

HANNU PIRILÄ

# WORDS OF WISDOM

INSPIRATIONAL QUOTES FROM WISE PEOPLE  
FOR PERSONAL GROWTH  
- AND THEIR INTERPRETATIONS

HP





Words of Wisdom | Hannu Pirilä

*Words*  
*of*  
*Wisdom*

Inspirational Quotes from Wise People  
for Personal Growth  
– And Their Interpretations

Hannu Pirilä

HP

First Edition

© Hannu Pirilä/HPA Consulting Oy, 2025

Publisher: BoD · Books on Demand, Mannerheimintie 12 B, 00100 Helsinki,

bod@bod.fi

Print: Libri Plureos GmbH, Friedensallee 273, 22763 Hampuri, Saksa

ISBN: 978-952-80-9562-0

Editing: Hannu Pirilä

Images: Hannu Pirilä

©Copyright 2025, Hannu Pirilä/HPA Consulting Oy. All rights reserved. Reproduction in any form without the expressed written consent of the author is prohibited.

# Index

Introduction	1
Our Experience of Life	6
Perception	14
How Have We Created Our Lives – So Far?	20
Creating a New Life	25
Vision, Goals and Directions	29
Meaning and Purpose	35
Values And Beliefs	41
Beliefs and Fears	52
Happiness	63
Success	70
Growth and Change	76
Gratitude	87
Abundance	92
Freedom	96
Love	101
Health and Well-Being	110
Actions and Behaviors	120
Thought	135
Miscellaneous Wisdoms	139
Conclusion	145

**APPENDIXES:**

Acknowledgments	157
End Notes	161
Bibliography	182
About The Author	190
Other Books by Hannu Pirilä	194

# Introduction

Let me start by giving you a metaphor.

Imagine living in a cave system. This cave system provides you with everything you need to survive: food, drink, work, etc.

In this cave system, you do the things you were taught in childhood and you feel your life is more or less safe. Of course, all kinds of adversities and dangers come your way from time to time, but life always goes on despite them.

In this cave system, there are countless caves and corridors, with spaces of different sizes, smaller and larger, in between, and over time you have learned to move around in the system, gradually expanding your familiar territory.

One of the challenges of living in the cave system, however, is that you can only see a very limited part of the cave system at a time as move around there with your lantern. You can never be sure what will come around the corner or the bend. You react to everything you encounter in ways that you have learned along the way.

Your life in the cave system runs itself much as a reaction to your environment, and all good and bad things come from your environment, in one way or another. Basically, you just do what you've been taught to do and hope that nothing too bad is going to happen.

However, every now and then you hear stories from other cave dwellers about a different world. In certain circles, there is a rumor that there are exits from the caves and that on the other side of them, a completely different, bright and ample world opens up. A world with unlimited possibilities!



The vast majority of the fellow cave dwellers consider this outer world to be a fairy tale, and even those who consider it possible find it quite frightening. If there are unlimited possibilities, there must also be unlimited threats!

Every now and then you hear from someone who has met someone who has been outside the cave system and some who even live there. According to them, life outside the cave system is something incredibly wonderful. Some of them also reportedly offer guidance to those who are interested in finding their way out of the caves into this bright and ample world. Some have reportedly even gone with these guides. However, few have dared. Why leave the cave system that you know? What could be so wonderful outside of it? Does such a world really exist? Why take the risk – what if I can't find my way back if I want to?

So the vast majority of cavemen would rather stay in their limited but familiar caves than go see what life outside could offer.

Our minds are like that cave system I described: restrictive, but familiar. According to Dr. David R. Hawkins, almost 80% of people live inside their minds in a world like the cave system I described. Almost 80% of people live their lives repeating the same thoughts and the same actions, achieving the same results in their lives, staying in the familiar but restrictive environment.

The wise people whose words I quote in this book are all like those guides I described, and they have dedicated their lives to help people just like you and me to come out of the metaphorical cave system and see the bright and ample world with unlimited possibilities that is outside and accessible.

With the help of these wise guides, it is my aim to do the same.

## Why Me? Why This Book?

I became interested in self-development some 30 years ago because I somehow wanted to get more out of life. Slowly my interest grew as I started to realize how much I actually can influence on how I feel and how I perceive my life.

As years went by, I started to read more and more books and attend seminars and trainings. Some of the books and seminars were amazing, some not so much. For the last twenty years or so I have also collected quotes and wise words from the books I've read and the seminars and trainings I've taken.

This book contains what I think are some of the wisest and most inspiring quotes I have collected so far. My job in this book has been to choose the quotes that I think will fit best to the purposes of the book, to put them in a coherent order and to write some of my own thoughts and interpretations that I think will help in understanding them.

