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Before you become emerged in your program:

1. form the attitude that this program has been prepared especially for you;
2. imagine that the author and speaker is a dear, personal friend whom you have chosen as your mentor;
3. make a commitment to yourself that you will follow every instruction necessary to alter your old conditioned behavior (anytime that you get feedback telling you why you can't do something – it's not a reflection of your potential or you as a person but it is a reflection of your condition).

You need the proper balance of motivation and education

You either creating or disintegrating

**Test of the educated person**

Can I entertain a new idea?	(An open mind was being prepared to throw away some of our most cherished beliefs when better idea comes along)
Can I entertain another person?	(We should feel totally comfortable meeting anyone, anywhere and anytime)
Can I entertain myself?	<b>Sidney Herbert Wood</b>

There are three areas that you should focus on:

1. Happiness
2. Health
3. Material wealth

This stuff cannot talk but it can hear, if you call it, it'll come

Sit down, decide what you want, write it on a card, carry the card in your pocket and read it as often as possible every day

If you write a lie on a card, and you read it often enough, you are going to start to believe it

William James – believe and your belief will actually create the fact

"Education does not mean teaching people what they do not know. It means teaching them to behave as they do not behave".	<b>John Ruskin</b>
"Do the thing, and you will get the energy to do the thing".	<b>Ralph Waldo Emerson</b>
"Your circumstances may be uncongenial right now but they will not long remain so if you perceive an ideal and strive to reach it".	

There are two simple words that we could implement to really get the results we want:

1. **order** (to make a decision that no matter where I am, no matter how well I am doing I can do better, and I am going to set an objective to bring about that order)
2. **movement** (then we use the movement which is known as a system)
3. order + movement = a pattern of growth begins to develop

Four points of journeys which are properly planned and completely enjoyed:

1. A clear understanding of where the journey begins;
2. Check points en route to help you stay on course:
  - a. Napoleon Hill, you must know:
    - i. what you want,
    - ii. why you want it,
    - iii. when you want it, and
    - iv. an idea on how you are going to get it
3. A clear understanding of your destination; (The success is not a destination, never has been, but it is something called a journey; it is not something you get, it is something you are becoming, it never ends, it's infinite in terms of growth)
4. A commitment to successfully complete the journey, regardless of the detours which you might encounter en route. (**Excellence – it means a commitment to completion**)

Three points of what this program is about:

1. Where your journey begins;
2. Mental adjustments that must be made:
  - a. you must regard: all adversity, all circumstance, all conditions in your life,
  - b. if you could look at it as though:
    - i. it were an investment in which you can:
      1. attract, and
      2. learn more about growth in your life;
- it's an investment only
3. Approximate time it will take to complete this attorney.

**Bruce Lee – example:**

Could you tell us muster how we could be a great martial artists like you?

I want you to let this glass of Coke represent your knowledge. This is what you know to be the truth. I want you to let this, this clear water represent what is the truth. This is my knowledge. This is what I've learned. This is what you want from me.

*How often have we looked into the lives of other people? And we see things that we truly admire. We look at maybe their person. What I give to be like that individual? We look at what they have, and we say: "What I would give to have what they have?" We look at what they do, and we say: "What I would give to do what they do"? What we looking at are nothing more but our own rejected thoughts. They accepted thoughts that we have rejected.*

I can't give you my knowledge because you see, there's too much of yours. However, he said: "If you are prepared to let go of yours, and make room for mine, then we can work together. But as long as you hold on to this I can't give you this."  
*Are you prepared to let go of what you've learned, and not to cast it aside but to examine it? And to take a new idea, and to examine that idea, entertain that idea to see if it will change, alter, and or improve the end result for a happier, healthier, more prosperous life.*

Rather than merely listening to the messages, questions and exercises, THINK. THINK DEEP, PENETRATING THOUGHTS. Ask yourself - what does this mean to me? How can I apply this idea in my life (to personal growth and development in my life)?

## Me and money

“A person will not believe something until they discover it for themselves”. Dr. Billy B. Sharpen in Chicago

You must begin to see **money** as:

1. an obedient, diligent **servant**,
2. that you can employ to earn more money, and
3. that you can use to provide services far beyond the service that you could ever physically provide.

**Lack and limitation can only exist when we make room for them in our mind. But prosperity consciousness knows no lack and no limitation.**

Order must prevail in your mind if you ever hope to see it manifest in your material world.

Whenever you go to do something make certain that the people you surround yourself with are very successful. Karl Meninger one time pointed out that the “Environment is more important than heredity”. In other words, the people you find yourself surrounded by are more important to your success, your wellbeing than what’s built right into your genes at birth.

You and I have infinite potential (Abraham Maslow).

In a paper called “The productive person”, Gogol wrote: “By nature, you and I are alike, by practice, we get wide apart”.

The difference between the most dissimilar characters, between the real achievers and non-achievers for example, seems to arise not so much from nature, as from **habit, custom and education.**

“Somewhere in your makeup, there lies sleeping the seed of achievement, which if aroused and put into action, will carry you to heights such as you may have never hoped to attain”. (Napoleon Hill)

“There is a difference between hearing and listening. You hear with your ears, you listen with your emotions”.

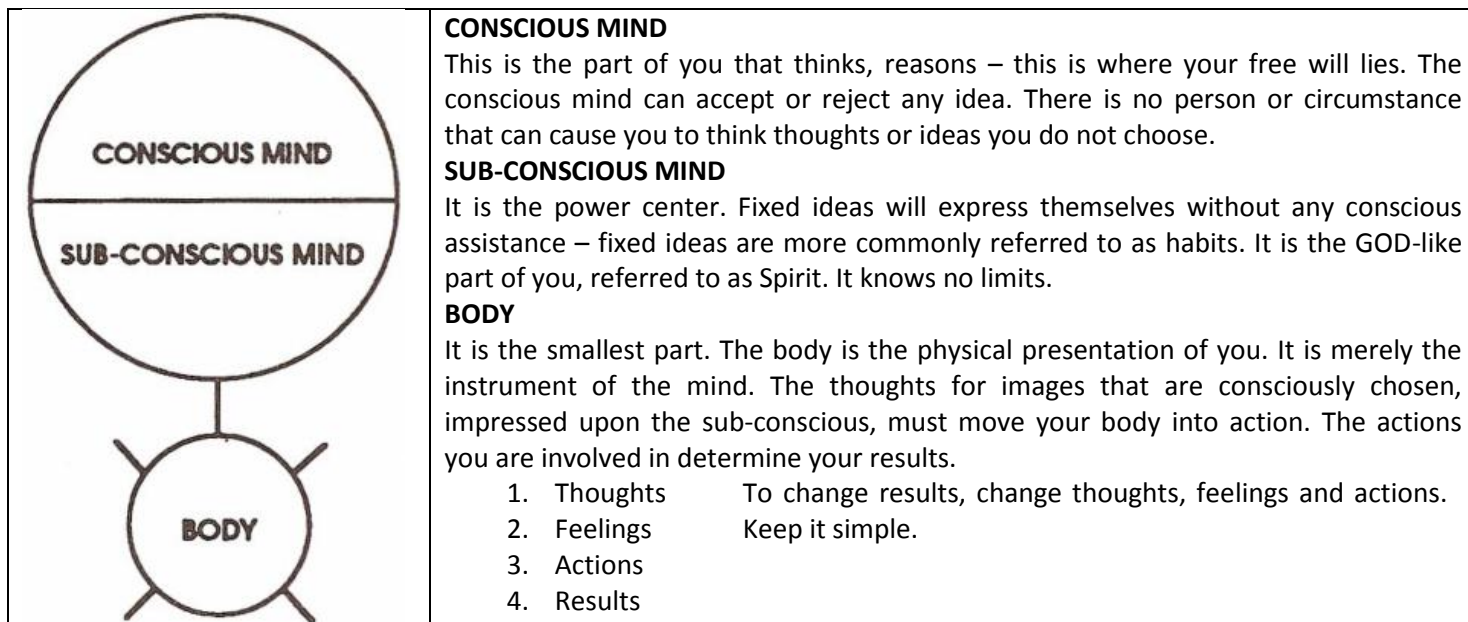
“Learning is not gathering information. **Learning is:**

1. when you consciously entertain an idea,
2. you get emotionally involved in an idea,
3. you step on and act on idea, and
4. you improve **the results** in some area of your life”.
  - (In other words, you can always tell a person’s level of awareness by the results they are getting. If the results aren’t there they have no one to blame but themselves.)

“By their fruits you’ll know them”

Dr. Thruman Fleet, San Antonio Texas, concept therapy treatment: “If you’re ever going to enjoy health you must treat the whole person”. That’s called holistic healing.

“It pays to know how to buy knowledge”. (Napoleon Hill)



**A habit is** something you do without giving any conscious thought.

“If most people said what they were thinking they probably be speechless”. (Dau Wendu)

“2% of the people think, 3% of the people think they think, and 95% of the people would rather die than think”. (late Dr. McFarlane from Kentucky)

“The average person thinks two or three times a year”. (George Bernard Shaw)

*(What’s a different way to do what you do? What’s a better way to do what you do? What’s a different way to strengthen your relationships? What’s a better way to improve your income? If you are still running your company the way you are running it five years ago you are going out of business. You’ve got to do it different, and by that I mean you’ve got to do it better. You’ve got to become more effective. You’ve got to run to keep up today. And if you are not prepared to do it better, get out of the game because you are really going to get hurt. But anyone of us can. And I don’t care what’s happened in the past. You might be losing up to this moment but there is no point from this moment on to it. If you choose an idea and you place it in here, instantly and automatically you move this thing called a body which is nothing but a mass of energy into a new vibration. That causes it to act to different. You see the action is caused by the vibration. If you are entertaining a negative idea, and this is the emotional mind by the way, and you let yourself get emotionally involved with a negative idea, you instantly move your body into a negative vibration. There can be no intelligent action come from a negative vibration ever. If energy is in a negative vibration, it must move into negative form. Science will tell you one of the first laws of energy is that: “Energy is forever moving into form”. And you know what religion calls this? They call it prayer. Prayer is the movement that takes place between spirit and form with and through individual. Do you know what most people are praying for, what they do not want? They are talking about what they do want. They treat God as some cosmic belt captain that is just going to run because they spoke. But it’s not the way they think. They wish positive and think negative. If you are in a negative vibration, the only thing you can attract to you is something negative. How do you change? One good way is consciously pick the people you associate with. Pick with people who are winning. Go mix with them, do what they do.)*

“If you don’t want to catch fleas you don’t sleep with the dog”.

Let's become aware, when we're not feeling good, when we're not doing the things that give us the results we want, we are emotionally involved with the destructive concept that we put in here ourselves. Let's consciously and deliberately build a positive idea, get emotionally involved with the positive idea, and simultaneously we moved into a positive vibration, everything changes. That takes some mental strength. How do you develop it?

The ideas that you impress upon your subconscious mind over and over and over and over and over again, ultimately become fixed in there. In a relatively short period of time Dr. Maxwell Moss, the great author of the "Psycho cybernetics", pointed out that in approximately 21 days of doing this with an idea, that idea will become fixed in your mind, then it's more commonly referred to as a habit. **A habit is** an idea that is fixed in our subconscious mind, requires absolutely no conscience thought any longer to cause us to act on it. If you would consciously observe some of the things you do in any given day, you are going to find that many of the things you do are done through habit.

Thousands and thousands of habits form something called **conditioning**.

Why do I have a poor attitude? Because I had so many negative ideas fixed in here. You see it's what's in here that controls the vibration. And **conscious awareness of the vibration is called feeling**. And I never felt very good. Sometimes I felt lower than others. You'll see people that are totally depressed. Do you know what depression is? **Depression is anger turned inwards**. They get angered on someone else and they suppress it. They packed in their subconscious till all becomes fixed. And they stay in terrible vibration. Why do you think people get ill? Do you think disease is a normal vibration for a body to be in, not at all? **Ignorance is the cause of disease**.

## YOUR GREATEST POWER

When you were an infant and in the early years of your life, the ability to control what energy or ideas were entering your sub-conscious mind had not yet been developed. *(In other words, the age of reason before the age of reason, before we ate what is called the tree of knowledge. Who, and or what is in control of my life? George Bernard Shaw, one time, put it this way: "It seems that people are forever blaming their circumstance for who and what they are. I don't believe in circumstance". The people in this world, who come up with the results, are the people who look for the circumstance they want, and if they can't find them then they go back, and they make them.)*

*"As a person thinketh in their hearts, so are they". (James Allen, as a person thinketh in their hearts so they will be in their action, in their results, in their life)*

You are no longer an infant. You do have control over what enters your sub-conscious mind. Whether you are exercising that control or not exercising it, is another subject.

You can control what enters your sub-conscious mind and furthermore, **you definitely have the God-given ability to "CHANGE" the old conditioning**. By doing this, you have transformed your life. *(Your present conditioning is your personal life – what you have, what you believe you are; it is your family life, and it is your business life, it is your income, it is everything about you. That is a reflection of your own conditioning. Earl Nightingale said: "Your world and everything in it is a reflection of your own mental attitude towards yourself". In other words we are living with a certain belief system, and what we are attempting to do sometimes, is to develop a new constructive or a bigger idea. Albert Einstein said: "All creation waits with eager longing for the revealing through the sons of man". That's you, and it's me, and it's those around you. The way to do anything you want to do it's already here but you've got to use something to work with it. You've got to use your ability to reason, your ability to choose, your ability to think, you've got to use it.)*

Guy by the name Paul said: "If you want to be transformed, be not of this world". *(He didn't mean to leave it. What he was pointing out is what you must do is be not of this world of conditions and circumstance. Be not of what already is, be transformed by the renewing of your mind, the renewing of your conditioning, the renewing of an idea. In other words, replace one idea with a new idea.)*

Intellectual Factors:

REASON  
INTUITION  
PERCEPTION  
WILL  
MEMORY  
IMAGINATION

Reason is the factor that we want to focus our attention on.

