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*Richard
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*Explains how we use
our communicating
processes to
generate behaviours
which unconsciously*

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stand out on their own and speak for themselves. Covering everything from the sales process through to the close, the text considers the human communication processes present in a wide range of situations.

This book does what no other book can. It gets right to the

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*heart of Teaching
and Learning by
helping you
understand how
learning works. This
edition includes
bonus videos that
include chapter
introductions,
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the authors to help
you further
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*techniques to
achieve lasting
freedom from
negative habits,
thoughts, and beliefs.
This book combines
new thinking, cutting
edge neuroscience,
humour and Phil
Parker's upside-down
perspective to life's
problems and their
solutions to help you
become happy and*

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*fulfilled. Learn how
to:*

- use the power of language to release 'stuckness' and create change*
- recognize and interrupt negative thought patterns to change the way your brain works*
- develop awareness of exactly what you need to do differently, so that*

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you can become your own coach • choose a new future - and make sure that it happens! Based on two decades of research and Phil's world-changing Lightning Process® , Get the Life You Love, Now takes you step-by-step on an amazing journey of self-discovery unlike

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*My Voice Will Go with
You*

*Time for a Change
A Black Choice*

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**These seminal
works in
neurolinguistic
programming
(NLP) help
therapists
understand how
people create
inner models of
the world to
represent their
experience and
guide their**

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behavior.

Volume I

describes the
Meta Model, a
framework for
comprehending
the structure
of language;

Volume II
applies NLP
theory to
nonverbal
communication.

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**Richard
Bandler, co-
creator of NLP
and the man who
inspired Paul
McKenna to
greatness,
collaborates
with Alessio
Roberti and
Owen
Fitzpatrick to
reveal how to**

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true potential
and transform
your life.
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book is for
anyone
interested in
making their
life
significantly
better. It is a
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techniques from
one of the
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geniuses of
personal
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techniques in
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exponentially
increase your**

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dramatic life-
enhancing
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is by far one
of the most
entertaining
and
professionally
stimulating
books I have
read. It will
change your**

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Life You Want
life!" - - Paul

McKenna, Ph.D,
author of I Can
Make You Thin
and host of The
Learning
Channel's I Can
Make You More
than thirty
years ago,
Richard Bandler
set out to
discover how

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**some therapists
managed to
effect
startling
change with
their clients,
while others
were arguing
about theories
as their face
patients waited
in vain for
help. Now**

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**widely regarded
as the world's
greatest
hypnotist,
Richard Bandler
observed and
developed
patterns which
became the
foundation of n
euro-linguistic
programming
(NLP), arguably**

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**one of the most
profoundly
effective
approaches for
self-
development and
change. Since
coauthoring the
internationally
influential
books, The
Structure of
Magic Volume 1,**

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**and Patterns of
the Hypnotic
Techniques of
Milton
Erickson, M.D.
Volume 1,
Bandler has
traveled the
world, honing
his skills and
helping people
solve problems
and achieve**

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goals when
other "experts"
have been
unable to help.
Richard
Bandler's Guide
to TRANCE-
formation, he
returns to his
roots: hypnotic
phenomena,
trancework, and
altered states

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**to provide a
highly**

**compelling
prescription
for personal
change.**

**According to
Bandler,
"trance" is at
the very
foundation of
human
experience.**

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People are not
simply in or
out of trance,
but are moving
from one trance
to another.

They have their
work trances,
their
relationship
trances, their
driving
trances, and

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their parenting
trances. Some
of these states
are useful and
appropriate;
others are not.
With his
signature wit
and contrarian
approach to
therapy,
Bandler shows
how anyone can

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**reset or
reprogram
problem
behaviors to
desired
alternatives,
with lasting
and life-
altering
results.
Peppered with
case studies
and more than**

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**thirty
exercises,
Richard
Bandler's Guide
to TRANCE-
formation, is
an intriguing,
engaging, and
often amusing,
read for
anyone, whether
they are new to
NLP, want to**

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**further their
NLP training,
or simply want
to make a
positive
difference in
their own
lives.**

**Introduces a
series of
effective
breakthrough
techniques for**

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**lifelong change
from one of the
greatest minds
in the field of
personal
growth.**

NLP

**Richard
Bandler's Guide
to Trance-
formation
Neuro
Linguistic**

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**Programming
Persuasion
Engineering
The Complete
Guide to
Understanding
and Using NLP
The Structure
of Magic**

The authors,
practitioners in NLP,
explain Milton H.
Erickson's skills of

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hypnotism to the readers, identifying the elements of his skill by using refined patterning and modelling techniques. Erickson also describes his methods in his own words.