On the other hand, one must remember that my thoughts and interpretations are only my own perceptions; they are not the truth. It is important that you take in whatever will make you grow in the direction that is best for you.

Largely for the same reason you may find some of the quotes contradictory. They may be or they may not be. They represent the views and thoughts of different people. Although they may not be the "truth," they might still be exactly what you need to find your own way to the truth. At the very least, I believe that all the quotes in the book – as well as my own comments – will guide you towards your own personal growth.

Some quotes also contain words with strange capital letters. These words are related to the broader contexts of the books, which are not apparent from the short quotes. However, I have decided to leave

these capital letters in the quotes to preserve their originality. This is just for the reader's information in advance...

Although the ultimate goal of this book is to help people grow mentally and spiritually and, thus, make this world a better place for all of us, my intention is not to try to tell you how to live your life. The main purpose of this book is to give you more motivation, inspiration and insights to find your own way to your personal growth.

Another purpose is to give credit to some of the greatest minds that I've come across so far. At the end of this book, you will find a complete list of the sources and a list of the books I have used. I highly recommend you read all of these books.

In a way, the quotes I have gathered represent the journey I have traveled in the world of self-development.

In the beginning, I read a lot of books – and collected a lot of quotes – on how to solve my problems, how to move ahead in life and how to set goals for myself. As I moved along on my path, I started to learn about the meaning our beliefs have on our thoughts and emotions, and how our thoughts affect our perceptions and how we experience life.

The more I got to understand how we truly are responsible of our lives and how we create our experience of our lives with our thoughts and perceptions, the more I became interested in the spiritual part of how we experience life.

All these stages can also be found in this book. Although these stages are somewhat scattered throughout the pages of the book, the order of the chapters is loosely following my own journey of self-development.

## How to Read This Book

You can naturally read the book the way you want. There is no right or wrong way.

However, it is my recommendation that you first read it from beginning to end and once you've done that you can come back to specific chapters and topics whenever you feel like reviewing them.

By reading the book first from beginning to end will give you an overview of the journey that, according to my observations, most of us, in varying versions, go through on the path of our personal growth. I believe that might be also helpful for you in order to have the most coherent experience of the book.

Later, you can either choose to look at certain chapters or topics or simply open the book randomly to seek for inspiration whenever you feel like you could use some. Sometimes a random opening of a book will provide you with the exact thing you were looking for...

Regardless of the way you choose to read this book, I wish you rewarding and inspiring moments with it.

In Vantaa, Finland, March 2025

Hannu Pirilä

## Chapter One

# Our Experience of Life

What is our experience of life? How do we create that experience? What are we here for? How should we live our lives?

These are questions that many of us ponder throughout our lives. This chapter aims to provide some insights and answers to those questions.

Let's start with some general thoughts about life and some information on how we create our experience of life.

## How Do We Create Our Experience of Life?

Our experience of life on Earth is shaped by a dynamic interplay of internal and external factors, involving the mind, body, environment, and our relationships with others. Here's a breakdown of how this process works:

### 1. Perception: Interpreting Reality

Sensory Input: We perceive the world through our five senses — visual (sight), auditory (sound), kinesthetic (tactile), gustatory (taste), and olfactory (smell). These senses provide raw data about our surroundings.

Filters of Perception: Our brains filter this sensory data through past experiences, beliefs, and cultural conditioning, among other things. Two people can experience the same event but interpret it differently based on their unique filters.

## 2. Thought: Constructing Meaning

**Internal Narratives and Images:** Thoughts are like the stories we tell ourselves about what is happening. They shape our understanding of events, turning raw sensory data into meaning.

**Beliefs and Assumptions:** Deep-seated beliefs influence how we think about life, shaping our expectations and interpretations of the world.

## 3. Emotions: Adding Depth to Experience

**Emotional Responses:** Emotions arise as a reaction to our thoughts, perceptions, and experiences. For instance, if you interpret a situation as threatening, you may feel fear.

**Emotional Memory:** Past emotional experiences influence how we respond to similar situations in the future, reinforcing patterns of feeling and reacting.

## 4. Action: Interacting with the World

**Behavioral Choices:** The way we act shapes our experiences. For instance, responding with curiosity versus defensiveness can create entirely different outcomes in a situation.

**Habits and Practices:** Repeated behaviors become habits, which create a framework for how we live day-to-day.

## 5. Environment: Shaping Context

**Physical Environment:** Where you live, your surroundings, and the people around you play a significant role in shaping your experience of life.

**Cultural and Social Influences:** Societal norms and cultural values influence how we perceive and respond to life events.

## 6. Awareness and Consciousness: Shaping Perception

**Awareness and Attention:** Where you focus your attention determines what you notice and how you interpret it. Practicing meditation can help you become more aware of how you're creating your experience.