Your Reasoning Factor is divided into two parts:

1. Inductive Reasoning (inductively we have the ability to gather what is called facts, the ability to think)
2. Deductive Reasoning

**There is a season to sow; there is a season to reap but we don't do both in the same season.**

*"The labors are very few but the harvest is great". (I believe again that's a result of a person's ignorance that they believe because they do something today, they should benefit tomorrow. We don't know when that season of reaping is but we do know when the season of sowing is. And that's ever living breathing moment that we have an opportunity to provide the service or put the best into what we are doing. We know then that the result is guaranteed. That's what the law of compensation is based on. You take care of the sowing, something far greater, universe will respond in like kind, in perhaps another season. And you will reap what you sow.)*

"The idle mind is the devil's workshop". (Napoleon Hill)

Your Deductive Reasoning Factor does not have the ability to REJECT ideas, images or suggestions. It only has the ability to accept and turn over to the treasury of your Sub-Conscious whatever is offered to it.

When your Inductive Reasoning Factor is inoperable, set aside or not engaged, you are NOT THINKING for yourself.

Your Conscious mind is in a *Deductive* state.

If you were in a very Positive Environment when your conscious mind was in a Deductive State, you would automatically become the benefactor of the positive energy you were surrounded by.

However, if your conscious mind was in a Deducted State and you were in a Negative Environment, you would automatically become the benefactor of all the negative energy your senses come into contact with.

This negative energy comes from many sources: people, papers, television, radio, even loved ones. It passes directly through your Conscious Mind and causes you to FEEL or VIBRATE in a like manner.

A person who is continually in a negative environment and whose consciousness is Deductive, will very quickly become a product of that environment. (*"If their consciousness is Deductive" – if your belief system lends itself to persist in no more than a day, and you are around people whose consciousness will not persist any more than a day, the chances of you changing that persistence, and staying in that environment are not very good.*)

## INDUCTIVE REASONING

Your Inductive Reasoning Factor is your "THINKER". It is referred to in some circles as the CRITICAL for the ANALYTICAL factor. This is the part of your personality that actually separates you from all the rest of the animal kingdom. It gives you dominion over your world.

Properly developed and applied, your Inductive Reasoning Factor will *turn you on* and *turn you into* an excellent channel for creative energy to flow through.

You are presently vibrating in an ocean of magnificent THOUGHT ENERGY. (*Do you know that of all the good of this universe were poured over each person in this room? The only amount of that good that you can have is yours only by right of your consciousness. The only amount you can have is the amount you are able to understand. You can only have what is yours by right of consciousness.*)

When these thoughts are brought together, they build CREATIVE IDEAS that can change your old conditioning, and literally build your world more beautiful than you previously could have imagined. (***Success is energy, a certain group of thoughts that form an idea at a certain state of vibration. Success is nothing more but energy in its most organized state of vibration. Failure, therefore, would be energy, a certain group of thoughts vibrating against natural law, known as confusion. It is energy in its most confused state of vibration. What is health? It is an orderly state of vibration. But to achieve it we must invoke and use our inductive factor – what we talk about here.***)

You must however, properly planned these CREATIVE IDEAS in the treasury of your Sub-Conscious Mind, the part of your mind that transforms every impression that enters it, into Physical Form.

"The word was turned into flash". (*"The word" – it is the formulation of your thoughts into an idea. That's when it becomes the word transformed into reality or in the form of the result.*)

### WILL THIS IDEA IMPROVE THE QUALITY OF MY LIFE?

(*Until we perish such foolish thoughts that working hard and being honest will bring us the desired reaches we'll never change the result. Until we learn that we must invoke, implement, become aware of this power of thought, and it's only reached through the inductive factor or through the ability to think. That's what thinking is. It is working with the power of thought to improve the conditions that you presently have and not allowing yourself to become deductive to all the reasons why it can't.*)

If, when an idea enters your mind, the answer to the above question is YES, then the idea is very likely GOOD for you.





## HOW MUCH IS ENOUGH?

“Most people think they want more money than they really do, and they settle for a lot less than they could get”.

**Earl Nightingale**

“One idea is all that you need to achieve the success you seek. When riches began to come, they are going to come so quickly and in such great abundance that one wonders where they’ve been hiding through all those lain years”.  
(Napoleon Hill)

“Riches come only to those who are card and lone”.

“If you are one of those people who believe that hard work and honesty alone will bring riches, perish the thought because it’s not true. Riches when they come in huge quantities are never the result of hard work. Riches come if they come at all in response to definite demands based upon the application of definite principles and not by chance or lack.”  
(Napoleon Hill) *(We’re talking about the definite principles. It’s up to you to apply them. You want to stop and think, how can I fill a definite demand? Now, you don’t have to go too far to see very poor service. These people have never gained an understanding of the law of compensation. **The law of compensation** is based on three very simple points:*

- *the amount of money you and I earn is always going to be in direct ratio to:*
  - *the need for what you do,*
  - *your ability to do it, and*
  - *the difficulty there will be in replacing us.)*

### **How many ways do you think there are to earn money?**

- 1. People at work.**
- 2. Money at work.** They are the only two ways that you have to earn money.

What did you say the habit was?

A habit was an idea that was fixed here in our subconscious mind with respect to money.

### **You should seek out a competent financial counselor.**

You don’t have to be sick to get better.

People fall into three distinct categories with respect to “finances”:

- 1. Deficit position (in debt);** *(there is more going out than there is coming in)*
- 2. The breakeven position (just getting by, debt-free);** *(everything that comes in goes back out)*
- 3. Surplus position.** *(they have more coming in than what is going out)*

A **FORMULA** that the masses use and because they use it they **END UP BROKE**:

$(\text{they take their income}) - (\text{they subtract from their income their expenses}) = (\text{and what is left they save})$

The problem is there is nothing left. It costs some more to live than what they’re earning.

A **FORMULA** for **FINANCIAL FREEDOM**:

$(\text{what they want to be worth a year from now, 5 years from now, 10 years from now}) + (\text{their expenses}) = \text{income}$

*(A person should sit down and establish financial goals. They should know exactly what they want to be worth a year from now, 5 years from now, 10 years from now without giving any thought how they are going to get there. This is where I want to be. Then they should add to that their expenses. This is something that has to be done by a professional. Most people are not able to even identify all the areas they spend money. When they add those two together that tells them what their income must be. That doesn't change their income but at least they've got a target to shoot at. Go to real good financial counselor, a financial planner, and let them get involved in what they call "the fact-finding mission". Let them figure it out what cost you live, and then you're going to know how much you have to earn.)*

I will have an appointment with a competent financial planner  
by \_\_\_\_\_  
Date

The figure below is in the amount of money I need to provide for the  
things I want, to live the way I choose to live.  
\$ \_\_\_\_\_

Ancient Babylonians: "The part of all you earn is yours to keep". *(And what you should do is take the first part you earn. That's yours. Now you are going to find people say but I couldn't afford to do that. Oh the truth is, you can't afford not to do that.)*

Bernard Brooke, one-time said: "People on Wall Street worked around money all their life, and yet they did not understand it. They thought they were excited because they were earning money. The truth is, they were earning money because they got excited."

## **THE IMAGE-MAKER**

*(Our self-image, it sets the boundaries of performance in your life and in mine. We cannot outperform our self-image. We will never do it. Whether it's weight, whether it's income, whether it's relationships, no matter what it happens to be our image is the governor that sets the boundaries of performance in each and every area of our life.)*

Goethe the great German philosopher: "Before we can do something or anything we must first be something". *(You see the great conflict is in what you are versus what you want to be. As you are is not how you must remain.)*

**The knowledge of Image Making eliminates competition from your life, by moving you from the competitive plane to the creative plane. You will soon understand therefore, that in truth, THE ONLY COMPETITION YOU WILL EVER HAVE IS YOUR OWN IGNORANCE. PROFESSIONALS CREATE, AMATEURS COMPETE.**

*(The whole idea here is a simple one. In conflict you have two choices:*

1. *you have a choice to defend yourself or*
2. *you have a choice to learn in a conflict.*
  - *If you make the choice to defend yourself – you are going to try to protect yourself.*
  - *If you protect yourself – you are going to blame someone.*
  - *And if you blame someone – you are going to miss all the joy that could be yours.*
  - *But if you take the attitude to learn you are going to make it.)*

**BUILD THE PROPER IMAGE!**

**“The good life is expensive. There is another way to live  
that does not cost as much, but it isn’t any good”.**  
**Spanish Distiller**

“When you read a good book through the second time, you don’t see something in it you didn’t see before you see something in yourself that wasn’t there before.”

The results you are presently experiencing in your life are the physical manifestation of the images in your sub-conscious mind which are directing your life.

Are you satisfied with your results?

Yes

No

List the results you want to change.

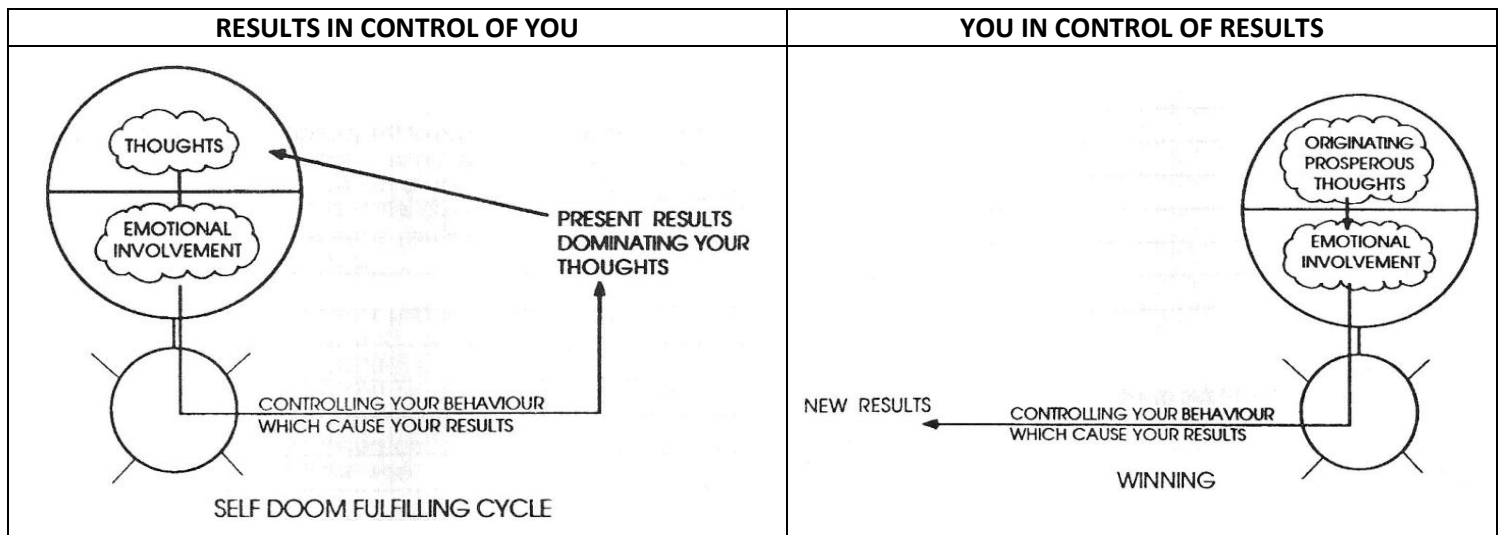
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10. \_\_\_\_\_

“We act, behave and feel according to what we consider our SELF-IMAGE to be and we do not deviate from this pattern.” *(Dr. Maxwell Maltz, classic Psycho Cybernetics, psyche being Greek for mind, and cybernetics being the science of control and communication in our marvelous mind)*

Dr. Maltz also explained that the image you hold of yourself is a premise, a base or a foundation upon which your entire personality is built. He concluded, this image not only controls your behavior, it controls your circumstances as well.

Dr. Harry Router, Canadian: “You do not understand something until you can explain it to someone else so that they understand it”.

**CYBERNETICS...** is the science of control and communication in the animal and some machines. It is based on the fact that both biological organisms and some machines have sensors that measure deviation from a set goal. These sensors signal “feedback” into a coordinating mechanism (your nervous system) which corrects the output or behavior of those same organisms or machines.



William James, the great philosopher, one time said: “The greatest discovery of our century is that you can change your life by changing the way you think”.

The law of repetition

Helen Keller: “Every time the door closes, another one opens”. *(But some people concentrate on a doors that is closed so much that they never see the door that is opened)*

What you are willing to give or give up to have what you want? Nature’s greatest law is the law of cause and effect. Emerson calls this the law of laws: “You can’t take more out of life than what you put into it”. Why is it then that we don’t achieve big goals? Even more so, why don’t we set big goals? Why is that? It’s a universal reason – fear. **Fear of failure is the reason why most people don’t try to do things.** What if I try and fail? What if he asked me a question and I can’t answer?

### How do you overcome the fear of failure?

You overcome the fear of failure by having a goal that’s worth failing for, worth taking a chance. Failure is a very positive part of your life. You cannot have failure without success. And you cannot have success without failure. It’s both sides of a coin.

There are two kinds of goals: there are logical goals and emotional goals. Logical goals are reasonable. You do those for intelligent reasons. I tell salesmen who have logical goals – you’re gonna raise skinny kids. Your goals have to be emotional. They have to be something that makes you feel great when you achieve them.