Bandler covers a lot of ground in this book - in his unique style - and provides real

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insight into areas such as sub-modalities and multiple perspectives in a fairly short period (157 pages). The content is edited notes from a series of Bandler workshops (in a similar vein to Frogs into Princes and Trance-Formations). The book begins with an overview of NLP -

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making particular reference to the "new" submodality patterns (the book was written in 1985) and presenting these as a faster and more powerful way of creating personal change. Subsequent chapters provide a humorous exploration of many of the traditional approaches

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to personal change
and outline many
useful guiding
principles (structure
versus content etc) for
the application of NLP
to personal change.
The author makes
repeated reference to
a number of
epistemological
issues underlying
traditional
psychological

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approaches that tend to focus on "what's wrong, when you broke, ... what broke you, ... and why you broke." He goes on to state that

"psychologists have never been interested in how you broke, or how you continue to maintain the state of being broken." NLP on the other hand,

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Bandler asserts, assumes people work perfectly and that people are just doing something different from what we (or they) want to have happen. This provides a clear indication of the approach adopted in the remainder of the book, and suggests that the focus of NLP on

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subjective experience
(as the study of
subjective
experience) is entirely
valid and necessary.
Bandler provides a
convincing argument
for tailoring all our
change work to the
individual - purely
because each
individual is unique.
The book continues
with a useful and

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insightful exploration
of a number of
techniques (including
the fast phobia cure,
contrastive analysis in
belief change,
integrated anchors
and Swish,) as well as
discussion of more
general (and
generative) strategies
for learning and
motivation.

This work covers

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Neuro Linguistic
Programming (NLP),
a model of human
experience and
communication. Using
the principles of NLP,
the book asserts that
it is possible to
describe any human
activity in a detailed
way that allows the
reader to make many
changes quickly and
easily. It claims that

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using the techniques
of NLP one can learn
to: cure phobias and
other unpleasant
feeling responses;
help children and
adults with learning
disabilities overcome
these limitations;
eliminate unwanted
habits, eg. smoking,
drinking, over-eating
and insomnia; and
make changes in the

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interactions of
couples, families and
organizations so that
they function in ways
that are more
satisfying and
productive.

Transcriptions of
video tapes by the
originator and co-
founder of Neuro-
linguistic
programming.

The Essential Guide

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to Neuro-Linguistic
Programming

How to Take Charge
of Your Life

Living with ADHD

Frogs Into Princes

Teaching Excellence

Simple Exercises to
Change Your Daily
Life

Do you struggle to
lose weight and
wonder why? Do

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your bad habits and
lack of confidence
hold you back? Do
you find yourself
repeating bad
patterns of behavior?
Fix Your Lifewill
show you how easy
it can be to rid
yourself of life's
irritating problems
by using the latest

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psychological
techniques of NLP.

This is an ideal
introduction to the
subject, as the author
Alicia Eaton cuts
through the technical
jargon that's usually
associated with NLP
and explains how the
techniques and
strategies used by

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some of the world's
most successful
people, can easily be
incorporated into
your daily life. As
well as explaining
how our minds work
and why it's so easy
to fall into bad
patterns of behavior,
the author presents
the NLP techniques

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as 'Apps for the
Mind'. So, just as
you'd download an
App for your phone
or computer to
expand its'
capabilities, you'll
now be able to
download an 'App
for your Mind' to
enable you to
achieve more than

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ever before. Client stories from the author's Harley Street practice demonstrate how to fix fears and phobias such as public-speaking or fear of flying; deal with bad habits such as shopping addiction or Facebook

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obsessions and even
apply your very own
hypnotic gastric
band to combat
overeating. Readers
are encouraged to
view this book as a
'first aid kit for the
mind' that can
support them, plus
friends and family,
for many years.

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There is a brighter
future ahead of you ☐
and it starts right
here, right now. It
doesn't matter how
your life has been so
far. It doesn't matter
what's happened in
the past. All that
matters is now.

