

Hannu Pirilä

Better Life and NLP



Inspirational ideas and practical guidelines for NLP,
mental well-being, self-leadership and better life

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**INSPIRATIONAL IDEAS AND PRACTICAL
GUIDELINES FOR NLP, MIND CONTROL, MENTAL
WELL-BEING, SELF-LEADERSHIP AND BETTER
LIFE**

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HP

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Foreword

This third book of mine is similar to my first book, *The Little Book of Personal Development, Success and Happiness*, published in early 2013 in that sense that this one, too, has been compiled from articles and writings I have previously published and that you can find from all over the wonderful world of the internet.

However, I have edited this book and its chapters a little more generously from their original outfits. So, in a way, one could say that I have constructed the content of this book even more carefully than my first book.

On the other hand, my growth, both as a coach and as a human being, is visible in this book. In the years that have passed between these books, I have continued to develop myself daily and study the workings of the human mind. In addition, with the numerous coachings and trainings I have given, my own experience and expertise have naturally continued to grow.

In my opinion, self-development is an endlessly fascinating and inspiring journey, which I want to continue from one day to the next. The results I have achieved and helping other people with various challenges constantly encourage me to move forward. My own development and the pleasure of helping others inspired the publication of this book as well.

In a way, this book is also an intermediate form of my first and second books. The purpose of my first book was to evoke thoughts, insights, and questions in its readers. In my second book, *Your Own Blue Ocean*, published in English in July 2020, I seek to provide answers to the questions that my first book hopefully raised. In addition, in *Your Own Blue Ocean*, I present a host of NLP

techniques and exercises that allow readers to really coach themselves to achieve the things they want to achieve in their lives.

In this *Better Life and NLP* book, I aim to offer both to some extent. My intention is still to evoke thoughts and insights in my readers because our minds will not be motivated to look for new solutions without them. In addition to this, I also present in this book a multitude of techniques and ways to help you move forward on your path guided by your insights.

I hope you will get a lot of new ideas and insights from this book again and that this book will help you once again as one component towards the things you want in your life.

In Vantaa, Finland, January 2024

Hannu Pirilä

Is NLP a Hoax?

I come across this question every now and then: Is NLP (neuro-linguistic programming) a hoax or a claptrap?

The answer to that question is that, unfortunately, sometimes it is (but not always).

I should probably open this up a little more.

To Make Sense of this Properly, I Need to Tell You a Little Bit About the Background of NLP First.

NLP was developed in the early 1970s by Richard Bandler, a mathematics and computer science student at the University of California, Santa Cruz.

Bandler became acquainted, for various reasons, with psychiatry and psychology and read a tremendous amount of literature on these subjects. Bandler was puzzled that, at the time, there were approximately 160 different schools of psychology and psychiatry in the world arguing over who had the right approach to helping people – even though no school was able to show that they were achieving regularly desired results in their patients!

From this began to grow his interest in the human mind and how it could be developed and improved.

However, there were a few individual therapists around the world who were famous for their ability to help their clients and patients bring about the desired changes. Bandler modeled several of these successful therapists and created kind of mathematical formulas and models from their activities and the language patterns they used,

which he started to apply to see if he could achieve results similar to those of these successful therapists.

It turned out he could.

Bandler began to hold various therapy groups on the university campus, gaining a reputation at his university. With his reputation, Bandler was joined by John Grinder, a professor of linguistics, with whom Bandler set out to develop NLP further, modeling successful people and how they achieved success in their field. Together, Bandler and Grinder modeled, e.g., successful salespeople, artists, athletes, executives, therapists, and many other tops in their respective fields.

In addition, they modeled ordinary people who had accomplished something exceptional, such as getting rid of their fears and phobias without outside help.

In 1980, however, the roads of Bandler and Grinder parted ways. Following a lawsuit in 1981, the court granted Richard Bandler the rights to use the terms and names NLP and Neuro-Linguistic Programming. However, after a new trial in 2000, the court ruled that no one had the exclusive right to use those terms and names. As a result, NLP became a “free game.”

Because of this, NLP is unfortunately often equated with hoaxes and claptraps.

Around the world, as a result of this court decision, there are downright an enormous amount of dudes and blokes who say they use and teach NLP – even though, in fact, the methods and techniques they use are not necessarily based on NLP at all.

So NLP really has two developers: Dr. Richard Bandler, the originator of the whole methodology, and John Grinder, who soon joined. Since parting, Bandler and Grinder have continued to develop and train NLP independently.

How to better control your own thinking and thereby change your actions and behavior?

How to improve your quality of life and achieve better results in life?

Our quality of life is formed by what meaning we give to things in our life, what kind of choices we make and how we act in different situations. By controlling our thinking and mind, we also control our behavior and the meaning we give to things.

This book contains ideas, instructions and techniques for life management and self-leadership. The different chapters of the book introduce the reader to the use of Neuro-Linguistic Programming, NLP, through different topics.

This book doesn't tell you what you should think or how you should act, because it all depends on your goals and what you value. Instead, this book teaches you how to make the changes you want in your thinking and through that bring about concrete changes to improve your quality of life.

The purpose of this book is to arouse thoughts and insights in you, because without them your mind will not be motivated to look for new solutions. In addition, this book introduces a whole bunch of different techniques and methods that will help you move forward on your path guided by your insights.

This book offers plenty of new thoughts and insights, guiding you towards the things you want in your life.

Cover photo: Hannu Pirilä



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