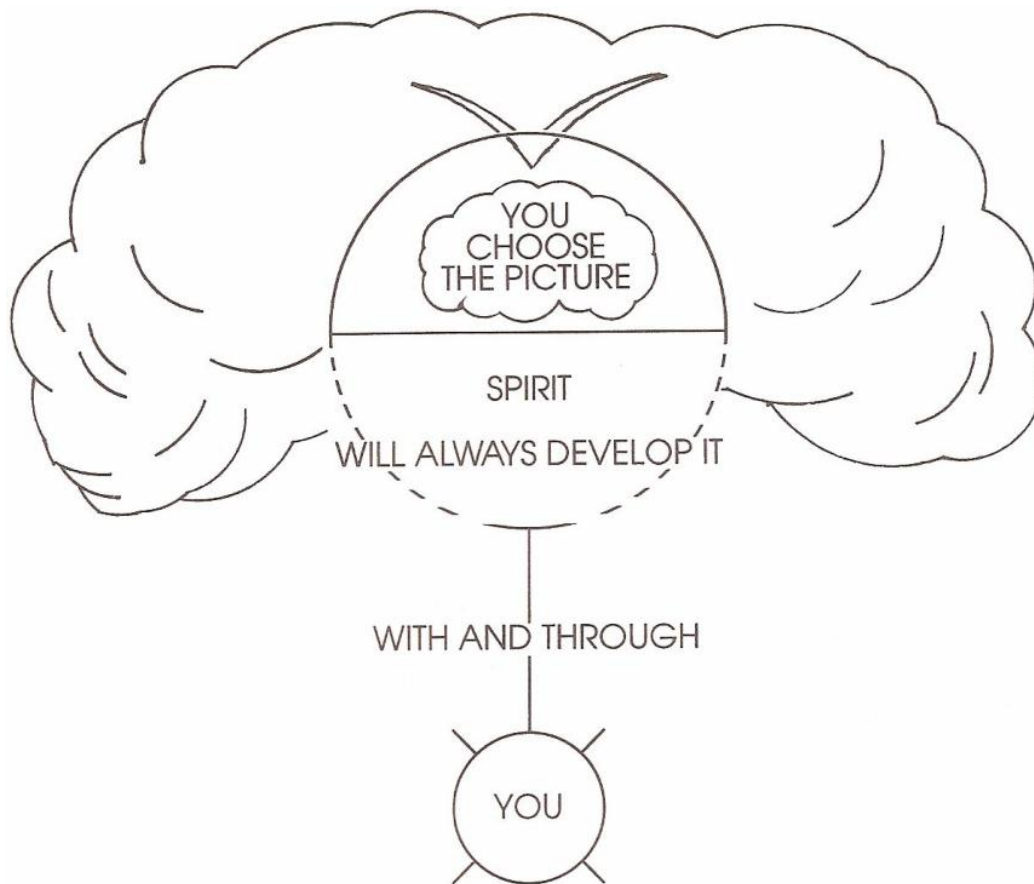
There is intangible and tangible goal. The tangible one is the car, the house, the boat. But you don’t want the car or the house or the money. What you want is the way it makes you feel. When you have a big goal in your life, an intangible goal, emotional goal then you are going to have a conflict, adversity, circumstances. **There’ll never be a circumstance on the outside of you that will ever help you or hurt you. It’s what’s on the inside that counts.** The greatest power you have – **THE POWER TO CHOOSE.**

“The me I see is the me I’ll be”.

Ancient Chinese proverb: “The longest journey begins with a single step”.



## YOU ARE A PERFECT INSTRUMENT FOR SPIRIT TO EXPRESS ITSELF THROUGH



See yourself as a perfect endowed spiritual instrument without limitations. When you do, you will find it easy, in fact natural, to **EXPECT** the good that you **DESIRE** and you will also understand that **DOUBT** simply obstructs the unfoldment of prosperity in your life.

Doubt does not shutdown the workings of this power. The power is always working perfectly. The doubt you hold becomes the picture which will turn you into your physical results.

What are words?

Words are nothing but ideas dressed up for our physical benefit.

You are a perfect instrument for Spirit to express itself through. See yourself as a perfectly endowed spiritual instrument without limitation. When you do you are going to find using, in fact natural to expect the good you desire. You will also understand that doubt simply obstructs the unfoldment of the prosperity in your life. Doubt does not shutdown the workings of the power. The power's always working. It never stops. The doubt you hold becomes the picture which will turn into your physical results. When you build the picture you control from inside you do not control from outside, regardless of the circumstances of the present results.

**An ideal is** an idea that you fall in love with. Love is resonance, it's harmony, it's in tuned, it's operating on the same frequency. When you get the higher side of your personality operating with the lower side of your personality you are going to see miraculous changes take place on the physical side of your personality. But until you get these two in tuned you are going to have problem. Because when they are not in tuned, there is what we call conflict. And if there is a conflict in the mind I guarantee you it will express itself in body.





*(Cary Grant one time pointed out I acted like Cary Grant for so long I became him. That's what's going to happen to you. The power within ultimately will take this image of yours and begin to express it with, and through you in your life. But it's vitally important that you put yourself in an altered state of consciousness, a very relaxed state. Throw the switch that you created when you wrote, and begin to visualize your fantasy when it becomes real. When you come back to a normal conscious state, it's very important that you rewrite this picture again. Each time you rewrite it, it'll become clearer and clearer. Now you may alter a bit as you rewrite, and as you rewrite it, you give more energy to those brain cells every time you relax. You're moving that picture more and more into a state that we call a theory, and you're going to find that you will be motivated. The power within you will actually take that image and begin to express with and through you, and your theory will literally become a fact. Mine has, Roger Bannister did, and so will yours.)*

## **EXPECT AN ABUNDANCE**

*"If only you people could see what we hear". (Now that day I learned something about that we don't see with our eyes but we do see with our mind. I learned that day that the individual who has a desire can achieve that desire when they understand the relationship of being able to see it with their mind.)*

*Some people put what is called a crown on circumstance. In other words there are some people that actually get down and they deify this word circumstance. That's what's in control of their life. I want you for just a moment to think about all the things that you actually desire. I heard people say people like desire. Nobody likes desire. You see if you take and define this word desire, and for just a moment define this word desire. **It is the effort of an unexpressed possibility within us that is seeking expression through us.** The word desire comes from the Latin word DA – SI RE which means to give birth to. Everybody in here has something rattling around within them that they want to give birth to. Desire is the language, the spirit but it seems the basic difference in people who experience their desire versus people who do not experience their desire has something to do with this great principle, the greatest principle an individual can ever learn which is called **EXPECTATION**. Every one of us has a desire to be more, to do more, and to have more. But how many people actually expect it to happen.*

*You know there is a great point in history where Moses was leading all these people around the desert. And a lot of people said he was lost. Moses was not lost. He was a man of wisdom. And what he was doing is leading these people around and around in circles until he was able to change the attitude or the consciousness before he went in to this new land. And all the people that came to him they said: "Moses we've got a problem, we have no water, what you are going to do? He said: "You go and pray to your God for rain". In a way they went back, they came, and they said: "Moses God is forsaken us". He said: "What do you mean"? They said: "We have no rain." Moses said: "Tell me, where are the ditches"? They said: "The what"? He said: "The ditches. If you believed it was going to rain you would have dug the ditches".*

You see you can go around and desire all the things you want to be, all things want to do, and all the things you want to have but until you are able to see yourself on the screen of your mind, you will never ever experience the desire. Until you are able to see it, and then proceed by acting on it, you will never experience the desire.

Genevieve B Wren said this: "The purpose of spirit, the very purpose of spirit is expression that it is seeking to become more and more over and above what it has already become". *(It is seeking to become but cannot unless we permit it and provide this channel of expression. Unless we give it the channel there is no expression.)*

So how many people expect what it is they desire?

Raymond Hollowell said in his book: "We should never desire something we don't expect, and we should never expect something we don't desire".

Where did you get off in search of or in pursuit of what is called your goal?

Isn't it interesting that we all started out in pursuit of the objective but something happens at a particular point? We run into a crisis, we run into conflict, and it seems that we run into what is called demands. What are some of the demands we all run into when we start to try to improve the quality of our life? Be a little better as a salesperson, be a little better as a person, as a mother, as a father. Why I should have a goal?

For we are setting an example every day in all that we do.

Why is it when some people are faced with demands that turned into what are called risks that some take what is called **an option**. When the mind is presented with a demand or a risk the mind will offer you and me an option. Get all the option it offers us when we are faced with a strong demand and a risk is called the **escape hatch**. We then start expecting the result that we don't want. We are a force of energy, and we attract everything of a like nature. This mental state of vibration which generates this emotional state of vibration which moves this body into action those three states of vibration are nothing more but your thoughts, your feelings, and your actions.

Think of this word attitude. It is nothing more but our thoughts, our feelings, and your actions. That's your state of vibration, that's the energy that you send out in your life, and the only thing that flows in your life is based on what flows out of your life, your thoughts, feelings, and actions release this energy. And it will attract everything that corresponds to that ruling state. **Expectation** can be either a blessing or a curse but either way it is certainly one of the most powerful on scene forces in your life. I'll tell you how to know what to expect. Take a look at the results in your life. Your results will tell you exactly what you have been expecting. Now **worry** is the opposite of expectation using the same energy but worry sets up a magnetic force that attracts things of a like nature or events and people to cause that worried state to actually manifest in one's life.

*(I was a goal setter. I am a goal setter. He said: "I couldn't do that". He said: "I allow the demands and risks to control what I was going to do. I allow the demands and risks to keep me in my seat". But he said: "You gave me little better understanding of what I want versus what I expect". There's a result.)* He became a goal setter first, second he expected the goal to appear in his life.

He's not really excited about it, how could he possibly expect to do well in it.

The demands and the risks are coming from their peers. **NO ONE CAN MAKE YOU FEEL INFERIOR WITHOUT YOUR CONSENT**. Why not set up on the environment or an atmosphere of expectation.



**EXPECTATION can be a triggering mechanism which attracts into your life, every good that you desire.** Do you know if you have something you desire today which you do, do you know that it put you in touch with it, you're hooked up to it, you're in harmony with it, right now, but it's your expectation that moves into your life. We will always gravitate towards that, which we most secretly love, be a base or beautiful or a mixture of both. For into your hand will be placed the exact result of your vision and your ideal. So expectation is the triggering mechanism. However, if you do not exercise extreme caution **EXPECTATION can also turn just as rapidly into a destructive lethal enemy.** People go around expecting bad things to happen to them. Therefore, you must be cognizant of how you are exercising this invisible, but powerful force. We believe then that you already understand that you cannot have wealth in your material world and until you first visualize the wealth in your mind. Have you ever considered that the highest, the most noble, and the most excellent thing about you is formless in nature. That the highest, the most excellent, the most notable thing about you is formless in nature. But what does this really mean? It means that **before anyone of us can ever begin to overcome the poverty which surrounds us in our external world, we must first conquer the impoverishment that is buried deep within ourselves.** Impoverishment meaning many areas of our life, some people are emotionally bankrupt.

If you want to illuminate your life to a greater degree all that is necessary is for you to build a bigger idea, understand the laws of this power, impregnate this part of your personality with that bigger idea, and you will see your results changed just as fast as the light in that room changed. Let us, therefore, result to change our habitual pattern of thinking *now*, and remember that the stream of plenty always flows towards the open, EXPECTANT MIND.

Once upon a time there was a fellow by the name of El Cap who wrote a comic strip called Little Abner. Many years ago he had some characters in the strip who lived in a town near Dogpatch. They were the town bums the ne'er-do-wells, the failures whose all aim in life was to pass judgment on others. Their criticism and ridicule became so vehement that in time the rest of the people in town became acutely conscious of it. The boys down the stable as they were called because that's where they spent most of their time set the social standards for the whole town. Nobody could do anything without their sanction because they live within the structure of their crummy little world. They would laugh and point their finger at anyone and everyone who tried to be better than he was. As a result the people fear the ridicule of the boys down the stable so much so that they stop trying. Soon everybody became bums and the whole town died. He said in every social structure and whether family, town, country or state, there are the boys down at the stable. They are the jealous ones. They are too scared to try something different, and they show their ignorance by laughing at those who do. Learn to recognize the men for what they are, and don't let them hurt you. It takes a certain amount of toughness in here to succeed. One has to rise above those who would tarry down so they can laugh, and say I told you so. There's too many of us who love you, and want to make it, and I could put myself right at the top of the list. You are not going to fall flat on your face as they would have you. You are going to do a superb job.

Remember this show was only one small step in the direction of greater things you will do many of which are beyond your wildest dreams. One of the things I like about you best is that you always give it help or try. Show will be a success because of you and others like you who try. There are only winners in the cast, the losers are gathered down at the stable laughing, and hoping for our failure. If we could dig down deep inside of them I'm sure we'd find that they would like to win also but are too scared to try. And attempt to cover up their own failures as human beings by laughing at others. In essence I'm sorry for them. Their guilt must make them very unhappy people.

I've come to the conclusion that as you study the laws of your being that giving and receiving is one of the laws, it's the action reaction, and I found out as you give, you learn how to receive. And the more you give the more you receive, and that just the way it works. And as you get that law firmly planted in your mind, and you really understand the significance behind this power then it becomes simple, and in fact natural to expect good things because you know how it works. You expect your car to run when you turn the key. And if it doesn't you know there is a little problem.

Roosevelt said: "Only those are fit to live who do not fear to die, and none are fit to die who have shrunk from the joy of life. Both life and death are parts of the same great adventure. All of us who provide service, and stand ready for sacrifice are the torchbearers. We run with the torches until we fall, content if we can pass them to the hands of the other runners."