Change can happen
in an instant and

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making changes,
even really big ones,
can be much less
scary than you might
imagine. All you
need is to change
your thinking - and
this book explains
how. Change Your
Life with NLP uses
powerful tools and
techniques from the

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tried and tested field
of neuro linguistic
programming to
reveal how you've
got to where you are
and what might be
holding you back or
stopping good things
happening. You can
use NLP to: -
determine what you
want in life - find the

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perfect partner or
career - boost your
confidence - increase
your happiness -
banish anxiety - drop
bad habits - lose
weight (and keep it
off) - get out of debt
- improve your
relationships with
everybody and
much, much more.

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In fact, once you understand what's going on in your unconscious mind, and have shifted your thinking, every area of your life will start to benefit! This new edition includes three brand new chapters on using NLP for influence

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and persuasion,
becoming more self-
aware and
identifying and
understanding your
priorities.

"Written in the form
of a fable, Choose
Freedom is the
prequel to The
Ultimate
Introduction to NLP.

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Once again Bandler invites readers into his workshops and illustrates the theories and techniques he has spent years developing. Based around a three-day introductory course, this book will give you the tools you

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need to start making
an effective change
today. From
explaining the
importance of self-
belief and how to
change beliefs, to
how to control your
emotions and
negative thinking,
and how to create
the life you

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want."--Publisher
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description.

A practical system
for those with
ADHD to take back
their personal power
and embrace their
unique talents for
success in the
modern world □
Explains how those
with ADHD grow up

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wounded by the
negative labels and
attitudes surrounding
them and their
[diagnosis] [Shares
simple and fast-
acting techniques
from neurolinguistic
programming (NLP)
to recalibrate painful
memories into
valuable learning

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experiences, re-
pattern learned

behaviors and

negative habits, and

discover personal

motivation □ Reveals

how the novelty-

seeking behaviors of

those with ADHD

are valuable assets to

society and should

be embraced rather

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than suppressed One
of the first rules of
child-rearing is
□condemn the
behavior, not the
child.□ Yet this
commonsense rule
doesn□t seem to
apply in the case of
attention deficit
disorder, or ADHD,
where the very name

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of the condition implies that those labeled with it are [disordered,] [deficient,] and incapable of paying attention. Those with ADHD grow up wounded, told by teachers, guidance counselors, even parents that they are

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dysfunctional and
unable to succeed in
the "normal" world.

But, as ADHD
expert Thom
Hartmann explains,
those with ADHD
are capable of great
success if they can
shift the negative
self-image created
by others and learn

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to work with their
unique strengths. In
this accessible guide
for adults with
ADHD and the
parents and teachers
of ADHD children,
Hartmann offers a
practical system of
useful tools and
strategies to heal the
damage done to a

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person who grew up
labeled as

“dysfunctional” and
help them cope
with--and succeed
at--daily life. He
explains how the
character traits of
ADHD were once
valuable assets in
hunter-gatherer
societies and that the

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later dominance of agricultural and industrial societies, where "farmer" and "worker" skillsets excel, left ADHD "hunters" as behavioral outcasts. Sharing simple and often fast-acting techniques from neurolinguistic

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programming (NLP),
Hartmann explains
how those with
ADHD can take
back their personal
power, recalibrate
painful memories
into valuable
learning experiences,
shed fears and
negative habits, and
rebuild their self-

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image in a positive
way. By integrating
the strategies in this
book into daily life,
those with ADHD
can transform their
way of responding to
the world, discover
personal motivation,
and teach their
children to do the
same. As Hartmann

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reveals, it is not
ADHD that needs to
be healed but our
attitudes toward
those born with the
"hunter" gift.

An Insider's Guide
to Sub-modalities
Using Your
Brain--for a Change
A Practical Guide to
Achieving the

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Results You Want
Magic in Action

Reframing

Elite Mind

Get the Life You
Want The Secrets to
Quick and Lasting
Life Change with
Neuro-Linguistic
Programming Simon
and Schuster
Thinking on

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Purpose is an indispensable guide to anyone who wants to make changes in their life. Most people don't really 'think'. They 'remember'. That's why they are often destined to repeat the same negative patterns over and over

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again.

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Americans to train
the mind so they
can overcome
societal roadblocks
to achieve
empowerment and
the life of their
dreams.

