by closing your eyes and thinking about the statement "I don't deserve to be wealthy." What kind of feelings does saying that to yourself bring up for you? Think of yourself as always struggling financially. Can you see that picture? As you go into that feeling, think about where you are feeling discomfort. Then decide, on a scale of 0 to 10, 0 being none and 10 being awful, how intense the discomfort is.

Now let's do the treatment.

Tap on the karate chop point or rub on the sore spot while you say,  
*"Even though I don't deserve to be wealthy and I feel that no matter how hard I try I'll never be wealthy, I deeply and completely love and support myself."*

Again

*"Even though I don't deserve to be wealthy and I feel that no matter how hard I try I'll never be wealthy, I deeply and completely love and support myself."*

And again,

*"Even though I don't deserve to be wealthy and I feel that no matter how hard I try I'll never be wealthy, I deeply and completely love and support myself."*

Now, as we tap on the other points, let's use the reminder phrase, "don't deserve wealth." Remember, you'll tap about seven to ten times.

Tap inside your eyebrow as you say "don't deserve wealth"

Now outside your eyebrow tap tap tap "don't deserve wealth"

Under your eye "don't deserve wealth"

Under your nose "don't deserve wealth"

On your chin "don't deserve wealth"

The collarbone point "don't deserve wealth"

Under your arms "don't deserve wealth"

Outside edge of thumbnail "don't deserve wealth"

Index finger "don't deserve wealth"

Middle finger "don't deserve wealth"

Pinky “don’t deserve wealth

Now, tap on the gamut point on the back of your hand while you follow these instructions:

Close your eyes.

Open your eyes

Look hard right down

Look hard left down

Make a circle with your eyes

Make a circle in the opposite direction

Look straight ahead and hum a few bars of happy birthday (hum)

Count quickly to five 1 2 3 4 5

Hum a few more bars of happy birthday.

Now we are going to tap again.

Tap inside your eyebrow as you say “don’t deserve wealth”

Now outside your eyebrow tap tap tap “don’t deserve wealth”

Under your eye “don’t deserve wealth”

Under your nose “don’t deserve wealth”

On your chin “don’t deserve wealth”

The collarbone point “don’t deserve wealth

Under your arms “don’t deserve wealth”

Outside edge of thumbnail “don’t deserve wealth

Index finger “don’t deserve wealth:

Middle finger “don’t deserve wealth”

Pinky “don’t deserve wealth”

Ok. Close your eyes and take a deep breath.

Go inside again and think about not deserving wealth. Again, give the discomfort a number from 0 to 10. Is it less than it was before? Chances are that it is. If there is still discomfort, you can go through another round of EFT on the same issue. Then, take a reading again as to where you are with this.

There’s a good chance that other related issues will come up while you are doing this. For example, as you are tapping on “I don’t deserve wealth,” you might remember a time when you did something that your family considered “bad.” The incident might cause you to feel shame or guilt. As soon as you realize that this is a related issue, you can treat whatever comes up. The issues may come up, one after another. You can treat any of the issues and try to get them down close to a zero.

It is sometimes easier, at least for the first few treatments, to have an experienced EFT practitioner work with you to help you learn the routine

For each exercise in the following section, I will suggest some Setup Phrases to use for financial issues.

## **Additional EFT Spots**

In a recent update of the EFT Manual, Gary Craig has added an additional spot on the torso. It is called the BN, or **Below the Nipple** spot. For men, this is one inch below the nipple. For women, it is where the underside of the breast meets the chest wall. You can tap this spot after the underarm point.

During Gary Craig's tape, The Ultimate Therapist, two of the practitioner participants added additional spots which Gary continued to use during that seminar. He also used them during the Palace of Possibilities seminar, although the spots have not shown up in his manual. I use the spots occasionally with clients who I see in person.

The spots are:

- **The top of the head:** Using a flat hand, tap on the top of your head.
- **Inside of the wrist:** Mark off a spot about three fingers down from the bottom of your hand on the inside of your wrist.
- **Inside of the ankles:** You can do this on one or both ankles.

## **Disclaimer**

EFT is a safe and effective protocol. Very rarely, a person might feel some discomfort as emotions start coming up. Experience by Gary Craig and other practitioners has shown this to be very rare and of short duration.

Use common sense when doing EFT. If you have deep, long-standing, unresolved emotional issues, you might want to do EFT with a practitioner before attempting it yourself. Ultimately, the responsibility rests with you. Neither Gary Craig nor I can take responsibility for what you do on your own with EFT.

## Resources on ProsperityPlace.com

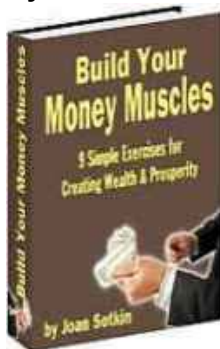
### Prosperity Coaching

Joan can help you identify your core issues that are affecting your ability to create financial comfort and prosperity. Using EFT and other techniques, she can help you establish a healthy relationship with money.

### The Build Your Money Muscles Program™

An extensive program designed to help you overcome blocks to your financial freedom. Included in the program:

➔ **The new e-book: Build Your Money Muscles: 9 Simple Exercises for Creating Wealth & Prosperity.**



This easy-to-read book contains full instructions for doing EFT with specific instructions for using EFT to deal with financial issues. This material only is available here.

Also included in this book are simple-to-follow exercises that will help you gradually prepare you for increased wealth and prosperity. The exercises can be done at your own speed and have a long-lasting effect.

➔ **Free Audio:**

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