Most of us look at sacrifice as losing something. The true meaning of sacrifices is giving up something of a lower nature to receive something of a higher nature.

The only time you give is when you don't think about it. It's just automatic. It's got to be spontaneous. If you have to think about it, you are trading.

"Desire is the effort of the unexpressed possibility within,  
seeking expression without, through your action".

**Wallace D. Wattles**

From "The Science of Getting Rich"

It's the idea wanting to be expressed. And don't be disheartened if it doesn't happen when you think it's supposed to happen.

There's a season for sewing and there's a season for reaping but you never do both in the same season. When you plant a seed understand that the idea is a nonphysical seed but it's every bit the same as a physical seed that you planted in the ground.

In other words, your idea your dream or goal, can only become a Desire once it has been properly planted in the Universal Creative Intelligence.

You do that through constant spaced repetition, and you do it in a totally relaxed state. Tension tires, relaxation rest and renews. Relaxation opens these chakras, and lets the power flow freely through you. And that's really what you are as a channel. Use your relaxation, your visualization tape.

However, once your desire has been firmly established, it is the EXPECTANT ATTITUDE that ensures your Goal or Dream is not uprooted or replaced by any opposing IDEAS. You see, when you understand how this power works, and your conscious relationship to it, you're not going to be knocked off track by circumstance because you are expecting the right thing to happen. Most people don't expect it. They just think because they've changed vocations, they've changed towns, they've changed spouses, they've changed clothes, and they've changed cars that everything is going to happen. You don't change the kitchen by painting the outside of the house. If you want your results to change permanently, and dramatically, you got to change them inside.

Therefore, it is imperative that you understand the following three points from GENEVIEVE BEHREND "Your invisible power" for they will help you to develop the understanding that you need to form the EXPECTANT ATTITUDE.

1. ALL SPACE IS FILLED WITH A CREATIVE POWER. It's not just insides, it's everywhere.
2. THIS CREATIVE POWER IS AMENABLE TO SUGGESTION. You create the idea, and as you get emotionally involved in it, you placed it in the universe, and the entire universe comes to your beck, and call. Such a phenomenal idea for us to grasp.
3. THE CREATIVE POWER ONLY WORKS BY DEDUCTING METHODS. It only has the ability to accept the idea, and move it into all its necessary parts for the manifestation of the idea. It has no ability to add one fact, one idea, one thought. It cannot add anything to it. It is like a mold. What you pour in that's what you get back.

This creative power only works by deducting methods. You can build a picture in your mind, you turn it over, and that's the way your life starts to go. The same way the architect designs the building. The same way you design how your table is going to be set. The same way you design how to make that dress. The same way you design how to make that table. The same way Paul designed the way he wanted his house. You can design your life, all aspects of it. And it works by exactly the same law.

Thomas Trower is writing, emphasized this last point because it implies that the action of the ever-present Creative Power is in no way limited by precedent, or what has gone before? *(Your present or past results have absolutely nothing to do with what's going to happen from this point forward. Every moment is a new moment. We shouldn't condemn ourselves. **What you were yesterday you paid for it, what you are today you decide upon.** This power in no way is limited by precedent. Even in a creative state we'd sometimes don't understand that. You're creative; if you can visualize it you can do it. It does not matter what it is. Anything in mind can conceive and believe it can achieve.)*

In other words, this Universal Creative Power takes its creative direction from the IDEA or IMAGE that you impress upon it. It's just sitting there and it's waiting, and saying whatever you ask for I'll give you. Before you speak I'll hear. What precedes the spoken word? The thought. What's the thought set up? It sets up the vibration. What is this work by? By a vibration, movement. One of the laws of universe is vibration. Everything vibrates nothing rests. Everything from the electron to the universe is in a state of moment.

Once you fully understand this great truth, the character with which this sensitive, reproductive power is invested will become the most important consideration for you. *(Your thoughts, you will start to guard them, you'll start to monitor them, and you're going to start to really pay close attention to what's going on.)* Once you become aware of the Truth, that the Universal Creative Power can be only what you feel, and think it to be, it will become eager and willing to do your bidding.

This understanding will enable you to be filled with the EXPECTANT ATTITUDE, and to EXPECT the materialization of your IMAGE will become most natural for you. **(Go as far as you can see when you get there you'll see how to go further.** Paul)

“If you think your thought is powerful, your thought is POWERFUL”.

**Thomas Troward**

Expressed another way, “As a person thinketh it in their heart, so are they”; and the Universal Creative Power can no more change this law than an ordinary mirror can reflect back to you a different image than the object you hold before it.

But remember, “As you think, so are you” does not mean “as you tell people you think” or “as you would wish the world to believe you think”. It means your inner most thoughts – that place where no one but you knows the truth. *(The more you evaluate you, the more you are going to believe in you.)*

**THAT IS WHAT YOU EXPECT and**

**THAT IS WHAT YOU WILL ATTRACT and**

**THAT IS WHAT YOU WILL ULTIMATELY GET**

ALL THINGS ARE POSSIBLE IN SPIRIT because it's an original state, spirit is a sensitive, unseen, creative substance, whose sole purpose is expansion and fuller expression. But spirit or creative substance can only reproduce, expand or express itself in a greater way in accordance with the limitations placed upon instrument through which it expresses itself.

## **Don't expect God to do for you what God can only do with and through you.**

The "NON-physical" creative substance – "spirit" flows to and through the seed, and expresses itself in its polar opposite, PHYSICAL FORM – namely the plant or the tree.

Spirit can only express itself through the medium of an acorn in accordance with the limitations placed on the acorn; and the medium of the acorn is limited by the "patterned plan" for the "nucleus" of the seed. *(That acorn is not solid. It is actually moving. That acorn is a massive energy in a high speed of vibration. And at the present time that acorn would be disintegrating because it can only do one of two things create or disintegrate. It's disintegrating because it's not in an environment that's conducive to its unfoldment. Get into the right environment. If we took the acorn and we planted it below the Earth's surface, instantly and automatically that acorn would start to attract particles of energy to it. If I took two drops of water, and I move them together what would happen? They'd become one. If I took a drop of peanut oil and a drop of water and moved it together, what would happen? They'd repel because they are not on the same frequency. They are both massive all energy but not in harmonious vibration. There are all kinds of particles of energy in the Earth that are not in harmony with the vibratory rate of the acorn but they won't be attracted because they are not on the same frequency. Now that acorn has a pattern, planner, and nucleus in it. The oak sleeps in the acorn. That's not true. You'll never find an oak tree in the acorn. You can dissect it with the most powerful microscope you'll ever get your hands-on. You'll never find an oak tree in it. There isn't one there. Everything is an expression of the same thing. Everything, all supply comes from one infinite source, a nonphysical source, same as your money, your health, and everything else. This acorn has no ability to alter its state of vibration, so it keeps attracting little particles of energy just like a magnet. This thing has to expand. We call that growth. And a shoot comes out of the bottom, and another little shoot comes out of the bottom. Pretty soon a shoot comes out of the top and it bursts through the earth into the atmosphere, and friendly atmosphere particles of energy unseen to the physical senses but not unseen to this power. And it's attracted. And that thing starts to grow. And pretty soon it has roots, and it has a trunk, and bark, and branches, and twigs, and leaves, and it has the whole thing. Do you know why? It cannot change its state of vibration. It's locked in. That's why an acorn can only grow into an oak tree. Carrot seed can only grow into a carrot. Do you know what makes us unique? We can grow into anything we choose because we built the idea, it becomes the nucleus, it controls our vibration, and that dictates what we attract to us. You know what our problem is? We're growing into an oak tree one day, a carrot the next, a maple tree the following day. And do you know why we do that? Because we don't see what we think with our limited awareness is coming to us on time. We want the leaves before we even get the roots. It won't work. Never has, never will. Get locked into your idea, and stay in that vibration regardless of what's happening. Find something you love to do, and dedicate your life to it. I want to suggest that through repetition of listing and looking and watching this, you are going to master whatever you love to do. Go on and do it. Get the courage to step out and do it.)*

*"When your understanding grasps the power to visualize your HEART'S DESIRES and holds it with your will, it attracts to you all things requisite to the fulfillment of that picture by the harmonious vibration of the law of ATTRACTION".*

**Genevieve Behrend**

**From "Your Invisible Power"**

Knowledge is the polar opposite of ignorance. If nothing is created or destroyed you've got to get on the same frequency as the good that you desire is on.

As you get the image, and get involved you alter the frequency you are on. Therefore, you attract whatever is on that frequency. You want poverty tune into it. Be delivered right on schedule.





## EVERYTHING IS ENERGY, EVERYTHING VIBRATES

For you to grasp a clearer understanding of how you can actually take dominion over your results – to understand how and why the thoughts and things come into your life as they do – you must go back to the basic premise with which we started.

Energy is neither created nor destroyed. Everything is merely in a constant state of change; being manifested in all varying degrees of vibration.

With FREE WILL and the other many MENTAL FACTORS you possess in your marvelous mind, you have the CO-CREATIVE ability to CAUSE vibratory change to take place as you CHOOSE. *(If I'm not feeling good, negative vibration, I can switch the idea in my mind. All of a sudden I'm feeling good positive vibration. How is that controlled? It's controlled by the various ideas that I will choose to entertain to from time to time. I'll build here, and plant here, because whatever goes in here, dictates vibration my mind, body is in. And we must understand that mind-body is one of the same. Not two. With free will reason is one intellectual factor. Will is other intellectual factor. **Reason** gives us freedom and the **will** gives the ability to lock into an idea, and control our vibration. And stay in the vibration we must be in to attract something that's already here.)* The lack of ability to exercise this tremendous power for GOOD is caused by IGNORANCE. *(Through ignorance a person gets into a state called **worry or doubt**. They don't have the understanding of how to change vibration. They don't have the understanding of how to control what's going on on the inside by blocking out what's going on on the outside. If a person is in this psychic state, that's called a **mental disease**. They're worried. They think they're not going to get what they need to look after what they say they have to look after. That worry when it's impressed and changed into an emotional state turns into something that's more commonly referred to as **fear**. That fear energy has to be expressed through the only instrument it can be expressed – through the physical body. Instantly and automatically the body moves into a vibration more commonly known as **anxiety**. The anxiety we usually treat with valium. However, we have not looked after the cause, we're treating the effect. And the anxiety of course moves into disease, which moves into **decay**. Sinclair Lewis said: "We don't die, we kill ourselves". What's the polar opposite to this? With an understanding of this, of this law, of this expected concept that we discussed, you never have to worry about whether you are going to reach your goal. Through the repetition of hearing, and studying, and watching, and learning this information, you'll never fear whether you're going to get there. Because you see, understanding gives us the ability, if we cannot see the positive circumstance on the outside, we can build on the inside. That's why Napoleon said: "Circumstances, hell I make them". George Bernard Shaw said: "People are always blaming circumstance for what they are. I don't believe in circumstance. The people who get on in this world are the people who get up, look for the circumstances they want, and if they can't find them, they make them". They have understanding that they can do that. And through doing that, and getting emotionally involved, they then set up an emotional state that's quite opposite to fear. It's called **faith**. The faith must manifest on the physical plane as health or well-being. This could be in our social life, could be a healthy body, healthy bank account, healthy business, name it and claim it. It really makes a lot of sense to know how to take control of this.)*

## LET THERE BE LIGHT

*(And there was light. Let, let there be light. You'll never force light. Light is consciousness. Force negates. Force only works in the physical plane of life. On the mental plane – you have to let it happen. You just let it flow into your consciousness.)*

## POSITIVE AND NEGATIVE PERSONALITIES

*(Misery loves company. Birds of a feather flock together. Eagles don't flock, sparrows do. And the heavy hitters they are all attracted to each other. They go to the same clubs. They take the same kind of vacations. They drive the same kind of cars. They live in the same neighborhoods. Now, if you're not one how do you become one? Mix with them, you choose your environment. That's exactly what I did 27 years ago. I was sitting in a bar. One day I picked up the glass, and I looked at it. And I looked around. I thought they were all bums in here. They were! Then I thought, geez I must be a bum too because I'm always here. I'm one of them, they're one of me. I put the glass down and said: "I'm never coming back as long as I live". And I never have. And strange thing, none of them have phoned to see how I am. That was almost 30 years ago. They never missed me. They don't even know I am gone.)*

## YOUR CONNECTING LINK

Slowly but deliberately, see with your inner eye of understanding, how you connect with the good that you desire to improve the quality of your life.

Two objects, whose electromagnetic fields are the same, have the same frequency; therefore they are in RESONANCE, in harmony or in rapport. When two objects are in resonance or while within the sphere of relative motion of each other, vibration can be transmitted from one to the other through the medium of the electron. Resonance is concerned with the electromagnetic fields surrounding objects.

We find that globe in a chandelier will vibrate when in resonance with a certain key on the piano; yet it will not vibrate to any other key on the piano.

All electromagnetic waves or quanta have their rate of frequency, which means the number of changes in direction per second. The electric wave spectrum is in a "SCALE OF VIBRATION" and is divided into regions. One must remember that these regions are not actual divisions but merely arbitrary spaces covering frequencies that manifest to our senses in different ways, each region blending into both the one above and the one below, without any definite line of demarcation.

When the world understands this great truth, that everything is an expression of the same thing, we will see that all people are the same. They only appear to be different. *(How do they appear to be different? They appear to be different to our physical senses, our lowest mental tools.)* The dividing lines are not borders, color nor language, but **IGNORANCE**. You attract whatever or whomever you are in harmonious vibration with. The results vary, the people remain the same.