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Richard Bandler,
the man who taught
Paul McKenna and
inspired him to
greatness, can help
you get it. Full of
simple, potent NLP
exercises that will
take you minutes to
do but will make
your life
permanently better,
this incredible book

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is a must for
anybody who has
ever wished for
anything but not
found a way to get
it.

The Question
The Secrets of
Being Happy: The
Technology of
Hope, Health, and
Harmony
Thinking on

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behind the
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essential new
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techniques—for
self-development
and influencing
others—in a
focused, step-by-
step handbook.
NLP (Neuro-
Linguistic
Programming) has
already helped

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millions of people
overcome fears,
increase
confidence, enrich
relationships, and
achieve greater
success. Now,
from the company
and training team
behind NLP: The
New Technology
of Achievement,
one of the

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comes NLP: The
Essential Guide to
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Written by three
NLP Master
Practitioners and
training coaches,
including the
president of NLP
Comprehensive,

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with an

introduction from
the President of
NLP

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Programming
guides users to
peak performance
in business and
life, and gets

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specific results. In
twelve
illuminating
sections, NLP:
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Programming
leads you through
dozens of “discover-
eries” —revelations
of NLP practice
that enable you to

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explore your own
personal thinking
patterns, to
manage them—and
to transform them.
Divided into two
categories, “ All
About You ” and
“ All About the
Other Guy, ” these
strategies offer a
personal and
interpersonal

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program that
frees you to
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feelings instead of
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by them,
managing your
motivations, being
less judgmental,
more productive,
more confident,
more flexible,

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more persuasive,
liked, and
respected.

Chapters on

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Remodeling ”

(Discovery 9: No
inner enemy) and

“ Secrets of
Making Your
Point ” (Discovery
31: Convey
understanding and

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safety without
talking), enhance
creativity,
collaboration,
cooperation, and
communication.
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reading” techniqu
es—non-verbal
communication,
and “hearing
what ’ s
missing” —learn the

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secrets of relating
with others,
understanding
how they are
thinking—and
influencing them.

A streamlined all-
purpose guide for
both newcomers
and NLP veterans,
NLP: The
Essential Guide to
Neuro-Linguistic

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Programming is
the new all-in-one,
eye-opening
blueprint for your
own ultimate
success.

Richard Bandler is
known worldwide
as the cofounder
of neurolinguistic
programming
(NLP). Here, in
what will be

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considered a
classic, is Bandler
at his best—the
most accessible
and engaging
work yet, detailing
his proven
methods that have
freed tens of
thousands of
people worldwide
of their
destructive habits,

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phobias, and fears.

When

conventional
therapy and drugs
fail, Richard
Bandler delivers,
often with
miraculous
results. Richard
Bandler cocreated
the field of NLP
with John Grinder
in the early

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1970s. Since then,
Bandler's work
revolutionized the
field of personal
change; his
models and
methods have
been widely
adopted and used
successfully in
colleges and
universities,
therapists' offices,

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professional sports teams, and businesses across the globe. While many people have written books on NLP, much of what has been written is based on Bandler's ideas. Get The Life You Want shares 'the how'

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from Bandler himself, with remarkable insights into some of his greatest and most advanced work to date, including compelling true examples from client sessions. With more than thirty exercises

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that promise rapid relief from any problem or habit, plus a glossary of terms and a detailed index, this is a culmination of a lifetime of work written in a simple, engaging style that both clinicians and

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laypeople will find effective. Richard Bandler's books have sold more than half a million copies worldwide. Tens of thousands of people, many of them therapists, have studied Bandler's blend of hypnosis, linguistics, and

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positive thinking
at colleges and
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NLP training
centers in the
United States,
Europe, and
Australia. He is
the author of
Using Your
Brain—for a
Change, Time for
Change, Magic in
Action, and The

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Structure of
Magic. He
coauthored Frogs
into Princes,
Persuasion
Engineering, The
Structure of Magic
Volume II, and
Patterns of the
Hypnotic
Techniques of
Milton H. Erickson
Volume I.