**Choice and Intention:** With awareness, you can consciously choose how to respond rather than reacting automatically.

## 7. Meaning and Purpose: The Lens of Life

**Values and Goals:** What you value and aim for in life shapes how you experience events. For instance, someone who values personal growth might view challenges as opportunities rather than setbacks.

**Sense of Purpose:** Having a sense of meaning or purpose can color life with greater satisfaction and fulfillment.

## 8. The Feedback Loop: Self-Reinforcing Patterns

**Thought-Emotion-Action Cycle:** Our thoughts influence our emotions, which drive our actions, which in turn shape our experiences and reinforce our beliefs. This creates a continuous loop of experience.

**Neuroplasticity:** The brain's ability to rewire itself means that we can intentionally reshape our experiences by cultivating new thoughts, emotions, and behaviors.

We all experience, perceive, and interpret the world and its events based on our mind's proclivity to explain via mentalization and interpretations of perceived data. This process results in what is best described as the presumption that the perceived/experienced world represent 'reality'. In other words, we think that what we are perceiving is the reality when, in fact, what we perceive is our mind's interpretation – kind of its 'best guess' – of the reality.

So, our experience of life is not just about what happens to us but how we interpret, feel, and respond to those events. By cultivating self-awareness, questioning and re-shaping limiting beliefs, and intentionally focusing on growth and gratitude, we can shape a richer, more fulfilling experience of life.

“Do you know that you are the creator of your own experience?”

-Esther and Jerry Hicks <sup>1)</sup>

“Everything we experience – joy or pain, interest or boredom – is represented in the mind as information. If we are able to control this information, we can decide what our lives will be like.”

-Mihaly Csikszentmihalyi <sup>2)</sup>

“Realize that you are the creator of your own reality. You can make choices, if you will only exercise your ability to do so.”

-Bill Harris <sup>3)</sup>

“You are the cause of all your experiences *of* life, meaning that you are the cause of your *reactions* to everything that happens to you.”

-Susan Jeffers <sup>4)</sup>



“We as human beings do not operate directly on the world. Each of us creates a representation of the world in which we live. That is, we create a map or model which we use to generate our behavior. Our representation of the world determines to a large degree what our experience of the world will be, how we will perceive the world, what choices we will see available to us as we live in the world.”

-Richard Bandler and Owen Fitzpatrick <sup>5)</sup>

“Your senses are selective – there are certain vibrations they receive and others they don’t. And on top of your senses comes your noticing what your senses tell, because you don’t notice everything, and that is another act of selection. Then on top of that is how you interpret what you notice – what patterns of sense you fit into it, what patterns of reason you see, and patterns of what we call ‘good judgement’ – and that is still another level of selection. So, the world that we are constantly aware of is a selection of your mind.”

-Alan Watts <sup>6)</sup>

“Your experience of life is primarily affected by the perspective you view it from. Depending upon the meaning we give to situations or events, we will feel and behave differently.”

-Paul McKenna <sup>7)</sup>

*"You are the creator of your own life experience, whether you know that you are or not – so you might as well do it deliberately." -Esther and Jerry Hicks*

*"If you don't take control of your life, someone else will." -Paul McKenna*

This book is a result of more than 30 years of research and studying different schools of personal development and the author's 15 years of experience in professionally helping people in their path of personal growth.

What makes this book unique from other books containing quotes is that the quotes are bundled in different topics of the personal growth process and, most importantly, interpreted and explained in a coherent way by the author.

The book has quotes from more than 100 sources, including such wise people as: John Assaraf, Marcus Aurelius, Richard Bach, Richard Bandler, Sydney Banks, Richard Branson, Deepak Chopra, Stephen R. Covey, Mihaly Csikszentmihalyi, John F. Demartini, Joe Dispenza, Wayne W. Dyer, Albert Einstein, Viktor E. Frankl, Mahatma Gandhi, Bill Harris, David R. Hawkins, Esther and Jerry Hicks, Napoleon Hill, Sandra Ingerman, Bruce H. Lipton, Frank Martela, Paul McKenna, Anita Moorjani, Michael Neill, Seka Nikolic, Anthony Robbins, Ulla Suokko, Alberto Villodo, Alan Watts and Robert Anton Wilson

This book is not just a collection of famous quotes, however, but rather a carefully considered collection of wisdoms from wise people related to personal growth, supplemented by the author's own experience and thoughts.

To help the reader get the most out of it, at the end of the book everything is brought together in an understandable and coherent form.

After reading the book once through, you can either choose to look at certain chapters or topics or simply open the book randomly to seek for inspiration whenever you feel like you could use some.