**"KNOW THE TRUTH AND THE TRUTH WILL SET YOU FREE"**

## EVERYTHING IS AN EXPRESSION OF THE SAME THING

You are connected to everything in the universe and everything with you. Whether you can see with the naked eye or not is unimportant. The only difference between one thing and another is in density or amplitude of vibration.

When you choose certain THOUGHTS, brain cells are affected; they vibrate and send off electric waves. When you concentrate on those thoughts, you increase the amplitude of vibration on those cells and the electric waves become much more potent. *(Do you want your thoughts to be more potent? Develop the will power and then mental faculty. That gives you the ability to concentrate.)*

Know that you are originating those electric waves and KNOW that you are also determining the density of them by your own choice.

You must also KNOW that since you are originating these electric waves, your whole being is in that particular vibration.

*(It might be a wise idea to focus on the good aspects of even the worst situation.)*

## VIBRATIONS AND GOALS

*(Right on the first page of your action planner we recommend that you take a photograph of yourself and place it in this square. There's a photograph of yourself, there's a suggestion that you're born rich. You're prosperous person. Now what we want to suggest is that you get a photograph of yourself with your goal. It might be a new home. Shop around. Pick up the place you like. Stand in front of it, and get your photograph taken. Go and sit in an automobile. Get the picture of yourself, literally a physical picture, and hold that picture in your mind. Look at it as often as possible. Vibration is everything. That's what the picture does. It puts you in the vibration.)*

What do you mean by vibration? What do you really mean? Every thought changes the rate of vibration. As you are unable to think greater, deeper, higher, and more forceful thoughts, the brain cells are refined, and they become more powerful, and they are unable to receive finer vibrations. What does that mean? **We don't get what we want but we do get what we are.** How do we actually get what we want by becoming something different in vibration? When you talk about the attitude of an individual I mean the total person. What you're actually stating is that my thoughts, my feelings, and my actions represent what is called my attitude. What are your thoughts, your feelings, and your actions towards your personal life? Just toward you as an individual. What are your thoughts, feelings, and actions toward your income or your business life? What are your thoughts, your feelings, and your actions toward your family life? Your thoughts, feelings, and actions are what determine your state of vibration. It actually determines who and what you are, as well as, what it is you're going to get. The first thing you've got to understand is that **knowing does not precede doing.** The moment we as individuals began to focus on a particular objective or we start to look at what it is we want, we don't necessarily feel good about getting it. We can see it, we can think about it, but we don't necessarily feel good about doing it. The moment that you start to glow cold calling, or meeting that particular girl, or meeting that particular guy, that is suddenly a demand that changes your rate of vibration or changes you could say the way that you feel. Now consciously you know what you have to do. You know what it is you're working toward. You know what it is you want but inside there is an uncomfortable feeling or you could say a rate of vibration giving you feedback telling you why you can't do it. Now this is what you have to do in very, very simple terms: You were not yet in harmony with your idea but you started to do it not once but over and over and over again until the idea became fixed. You develop a sufficient number of brain cells to do it. You have got in mind something that we call a goal.

Everything that you have brought in your life, everything that you have to this point in time is a result nothing more of the state of vibration you were in mentally, emotionally, and physically. Instead of working so much toward this on the outside we have to increase our state of vibration in this way. The more and more that you think about where you're going, and how you're going to get there, and you go out and act on the idea. You know that's the difference. People will not act on the thing they want. They seem to entertain themselves by visualizing that they can have it. How nice it would be to get it but when it comes to acting on it their vibration, the way they feel about it, tells them they can't have it. So they spend their life dreaming rather than acting.

Was a onetime said: "In all that was left when his living was through were the mountain of things intended to do tomorrow". What habit patterns do you need to get to where you want to go?

I believe it was Oscar Wilde who said one time: "Why is it that you and I were never told that in our brain we hold in just one single tiny ivory cell this kingdom called heaven or this kingdom called hell." In other words when you impress your idea you cause the cells to move at a certain rate of vibration. When you take an idea and you impregnate it over and over again you impregnate that idea into one cell. When you impregnate that idea into the cell is dividing 1 into 2, 2 into 4, 4 into 8, 8 into 16, 32, 64 and the process goes on at the rate of 50,000 cells per second. And the more and more you act on it, even though you don't feel good about it, but you work with the idea, you start to develop this change in vibration but what is really happening is you're impregnating the cells with the characteristic or the idea. And these cells are going to search out the very thing necessary to get you where you want to go to complete the manifestation of that idea.

Einstein had burned into the corner of his desk, and it was responsible for every great invention: "All creation waits with eager longing for the revealing through the sons of man, you and I." In other words everything that you want is already here. The best way to do what you're doing it's already here. It's never been thought of but it's already here. What we need to do is we need to constantly think about where we are going, what we want to do, and we start to increase our level of thinking by vibration, and we began to attract thoughts of a like nature that'll move us into that direction. But you can't sit and wish. There is a difference in wanting a thing, and being ready to receive it. So just suppose you know what it is you want, and you ask yourself what habits do I need to form or develop to bridge the gap from where I now find myself to the point I want to reach. You know the only difference in steam and ice is the state of vibration of the water or the H<sub>2</sub>O. The only difference in where you are versus where you want to go is your state of vibration. Do you know that everything to get you there is already here? And it always has been.

One of the reasons we don't get where we want to go is because we try to be too realistic, and too practical about the goals that we set. Hans Salie, the greatest doctor on stress, said that he found beyond the shadow of a doubt that: "Practical and realistic people are not as practical and realistic in the long run of life as the dreamers who pursue their dreams".

**Depression is** energy at its lowest state of vibration. **Success is** energy at its highest state of vibration. Happiness, joy is orderly vibration.

Your outside world would change because you're inside world has changed.

*Everything you are seeking is seeking you. (You are today where your thoughts have brought you because as we think we actually travel. As we think we travel. We may be able to stand still physically but we are forever moving in thought. We are forever moving in thought toward that which we most secretly love. Be at base of beautiful or a mixture of both. For we always gravitate towards that which we most secretly love, always do. Even the things we don't like are the things we love otherwise we wouldn't have them. It was suggested that we already have everything that we want. You don't have to get anything it is simply a matter of becoming aware of what you already have for it is within. It's with you always. If energy is neither created nor destroyed everything you will ever want is already here. A higher rate of vibration always destroys a lower rate of vibration. If we have negative things in our life that we don't want we need only go to a higher order of vibration. Now here are some questions you must answer. Because it'll tell you what state of vibration you are in. Do you hate misery more than you love happiness? Do you hate poverty more than you love prosperity? Do you hate disease more than you love health? Because you see if you hate these things you increase the possibility of them becoming yours. The thing you hate is yours; the thing you love is yours. Whatever it is you love is yours if not in the physical world it definitely is in a mental and spiritual world. Do you hate misery more than you love health? Do you love prosperity more than you hate poverty? It is simply a matter of choosing the thoughts that will put you in a harmonious vibration with a good that you desire. What are the thoughts that put you in harmony with the good that you desire? What is your desire look like?)*

The moment you bring your life in harmony with the LAW, the NEGATIVE will have “taken wings”, for the cause will be removed. *(If you want to remove a negative in your life which you must do is go to a higher order. And a higher order of vibration always destroys a lower order of vibration, and negative is a lower order of vibration.)*

The secret to receiving on the physical plane, the RESULTS you desire. *(In a limited state of understanding we actually sit down and logically reason that we can only get something or we can't receive it or we can't give it until we receive it. We logically try to prove that to ourselves. So in a limited state of understanding we actually tried to reason that we must get before we can give. See you don't get what you want you get what you are. And when you become mentally, when you become spiritually, when you become emotionally involved in what it is you want, you become that person that would have it.)*

## **THE LAW OF PERPETUAL TRANSMISSION OF ENERGY**

When a person throws off a positive vibration, that person must, under the LAW OF PERPETUAL TRANSMISSION OF ENERGY, TAKE ON an amount equal to that which the person throws off, for “AS YOU SOW, SO SHALL YOU REAP”. *(In other words when we think about something good, bad or indifferent, that energy that we release we are going to take on an equal amount of exactly the same kind. You're going to take on an equal amount of the same kind. That's why some people believe you see that if it's expedient to be honest, fine I'll be honest. If it's expedient to shade a bit, fine I'll shade a bit. Now you get it all back.)*

Every time you throw out a thought you don't have to say it verbally. You only have to think it. You only have to feel it. You're going to get it back. That's why we were taught to think well of people. So the law of perpetual transportation of radiant energy what does it teach us?

Your responsibility is just one just one – if you can understand that every thought changes your state of vibration, every thought you entertain. It means that the only responsibility we have is to put it out. Universal principle, spirit, whatever that which is, the null thing as Edison called it, it will reciprocate in like kind but it does not say when or from where, or through whom it is coming back, please understand that. If I give the best I've got to someone I may get it back from another person. Spirit, universal intelligence, it will determine whether I'm getting it back, and when, and how I'm going to get it back. Because you don't get it back from the person you've given it to. It doesn't mean you're not getting it back. Your responsibility is to put it out. Universal intelligence will determine how, when, and through whom it is coming back.

If you don't like what you're getting back in your life, I'm going to ask you have you examined lately what you're putting out. And how you examine what you're putting out is you ask yourself what is my state of vibration, what is it? What are my thoughts, feelings, and actions toward my personal life? What are my thoughts, feelings and actions toward my business life? What are my thoughts, feelings, and actions toward my family life? That's how you tell. That's not difficult to do. That'll tell you what your attitude is, what your state of vibration is, it'll tell you why you have the things that you actually have.

## **THE RISK-TAKERS**

Abraham Maslow's pointed out that you're either going to step forward into growth or you're going to step back into safety. There's no compensation and playing it safe. That safety could be a prison. Understand that fear is holding us back. Understanding and courage is going to enable us to break through that barrier.

“To laugh is to risk appearing the fool. To weep is to risk appearing sentimental. To reach out to others is to risk getting involved. To show your feelings is to risk exposing yourself. To place your ideas, your dreams before the crowd is to risk their loss. To love is to risk not being loved in return. To hope is to risk pain. To try is to risk failure. But risk must be taken. It absolutely must be taken because the greatest hazard in life is to risk nothing. The person who risks nothing, does nothing, and has nothing. You may avoid suffering and sorrow but you simply cannot learn, feel, change, grow, live or love, chained by your certitudes you will be a slave. Only the person who risks is free.”

a minister in Atlanta J Dishman

He said recently I visited Alcatraz prison. Many men have tried to escape Alcatraz but no one is known to have succeeded. As I listened to the tour guide explaining the impossibility of escape I thought of other prisons equally as confining as Alcatraz but where the doors are never locked, no guards walked the walls, escape is encouraged, and in fact possible. That prison is **habit**. You want to really be consciously aware what you're doing. Is it a habitual thing you are doing every day? Is that what's controlling your life, your destiny? Or are you choosing and going in the direction of your dreams. Our habit of thinking about our self and our environment is either a jail or a paradise. We just have to look around us to see people who are rich emotionally and materially because they think, and feel rich. We also see people who are laden with emotional and material debt because they think lack. Some are inspired with vision others unfortunately are encumbered by doubt. Some are moved by ambition others are paralyzed by fear. Some feel free to change, others feel safer in monotony. Some reach for the mountain tops, others huddle in the pits. Some seek opportunity others just wait for it to knock. The sad fact is that more people are confined by their thoughts than are freed by them. Negative thinking shuts us in a prison. But there is a way out. The apostle Paul said: “Be transformed by the renewal of your mind”. Paul knew a lot about prisons both physical and mental. He emphasized the mental prison by knowing we get exactly what we set ourselves up to experience.

Most of us are conditioned. **Conditioning is** nothing but a mass of habits. We're conditioned to take all of our information from our sensory factors. We have been programmed on a physical level from the time we were children. Look at me! Listen to this! Don't you see that? And that's how we're trained and conditioned to learn. So it's natural that we should let our material, our physical, our results control our thinking. Now we know there are two polarities. I pointed out on this side is ignorance, and its polar opposite is knowledge. An ignorant person does not understand that they can operate with their intellectual factors. They can choose the picture, and get emotionally involved, and they can see the results come about in their life. They don't understand that. They're letting the results control their thinking. So they set a goal but then they look for the signals that it's going to happen. When they start to look at the empty bank account the wealth, it's no good, it's not there. We don't know if we are going to have enough money to keep going. And what we do at that point we forget our goal and we start to worry. And then we doubt our self and it's a negative experience. It's a psychic disease. That worry instantly and automatically turns into an emotional state called **FEAR**. Now keep in mind you're working with the central nervous system. It is the most incredible electrical system and the universe. This can happen in less than a millisecond and there's 1000 of them in a second. That energy that we call fear that negative energy must be expressed through the only medium it can be expressed through, and that's this thing that you live in, your physical body. And it expresses itself in a negative vibration that's more commonly known as **ANXIETY**. That's the cause of anxiety. **Worry isn't the cause, fear is not the cause. Ignorance is the cause (not knowing)**. Most of us are afraid to admit ignorance. We're all ignorant.

Develop your strengths, manage your weaknesses. How do we eliminate ignorance? It's very basic and very simple. We study. We study and we develop understanding. And the understanding tells us quit, let your outside world, don't let your outside world. Don't let previous our present results control your thinking. Visualize what you want. Get emotionally involved with it. The understanding leads to faith and the faith manifests on a physical plane as health and well-being. So not only do you benefit from the change, so does everyone else benefit from the change.