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Traditional
Chinese edition of
Get the Life You
Want: The
Secrets to Quick
and Lasting Life
Change with
Neuro-Linguistic
Programming.
Through these 3
steps and 47
exercises, Richard
Bandler is able to

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help us make
personal changes
that psycho-
therapy
sometimes can't.
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brilliance and
quality—how
outstanding
individuals and
organizations get
their outstanding
results. Joseph
O ' Conner, a
leading
international NLP
trainer and co-
author of the
bestselling

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Introducing NLP,
offers a step-by-
step guide to
learning the NLP
methods and
techniques to help
you become the
person you want
to be in the NLP
Workbook. The
NLP Workbook is
a complete guide
to NLP that

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achieve outcomes
How to choose
your emotional
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modeling your
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dialogue All of the
basic NLP
techniques and
training exercises

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An Action Plan
with exercises
and suggestions
for skill-building
O ' Conner
discusses a range
of topics from
rapport and trust,
and how to
visualize, to
negotiation skills,
mental rehearsal
and coaching. NLP

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Workbook is a book for everyone and anyone interested in NLP. The neophyte will find definitions, examples, and a step-by-step entry into learning how to use NLP, and trainers will discover many new ideas for NLP

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The Definitive
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The Secrets to
Quick and Lasting
Life Change with
Neuro-Linguistic
Programming
Trance-formations
Psychological
Skills for
Understanding and
Influencing People
A Book about
Language and
Therapy

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The Origins of
NLP brings
together the
recollections
and thoughts of
some of the main
protagonists
from the very
early days of
NLP. In 1971
Richard Bandler
and Frank
Pucelik were
students at

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Kresege College
at the

University of
California Santa
Cruz. They had a
strong mutual
interest in
Gestalt Therapy,
Frank because of
his traumatic
time in Vietnam
and because he
had been working
with some

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disaffected and
drug-addicted
kids, and
Richard because
he had been
working with
Science and
Behavior Books
on transcribing
and editing
Fritz Perls'
seminal work,
The Gestalt
Approach and

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Eyewitness to
Therapy. They
started a local
Gestalt group
and ran 2-3
sessions a week
collaborating
and
experimenting
with the
language of
therapy. They
started
achieving some

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brilliant
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results but were
having problems
transferring
their skills to
others and so
Richard invited
one of their
college
professors, John
Grinder, to
observe what
they were doing
in order that he

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would,
hopefully, be
able to
deconstruct what
they were doing
that was so
effective. John
was a professor
of Linguistics
and was
instantly
impressed with
the work that
they were doing.

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He was able to
add more
structure and in
due course the
three of them
formalised what
is now known as
the Meta Model.
NLP, or Meta as
it was known
then, was born.
Ask yourself the
right
questions—and

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find the answers
to your

happiness The
Question brings
together the
best of what is
thought and
known from the
world of self-
help. The author
shows readers
what can build a
path toward
greater well-

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being and
believes that
the quality of
your life
depends on the
quality of the
questions you
ask yourself.

The book
combines a mix
of practical and
emotional
content; it
follows the

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highs and lows
of real-life
experience to
help inspire
readers, giving
them practical
information to
help them
discover their
true purpose in
life, and the
confidence to
pursue it. The
Question

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explores:

Greatness,
success,
fulfilment, and
passion The
Three Pillars to
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The Best You
Resilience,
Revolution and
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cannot go
through life
being

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passive—you must
find your answer
to The Question.
That is, how can
you realize your
life's purpose?
Find out inside
this book. . .
and inside
yourself!

Richard Bandler,
co-creator of
NLP and the man
who taught and

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trained Paul
McKenna, joins
forces with
Alessio Roberti
and Owen
Fitzpatrick once
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masters of
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lives for the
better. His
insights into

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the human mind
have undeniably
ignited the
worldwide
phenomenon of
Neuro Linguistic
Programming
(NLP) and
catapulted and
transformed the
field of
personal change
forever.

Conversations

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Bandler recounts
professional and
personal
revelations
between Richard
Bandler and a
young NLP
practitioner and
Bandler protégé,
Owen
Fitzpatrick, who
is on a quest to
discover the

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real-life
application of
what Bandler
defines as
"personal
freedom," or
what is truly
possible for the
human mind. With
conversations
covering diverse
topics as
happiness,
heartbreak,

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rejection,
compulsions, and
perfectionism,
the dialogues
between Bandler
and Fitzpatrick
uncover the
solutions to
complex issues
including
depression,
social
anxieties,
phobias, and

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more. Presenting
never-before-
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operate the
system so that
you can
instantly
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attitude of

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life up? What

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achieving if
you had a
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expectations?
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Bandler's
background as
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his interest
in the

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relationship
between sound
and neural
functioning
has led him to
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of which
utilize music
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internal
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