You may not know how to stop what happens but it's happened to every one of us. It's happened to you. In our little life we had all kinds of ideas programmed in here. Then we began to think what kind of thoughts would we think? We would think thoughts that were in a harmonious vibration with the conditioning we already had. It's natural for a person to think X type thoughts. X being the unknown factor. So it would apply for all of us. If our mind is programmed our subconscious is programmed with X type conditioning, it would make sense that we would think X type thoughts. Why would we? Well by thinking X type thoughts those thoughts when they're mixed with the conditioning, set up a vibration that we're used to. That's called **THE COMFORT ZONE**. It might not give you the results you want, and in fact probably won't but it's comfortable. Do you know you can be comfortable getting very inferior results? You can be very comfortable in a relationship you totally dislike. Why do you think people stay together that don't even like each other? It's comfortable. It's also dumb. Why do you think a person stays on a job they don't like? It's comfortable. They are used to it. There is no risk. They know how to do it. Going out for the bigger job might be scary. Keep thinking.

We said this was bondage. It's prison. Now this is what we call reason. Remember what we said here. We have sensory factors you can see, hear, smell, taste, touch. Here we've got the person with the X type conditioning, X type vibration that produces X type behavior that produces X type results. Let's say the X type results represent an 18,000 dollars a year income. Now remember we also said, we have the ability to choose thinking this way or this way. We can think of how we can get what we want or we can spend time thinking why we can't. We also said as long as an idea was just here in our conscious mind, it would have absolutely no effect in how we felt or anything we did because it's right here in our consciousness. Now this is also called **THE EDUCATED MIND OR THE INTELLECTUAL MIND**. This is the part that reasons, that thinks. Now do you know you could put a Y type idea in there, Y being much better, much better than the old conditioning? But before you can act on a Y type idea, it must go through that part of your personality. You'll never act on an idea without passing it through here. It is the power that does with the work. And every time he went to impress that idea the Y type idea, and the X type energy instantly and automatically affected his entire nervous system. It set up a chaotic vibration. We'll call it a foreign vibration. It's a XY type vibration, mental conflicts, and instantly and automatically doubt, fear, and anxiety just zoomed through his system. And it happened so fast, he didn't even know what was happening. When that feeling took over, he did not know how to control it, so he did what Maslow said he's back into safety then he started to reason with it. Who needs the big cars anyway, damn things have cost too much money. Lights go down price goes up. You've got to justify staying here some way. So you do something called **RATIONALIZING. THAT'S RATIONING LIES TO YOUR MIND**. Here's the X type energy, here is a Y type idea, and he started to get emotionally involved. Did he create doubt, fear, and anxiety? Yeah, he sure did but I'm going to tell you what's different. He started to do it with understanding. You know where that led to? That led to freedom.

You cannot give a person something you do not have.

I treat education as being almost sacred.

Even although you experience some doubt, fear and anxiety you understand what's causing that. It's the change that's taking place in the mind.

Now Thruall onetime said something that is so rich with truths, he said: "If you will endeavor to live the life that you have imagined, that's the new idea the Y idea. Any person who advances confidently in the direction of their dream, and endeavor to live the life they imagined, they will meet with success unexpected in common hours."

You will experience the freedom that I might add you were born into. Have you ever wondered why you are attracted to the baby? It doesn't matter the race, the religion, none of those things matter. If a mother or father standing in front of you in the shopping line you've got the strongest urge to reach out and touch that baby. Why do you think that is? Why do you think there's such a strong magnetic pole? I love those little people, and it is no small thing when they who are so fresh from God love me. You see, we are created in a magnificent vibration, an absolutely magnificent vibration. Born risk-takers, free. The conditioning takes place after birth. You can change it. It takes guts, takes goals.

In the space below, write out your dream, your goal.

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Below, write out the risks that you must take before you can make your dream a reality.

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2. 

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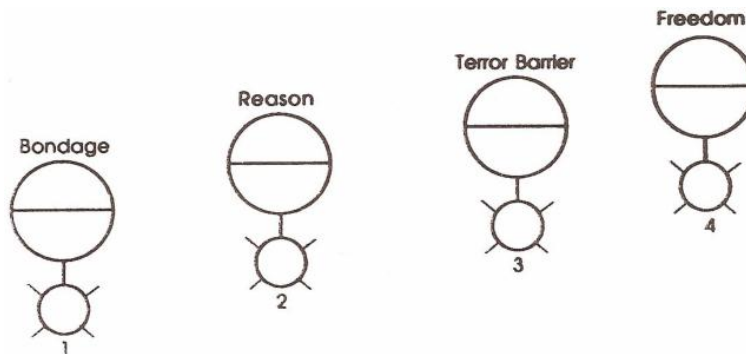
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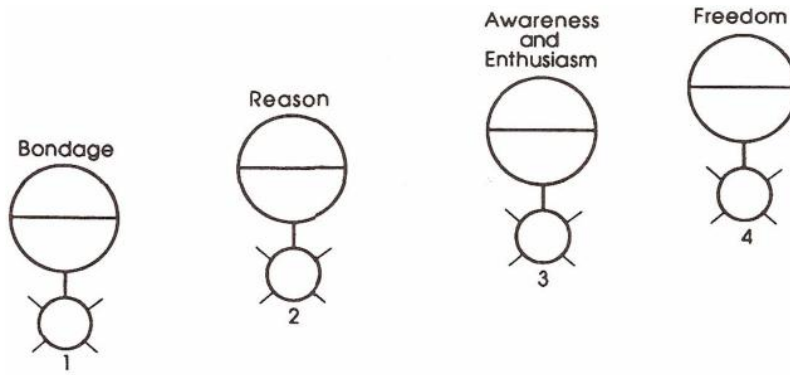
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NOTES







The mark of a superior performer is a person that can give himself a command, and then follow it.

Remember, it makes no difference whether your goal is starting a new business, buying a new automobile, a new position at work, setting a sales record, or earning an honors mark in school. Whatever it may be, you must step out and boldly pursue it. *(Motivation and education leads to wise decisions and intelligent action and enables us to enjoy the prosperity which is our birthright).* **Keep reminding yourself you have tremendous reservoirs of potential within you,** and therefore, you are quite capable of doing anything you “set your mind to”. All you must do is figure out **how** you can do it, not whether you can or not. **Begin to visualize yourself as a risk taker, and then start telling yourself you are one.** Become fully aware of the “good vibrations” you get, simply by virtue of practicing these simple mental exercises.

“Your circumstances may be uncongenial, but they shall not long remains so if you perceive an ideal and strive to reach it”.

**James Allen**

List below the major, exciting moves you have committed to make and when you will begin.

1.	_____	_____
	_____	Date
2.	_____	_____
	_____	Date
3.	_____	_____
	_____	Date
4.	_____	_____
	_____	Date
5.	_____	_____
	_____	Date
6.	_____	_____
	_____	Date

## THE RAZOR'S EDGE

I want you to get a sheet of paper. What I'd like you to do Mr. Schwab is write down the six most important things you have to do tomorrow. First thing tomorrow morning I want to take out that list. You'll have them numbered in priorities. Priority ABCDEFG or 123456. Now I want to work on number one and don't go to number two until you complete number one. Then you try the idea, put it to work for 60 days, and send me a check for whatever you think the idea is worth. 60 days later IVLIVE received the letter, stating that the lesson had been the best he had ever learnt from a business point of view.

There is such a small difference in the people that are actually coming up with the results versus the people that are not getting the results. What is the difference in person B and will say person A? What is the basic difference? I mean they both will say, have the same aptitude, the same education, maybe come from the same neighborhood, may work in the same company, they maybe even gone in the same schools but it seems that person A, they just keep on achieving even though they have great adversities but person B never really gets off the launching pad. What is the basic difference in these two people? Well I believe it's the razor's edge. That there is such a fine line that separates people.

Now I'm going to give you one simple little formula that will act as the razor's edge difference for you. The common denominator of success, the very simple formula not an easy one but a very simple one, it works like this:

A man wrote marbles little book, 20 pages, and he entitled it The Common Denominator of Success, and he said: "The common denominator of success in his business, your business, my business, any business is **informing the habit of doing things that failures don't like to do**. A failure, this individual is influenced in pleasing methods only whereas this person, the success type individual, they're influenced by pleasing results only. They have formed the habit of doing things that this person does not like to do. Are you influenced by pleasing results or are you influenced by pleasing what is called methods? What are you influenced by? Are you influenced by where are you going or are you influenced in defending where you are? Because the razor's edge difference could be just one simple action that you do every single day. The six most important things that are going to move you in the direction of your goal. That's basically what it comes down to.

"You are only one inch....one step....one idea....away from turning onto the boulevard of beauty in your life."

It is often said that that line which separates winning from losing is as fine as a **razor's edge** - and it is. (I am talking about winning in a big way and in all areas of your life).

W. Somerset Maugham wrote an entire book entitled "The razor's edge", and Daryl F. Zanuck spent \$4 million producing a movie which had the same title. Both of these great men – author and movie-maker alike – knew there wasn't a big difference among people; there was only a big difference in the things they accomplished. (*That was the theme of the movie as well as the book*).

One person "just about" starts a project, the other person starts it. One individual "almost" completes a task, the other does complete it. One student "nearly" passes the exam, the other does pass it, and although the difference in their marks may be only one percentage point out of a hundred, **it's that one percentage point that makes all the difference.**

"Many of the athletes against whom I competed in high school were far superior to me. But they quit."

**Milt Campbell**  
**Winner of the silver medal in the decathlon**  
**1952 Olympic Games, Helsinki, Finland**  
**Winner of the gold medal in the decathlon,**  
**1956 Olympic Games, Melbourne, Australia**

## Keep improving your performance

The majority of people read at a grade six or seven level. We learn to read by the time we have reached grade six or seven and never improve our reading skills from that point on in our life. Once people have become proficient in the basics in any particular field, they usually stop learning and of course from that point forward, they cease to improve.

Since this is true of most people in any field, it is obvious you can easily rise above your peers with a little extra effort. The people who put forth the extra effort are the same people who can demand and will receive the lion's share of the income in their field.

Taking this into account, consider the job you are doing presently, and **ask yourself the following questions:**

**“How good am I at doing it?” and “How much better could I be?”**

Realize that, if you would study your chosen field for one hour per day, in five years' time you would have studied for 45 forty-hour weeks, which amounts to almost a full year of study. Moreover, since you would have only been studying for one hour at any given time, you would be able to give the material your undivided attention. Therefore, it would actually be the equivalent of “a full year” of concentrated study. This means that by the end of the first year, you stand among your peers like a giraffe in a herd of field mice.

In fact, when you really think about it, you will soon **understand there isn't any competition at all, because there are so few people in the race, that even the losers are winners.** Therefore, you need not do a tremendous amount of studying to gain the understanding you require, because again, the difference between knowledge and ignorance, may be as fine as “the razor's edge”.

Perhaps the factor which will catapult you into the “big leagues” which will multiply your income from a material as well as a psychic point of view will be your own ability to persist. So the next time you step out to do something, and “the going gets tough”, just remember that the Razor's Edge difference for you, could well be your own ability to persevere. Just try one more time – with enthusiasm – and you could watch your accomplishments go from the very ordinary, to the very extraordinary!

List six Razors Edge Actions you will implement immediately which will make the difference in your life.

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2. \_\_\_\_\_  
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5. \_\_\_\_\_  
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6. \_\_\_\_\_  
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Reading and memorizing isn't going to do you any good, it is understanding and application that's really going to make the difference.

Excellence is that fine line. It is only a commitment to completion. That's all excellence means, it's a commitment to completion. So you see it doesn't matter how many books you read. It doesn't matter how many seminars you go, how many tapes you hear, how many experiences you've had, the difference is you know what you have to do.

### **They say the trying is failure with honor.**

Do you know that if you start something an hour early or if you work an hour later, do you know that's 940 hour weeks that you enjoy each additional year? Just one more hour is a razor's edge activity. That will give you 940 hour weeks of productivity in your life, no matter what area of your life you're talking about.

### **Anybody that ever tells us something is easy; they say that because they don't do it. There isn't anything that's easy.**

A man who made a decision, and who made a commitment to completion:

"In pain he was in joy, in pain he was in happiness, in pain he was in victory, in pain he was a winner". He knows the difference as far as the razor's edge is concerned. He knows how to act on it. He could have said Tommy: "I don't feel good enough to go, Tommy I don't think I can make it, Tommy you should use someone else". No, he said Tommy: "I'm available when you need me".

## **FOR SALES PEOPLE**

If you're employed in a "sales" capacity, consider the dynamic sales presentation which you could be developing in a month or two, if you SIMULATED a sales presentation with an imaginary prospect, or possibly one of your associates, every day for one hour.

*(Imagine what would happen if you practice your craft every day. Imagine what would happen if you practice your craft as a parent, if you practice your craft in your profession, if you practice your craft in your family life, in your personal life with your friends. Can you imagine what would happen? Well you see if you are only going to try for a week, I want to tell you now don't do it, because the frustration will be worse than never. If you are going to try it for a two weeks, maybe, but if you want to really work, I'll tell you this, you give the next 90 days of your life, the next 90 days of your life the very best you've got, and I'll guarantee you one thing, life will give you everything you want for the rest of your life. 90 days.)*

Always remember, **"If the need is there, and the means are there, and you still haven't made a sale, it is because you're not good enough yet!"**

The difference is action, the difference is activity, the difference is doing, the difference is really doing, and then you make a commitment on what you're going to do with this page and don't allow others, don't allow events to control your activity. Don't allow them.

*(I kind a like the, you know the guy who was walking back and forth in front of the bed on the Sunday night. His wife said: "Are you ever going to come to bed? It's midnight." He said: "I can't". She said: "So, why not? He said: "I'm having a problem. The mortgage is due tomorrow, and we have no money in the bank." She said: "Isn't that so-and-so down the street where a bank manager lives? Isn't that the bank we deal with? Isn't he is the manager?" He said: "That's right". She went over, she picked up the phone, and she called him. She had a few words, and hung up the phone. She said: "Now, will you get into the bed?" He said: "What did you do?" She said: "I just call the bank manager, and let him know that you can't make the mortgage payment tomorrow. He'll be up all night worrying about it, you get to bed.")*

Excellence is a commitment to completion and that's the difference in the razor's edge activities you're going to get involved in to really make this program work.

### MY COMMITMENT

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with \_\_\_\_\_, at \_\_\_\_\_ am/pm  
\_\_\_\_\_ date

You see, the point is, you don't know how much future you've got. What's gone is gone. There's really nothing you can do about it. And to spend your time now thinking of what happened there is making absolute certain that the future is going to be the same as the past. All you've got is now.

### FORGIVE

“That slight misdeed of yesterday,  
why should it mar today?  
The thing he said, the thing you did,  
have long since passed away;  
For yesterday was but a trial;  
today you will succeed,  
And from mistakes of yesterday  
will come some noble deed.

Forgive yourself for thoughtlessness,  
do not condemn the past;  
For it is gone with its mistakes;  
their mem'ry cannot last;  
Forget the failures and misdeed,  
from such experience rise,  
Why should you let your head be bowed?  
Lift up your heart and eyes!”

### DON'T THINK IN REVERSE

You will never obtain any substantial measure of material wealth if you insist upon living your life as if you were looking back through your rear-view mirror of an automobile. Nevertheless, this seems to be a very common error which many people have turned into a habit.

### Let the Dead Bury the Dead

Advancement of all kinds is preceded by a crisis. The greater the crisis, the greater the opportunity for advancement. Out of all confusion comes order. A higher degree of order than that which existed prior to the confusion. Because you see the confusion was a learning state. Business is fun. It really is. I see business as a game. It's a game we are playing. And we play to win. And when we are winning we are having fun, and when we are losing we are learning. Let's treat both the experiences exactly the same. They are learning experiences.

Stop looking back on your life, and worrying about the things which have already occurred, and which you can no longer alter. For pursuing that kind of mental activity will never lead to any worthwhile accomplishments in your life. You should understand, moreover, that all of the great achievers of the past have been **visionary figures**; they were men and women who projected into the future, and did not belabor over things, which had already past. They thought of what **COULD BE**, rather than **what already was**, and then they moved themselves into action, to bring these things into fruition.

**LIFE IS EITHER A SERIES OF ENDINGS  
OR A SERIES OF BEGINNINGS.**

Church in Santa Ana California, Philip Nichola, great preacher

If you looking back, it's a series of endings. Look ahead something great is coming.

“Let us not look back in anger, nor forward in fear,  
but around us in awareness”.

Leland Val Vandewall

Think all the resentments and gilts. You know what it's doing? **Resentments and guilt** is simply choosing to build a negative idea here over something that someone did to you, and then letting yourself get emotionally involved in it, and we move into the same vibration. I don't care how justified you may feel in holding a resentment. That's a dumb gain. It is like throwing dust into a strong wind at someone else. You know where the dust is going to end up. You may feel justified but I'm going to tell you a person of understanding will not do it. It is a mental act of ignorance. The law will see that they get their reward for what they did. You don't have to look after that. And as long as you're holding up resentment in your mind it's like replaying the same thing over and over again. And the same physical experience is taking place. You are moving into that vibration.

What's guilt? That's looking back at something you did that you thought was wrong in the past, and reliving it, and the same vibration takes place. You see resentment and guilt are very closely aligned. One is directed towards someone the other is directed toward yourself but you are the beneficiary of both and neither one of them are positive. Most destruct full emotions that you can get involved in.

**AFFIRMATION TO RELEASE THE RESENTMENTS AND GUILTS**

I willingly release the thoughts and things that have cluttered my mind. I release \_\_\_\_\_  
(insert name of anyone you hold a resentment for)  
to their highest good, happiness, health and wealth, and me to mine.

(Make the above Affirmation with strong feeling)

**PATTI'S CRUISE**

In any case, one day Patti and I went to lunch together and we had a very serious discussion. I said, “Listen Patti, if you really want to go on a cruise, you must quit looking back or looking at “what is,” because looking at present results is a very common form of thinking in reverse. You must commence to look ahead and you must start applying what we profess in the seminars. So go ahead and book your trip – make definite plans – and don't give one thought to anything going wrong. Know that whatever you need for your goal to materialize, will begin to be attracted to you, as soon as you accept the idea that you are going, and make definite plans to do so. If it is money that you need, you will have it. It might not all be in place until the very last moment; but if you see it, and you believe it, and you expect it, you most certainly will receive it.”

What are the important points in this story?

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How can you apply these points in your life?

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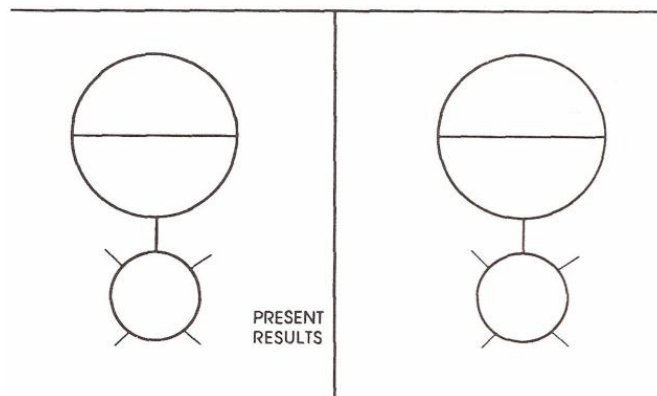
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If you have been guilty of allowing your sales-sheets, your bank account, or the x-rays the doctor takes of your body, control the way you feel, think, or view your sales, financial position or health, I can assure you that – just as certain as it's going to get dark tonight – there will not be any marked improvement in your life in any of these areas.

*(You've got to realize that the results you are getting have been controlled by the way you think. What you want to do is keep your mind on a higher image rather than a lower concern. You take this magnificent power, and you build the picture in here that you want, and you let yourself get emotionally involved in that picture, and I said Paul it'll happen so fast it'll make your head spin.)*

**Therefore, look up, look ahead and form the image of the life you choose to live; then everything you touch or come in contact with will grow and expand and express itself, in a greater and greater way.**





## **DON'T THINK IN REVERSE – chapter from the original book**

*“Let us not look back in anger  
nor forward in fear  
but around us in awareness.”*

Leland Val Van De Wall

You will never obtain any substantial measure of material wealth if you insist upon living your life as if you were looking back through the rearview mirror of your automobile. Nevertheless, this seems to be a very common error which many people have turned into a pernicious habit. That is to say, many of us spend most of our present moments, “floundering mentally,” in the time zone of the dead and should-be-forgotten past.

### **Let The Dead Bury The Dead**

Remember the old adage which says, “Let the dead bury the dead.” In other words, what you want to do is to stop looking back in your life and worrying about things which have already occurred and which you can no longer alter. For pursuing that kind of mental activity will never lead to any worthwhile accomplishments in your life. You should understand, moreover, that all of the great achievers of the past have been visionary figures; they were men and women who projected into the future and did not belabor over things which had already past. They thought of what could be, rather than what already was, and then they moved themselves into action to bring these things into fruition.

Think of the magnificent legacy which these forward-thinking individuals have left for us living today. Due to their formidable efforts, we are now able to enjoy breakfast in Paris, lunch in New York and dinner in Toronto. We are now able to live our lives in brightness and light (twenty-four hours a day if we so desire). We can hear the voice of a loved one on the other side of the ocean, merely by pressing some buttons on a telephone. All of these miraculous possibilities, and so much more, are available to us, simply because ordinary human beings—like you and me—have built extraordinary images on the screen of their minds, of things which had never been before.

The pioneering spirit of men and women of all faiths, creeds, and color has been put to great use. Those praiseworthy individuals were able to look into the future, to see what could be rather than what already was, and then they ignored those who scoffed and said, “It couldn’t be done.” Also understand that all great achievers always expect to do great things and then they turn around and do them! Do not be misled by your sensory factors— we are endowed with the same, basic mental tools which the Wright’s, the Edison’s and the Bell’s possessed, and we all have the God-given ability to employ those tools, just as they did. All of us have been blessed with the mental capacity to gaze into the future and to see our lives in a richer and much more satisfying state.

Therefore, regardless of the present circumstances in which you find yourself, clearly understand that if you can build the image of something new in your mind, something that far surpasses anything that has occurred up until now, you have the ability to realize that result in the physical world. It could not be more clear, that all of us have been “Born Rich”, in the sense of having a magnificent God-given potential, which we owe ourselves to nurture.

Just how great is this human potential?

Let’s check with the experts. Dr. Alexander Rich, Professor of Biophysics at M.I.T., has estimated our central nervous system contains from 10 to 100 million cells, each one of which has a storage capacity equal to that of a large computer. If his estimates are even close to being correct, it would imply that the human mind has the capacity to store all of the known information in the world—with room to spare!

Other specialists in the field of human creativity are similarly convinced that all people have uncharted reservoirs of untapped potential, locked up within the confines of their incredible minds. For example, Dr. W. Ross Addey, of the Space Biology Laboratory of the Brain Research Institute at U.C.L.A., has said that, "The ultimate creative capacity of your brain may be, for all practical purposes, infinite." One must conclude, therefore, the more a person delves into the potential of the human being, the more that person will become aware of how great he or she truly is; and the more that person becomes aware of his or her own potential, the easier it will be to build images of ideas or things which have never even been contemplated up until the present time.

Now, pause for just a moment and reflect upon the degree to which you have been utilizing this incredible power to improve the quality of your own life, and the lives of those people who surround you. If you know, for a fact, that you have not been tapping into these great reservoirs of talent and ability, then you should ask yourself very candidly why you have not been. For if you do this, you might just discover you have been "telling yourself" for such a long period of time that you can't do certain things, that you have actually manufactured a genuine "mental block" in your own conscious mind.

But, you should remove these mental blocks by putting yourself into a very relaxed state and by then becoming consciously aware that you can do the things you want to do—you probably just don't know how to go about doing them. If this is the position which you currently find yourself in, then you should start getting excited; for the ideas which are being brought to you in the pages of this book will show you exactly how to go about doing the things you most wish to do.

Also, please be advised you need not feel regret because you have not fully utilized this great power in the past. For the truth is, there are few people anywhere who understand the real truth concerning their own "hidden resources." That is the very reason why so few people live dynamic exciting lives and so many people live confused, unproductive lives. Moreover, just on the basis of what you have read up to this point, you have already far surpassed most other people with respect to your understanding of this important potential.

It would appear to be the case, that the masses of people have always lived their lives in the past tense. That is to say, by virtue of holding onto old images, they have limited themselves to only "half a life." Indeed, even as far back as the turn of the century, William James (1842-1910)—one of the world's most distinguished early psychologists—reached the conclusion, the average individual was using only a small portion of his or her real potential (perhaps as little as 10%). He considered this to be one of his most important psychological discoveries and, in this connection, he wrote, "Most people live, whether physically, intellectually, or morally, in a very restricted circle of their potential being. They make use of a very small portion of their possible consciousness, and of their soul's resources in general, much like a person who, out of their whole bodily organism, gets into the habit of using and moving only their little finger."

One might have expected that in this modern age in which we now live, James' findings would have become anachronistic. But unfortunately, this is just not true. For the sad reality is, that most of us are continuing to live our lives in much the same manner as our grandparents did. The reason we do this, you will be interested to know, is that most of us have never been trained to measure our "true abilities" correctly.

Indeed, during the formative years of our lives, we have been inculcated with the belief that our results in school would be the factor determining whether we would win or lose in life. This notion has been "fired" at us from virtually every conceivable angle, until eventually, most of us have not only come to accept it intellectually, but we have actually become emotionally involved with the idea as well. The result is: the lives of untold numbers of individuals have been needlessly sacrificed, "on the altar of failure."

I feel time has come for us to free ourselves from these mental shackles of the past. Let us, therefore, begin this “healing process,” by getting in touch with the wide variety of beautiful images which we have the ability to form on the screen of our own minds. Then, let us begin to actually expect to receive the physical manifestation of each one of these images, in our own lives.

Remember, if we are able to see ourselves doing, being or having something, on the screen of our conscious minds, then we are able to do, be, or have it, on the physical plane of life as well. You see, the adage is true: “What you see, is what you get.” Therefore, always look forward into the bright future which lies just ahead of where you currently are situated.

Let me make it clear that I am not referring, in this context, to the things which you can actually “see,” with your physical sense of “sight” (that is looking at what was or what is). Rather, I am referring to your creative inner eye which enables you to see what can be. The creative inner eye is that magnificent part of your personality which permits you to see into the vast reaches of the “creative, nonphysical world.” (This is the area where all life begins, or originates.)

The past, conversely, is the place where all life ends. But unfortunately, it is also the place where 95% of the people spend 95% of their time (which is, sadly, also their life). For example, it is an accepted ritual in our culture, for old friends to spend hours upon hours reminiscing or harping back on, “the good old days” of yesteryear. Hours upon wasted hours, of precious present “living time” is squandered, discussing people who are dead and gone, or reflecting upon things which used to be, but are no more. In fact, there are actually numerous individuals who spend their days collecting “things from the past”—or antiques, as they are sometimes called. These people collect everything from old match boxes to antique furniture.

Then, there is another large category of people, who consume the majority of their waking hours, reliving in their minds, past negative events which have occurred in their lives. They either spend valuable hours thinking of some past injustice which someone has done to them, or possibly about some unkind remark which someone had once directed in their direction. They bemoan and agonize over past failures, or missed opportunities which they somehow “let slip through their fingers.” Unfortunately for them, these individuals maintain such a negative vibration, that there is not even the most remote possibility of a positive thought entering their level of consciousness.

Indeed, the only thing this type of thinking will ever create is resentment and/or guilt—both deadly emotional states. But until these poor souls come to terms with the fact that it is they themselves who have been the authors of their own misfortune, and until they realize it is up to them to alter the course of their own lives, they are doomed to repeat their past failures over and over again. As long as they persist in believing that others are the cause of their problem, they cannot be successful (because, of course, you can never successfully change anyone but yourself). Therefore, to the extent that these people hold onto their false beliefs, they will continue to “Think in Reverse;” and it goes without saying, you cannot move ahead while your mind is travelling in the opposite direction.

Take a good look at yourself. Could you be one of the individuals whom I have just portrayed?

If you are, I would strongly suggest that you bring your mind to a “screeching halt.” Then reevaluate your present position and reexamine your future goal. Look straight ahead and fill your consciousness with great and grand thoughts of what you ultimately could do and what you eventually can be. Become acutely aware of the direction your mind is travelling, because ultimately, that is the way your life is going to unfold.

## Polaroid Camera Analogy

I have often likened the human mind and the material world to a polaroid camera and a photograph. For once you have “snapped” a picture, the course for that photograph has been incontrovertibly set. There is a short gestation period which must elapse, but then the photograph must begin to appear; and it will do so, exactly as it had originally been “shot.”

To carry our analogy one step further, I would suggest that the shutter of the camera is quite like the conscious mind, in that it is responsible for “snapping” the picture. Similarly, the camera itself may be likened to the subconscious mind, because it is responsible for “doing the work.” Finally, the photograph is analogous to your results, as it merely shows the world the physical replica of the picture which you have already taken, “with your mind.”

Clearly, if you were to take a picture of the same object—over and over again—you would do nothing more than reproduce the same photograph, over and over again. Yet this is precisely the course, which many people set, for their own lives. Therefore, you must constantly be reminding yourself, that if you persist in “thinking in reverse,” you will only reproduce the same results in your life, over and over again. If you wish to change this pattern, on the other hand, you must look bravely into the bright future, which lies ahead, and see yourself already doing what you now only dream about doing, “someday.”

## Patti's Cruise

Patti Moir first came to my seminar, with her parents, when she was only eleven years old. By the age of fifteen she was already speaking in the seminars and sharing with the audience the manner in which a concept in the seminar had moved her from failing miserably in French—at school—to honor's grades (and in a relatively short period of time, to boot!)

Five years later she was working with me in the seminar business. One day I noticed her attitude seemed to be slipping badly and it appeared to me that she was not enjoying herself one iota (note that these are the first telltale symptoms of an individual who is without a goal). So I asked her what it was she really wanted and her immediate response was, “What do you mean by that?” I explained to her, that since she wasn't working toward anything, she didn't have anything to look forward to, and this made life extremely difficult, to say the least. Then she said, “But I don't have any money, so I can't do anything.” I reminded her, however, that it doesn't cost even one penny to want or to dream. A radiant smile suddenly came across Patti's face, and she told me that what she wanted, more than anything else, was to go on a south sea cruise. I said to her, “That would probably be a lot of fun.” I told her I had done it a number of times myself, and I described to her how beautiful it was. I also expressed my expectation, that she would have a truly marvelous time. I pointed out, moreover, that she would retain the memories from the trip for the rest of her life and she could then relive them, over and over again, whenever she desired it.

At this juncture, I asked her what was holding her back. Again, the same response was forthcoming from Patti, “I don't have any money.” This type of negative thinking had been crippling her, by preventing her from undertaking something in her life which she felt was very important.

But the real reason I bring this story up here, is to illustrate that even though Patti was mature, had no ties and had no real reason not to go on the trip, her own thinking was holding her back from doing so. Clearly, she was a young lady who was “thinking in reverse.” She had thoroughly convinced herself it was a lack of finances which thwarted her desire, but of course, that just wasn't the case. Nevertheless, whatever the source of her real frustration may have been, it was certainly holding her back from realizing her dream.

Understand that untold numbers of people are making the same error Patti made—daily—and it is a great tragedy. Perhaps you have been making this same error in your own life. If you have, I hope “Patti’s story” will be the inspiration you need to get you moving in the direction you wish to go.

In any case, one day Patti and I went to lunch together and we had a very serious discussion. I said, “Listen Patti, if you really want to go on a cruise, you must quit looking back or looking at “what is,” because looking at present results is a very common form of thinking in reverse. You must commence to look ahead and you must start applying what we profess in the seminars. So go ahead and book your trip—make definite plans—and don’t give one thought to anything going wrong. Know that whatever you need for your goal to materialize, will begin to be attracted to you, as soon as you accept the idea that you are going, and make definite plans to do so. If it is money that you need, you will have it. It might not all be in place until the very last moment; but if you see it, and you believe it, and you expect it, you most certainly will receive it.”

I won’t bore you with the details of how things all came together, but I will tell you they came together in wondrous and unexpected ways. Eventually, Patti actually attracted more money than she required for her trip. I was at the airport at approximately 6 a.m. with Patti’s parents—on the morning that she left, and it was a tremendously gratifying experience for me, to see her face aglow with nervous excitement. Suffice it to say, she went on her cruise. She had enough courage to travel alone and she enjoyed a trip which she will surely remember all the days of her life. But what is even more important than the trip itself is the awareness Patti gained from the experience. For she now knows, through her own personal experience, that if you think in reverse, you will only see reasons why you can’t. However, if you will but look into the future with a positive, even expectant attitude, you will see that you “can do.” Patti will be able to apply this awareness toward the achievement of all of her future wishes.

Have you been dreaming of a trip? If you have, go out and book your reservations. It doesn’t matter if the reservations are for six months or a year from now; make them immediately and then enjoy the anticipation which precedes the actual event. I honestly believe that in Patti’s particular case, the excitement leading up to her trip was equally as enjoyable and exciting as the actual trip itself (not to mention the enjoyment which she will derive from the memories of her trip, which she will carry with her for the rest of her life).

The probable reason that so few people make plans or set goals, similar to the one discussed above is that most people are unable—in their own mind—to figure out how everything necessary will come together. But you must understand, you need not know how everything will come together. All you have to understand is the underlying principle, by which your good comes; namely, everything which you receive in life comes by virtue of the “Law of Attraction.”

The Paul Hutsey story—in chapter three—is an excellent example of a conscientious, intelligent, hardworking person, who was attempting to do something which was tantamount to a person jumping off the front porch of his home, and then expecting, somehow, to land on the roof—you know that this is never going to happen. Yet Paul had spent twenty years:

- 1) letting the sales sheets in his office control the image that he held of his operation, and
- 2) attempting to improve the results he was getting through sheer force of will, dogged determination and long hard hours of agonizing toil.

Everybody—by doing all of these things— certainly will improve their results to some degree; but they will never witness a dramatic improvement in their results, until they have first altered the image, which they are holding in their mind’s eye. Paul Hutsey is a prime illustration of a person who fully believed he was looking ahead, when in actual fact, he was guilty of “thinking almost completely in reverse.” For he spent the vast majority of his time consciously focusing on present results, present thoughts and present images.

If you have been guilty of allowing your sales- sheets, your bank account, or the x-rays the doctor takes of your body, control the way you feel, think, or view your sales, financial position or health, I can assure you that—just as certain as it’s going to get dark tonight—there will not be any marked improvement in your life in any of these areas. On the other hand, if you will let the present, physical results serve only as an indication of the images which you have been holding in the past, and then you proceed—by virtue of your own higher mental faculties—to look into the bright future and to build an image of the good that you desire (just as Patti and Paul did), you will see your image materialize. But again, as long as you continue to let your present or past results control your thinking process, you will never live to see your dreams come true.

Therefore, look up, look ahead and form the image of the life you choose to live, then everything you touch or come in contact with will grow and expand and express itself in a greater and greater way.

Individuals who are thinking in reverse, very rarely, if ever, originate ideas which lead them to providing meaningful service to others. The reason for this is that they are only able to see what someone else has already done. As a result of their limited mind-set, the rewards which they will ultimately receive in life are destined to be equally limited.

## The 333 Story

I was doing a seminar, which ran from Thursday night to Sunday, at the Deerhurst Lodge, which is a resort approximately 100 miles north of Toronto. On the Friday night, a tornado swept through Barrie, Ontario, a town about 40 miles south of Deerhurst. The tornado killed a dozen people and did millions of dollars worth of damage. On the Sunday night, as I was coming home, I stopped the car when I got to Barrie. I got out on the side of the highway and looked around. It was a mess. Everywhere I looked, there were smashed houses and cars turned upside down.

That same night, another gentleman, Bob Templeton, was driving down the same highway. He and I had never met, however, an idea from my seminar was about to bring us together in a lasting friendship. He stopped to look at the disaster, just as I had, only his thoughts were different than my own. Bob was the Vice-President of Telemedia Communications, a company which owns a string of radio stations in Ontario and Quebec. As he stood there viewing the disaster, he thought there must be something he could do for these people (with the radio stations he had). That thought kept returning to his mind that night and all the next day.

The following night, I was doing another seminar in Toronto. Bob Templeton and Bob Johnson, another vice-president from Telemedia, came in and stood at the back of the room. They were evaluating my seminar, trying to decide if I could help their company reach its goals, which I ultimately did. Because of Bob Templeton’s influence, I subsequently worked for the entire Canadian broadcasting industry. He loved what I was doing in my seminars because it was in harmony with his way of thinking. Bob Templeton became fascinated with the laws of the universe, particularly *The Law of Polarity* or as it is often referred to, *The Law of Opposites*. This law clearly states everything has an opposite. You cannot have an up without a down, hot without cold or in without out.

By the same token, if you can figure out why something you want to do cannot be done, by law, you must be able to figure out how it can be done. People who accomplish great things are aware of the negative, however, they give all of their mental energy to the positive. After the seminar, Bob Templeton went back to his office. He told me it was late but this one idea he picked up had him excited. It also had him committed to the idea of raising millions of dollars and giving it to the people who had been caught in the tornado, and he was going to raise the money immediately! Furthermore, he was not remotely interested in why he couldn't.

The following Friday he called all of his executives at Telemedia into his office. At the top of a flip chart in bold letters, he wrote three 3's. He said to his executives "How would you like to raise 3 million dollars, 3 days from now, in just 3 hours and give the money to the people in Barrie?" There was nothing but silence in the room.

Finally someone said, "Templeton, you're crazy. There is absolutely no way we could raise 3 million dollars, in 3 hours, 3 days from now!"

Bob said, "Wait a minute. I didn't ask you if we could or even if we should. I just asked you if you would like to." Bob Templeton was wise; he was appealing to the charitable side of their nature. It was important for those present to openly admit that this was something they *wanted* to do. Bob Templeton knew that his new idea could show anyone how to accomplish anything they wanted by working with the law.

They all said, "Sure, we'd like to." He then drew a large T underneath the 333. On one side he wrote, 'Why We Can't.' On the other side he wrote, 'How We Can.' Under the words, 'Why We Can't,' Bob Templeton drew a large X. As he placed the X on the flip chart, he said, "Now there is no place to record the ideas we think of which explain why we can't raise 3 million dollars, in 3 hours, 3 days from now, regardless of how valid they might be." He continued by explaining, "When anyone calls out an idea which suggests why we can't, everyone else must yell out as loud as they can, **NEXT**. That will be our command to go to the next idea. Ideas are like the cars on a train, one always follows the other. We will keep saying *Next* until a positive idea arrives."

Bob smiled and continued to explain that, "Opposite the X on the other side of the flipchart, directly under the words, 'How We Can,' I will write down every idea that we can come up with on how we can raise 3 million dollars, in 3 hours, 3 days from now." He also suggested in a very serious tone of voice, that everyone will remain in the room until we figure it out. "We are not only going to think of how we can raise 3 million dollars immediately, after we originate the ideas we are going to execute them!" There was silence again.

Finally, someone said, "We could do a radio show across Canada."

Bob said, "That's a great idea," and wrote it down under, 'How We Can.'

Before he had it written on the right hand side of the flipchart, someone said, "You can't do a radio show across Canada. We don't have radio stations across Canada!" Since Telemedia only had stations in Ontario and Quebec, you must admit that was a pretty valid objection. However, someone in the back of the room, in a rather soft tone said, "Next."

Bob Templeton replied, "Doing a radio show is how we can. That idea stays." But this truly did sound like a ridiculous idea, because radio stations are very competitive. They usually don't work together and to get them to do so would be virtually impossible according to the standard way of thinking.

All of a sudden someone suggested, “You could get Harvey Kirk and Lloyd Robertson, the biggest names in Canadian broadcasting, to anchor the show.” These gentlemen are anchors of national stature in the Canadian television industry. Someone clearly spoke out saying, “They’re not going to go on radio.” But, at that point the group yelled, “NEXT.” Bob said, that was when the energy shifted; everyone got involved and it was absolutely amazing how fast and furious the creative ideas began to flow.

That was on a Friday. The following Tuesday they had a radiothon, where 50 radio stations, from all across the country, agreed to work in harmony for such a good cause. They felt it didn’t matter who got the credit, as long as the people in Barrie got the money. Harvey Kirk and Lloyd Robertson anchored the show and they succeeded in raising 3 million dollars, in 3 hours, within 3 business days!

You see, you can have whatever you want; all things are possible when you put your focus on *how you can* and “Next” every idea telling you why you can’t.

This may be a difficult exercise in the beginning, however, when you persist “Next-ing” any and all negative concepts, the flow of positive ideas will roar into your marvelous mind.

Alfred Adler, the renowned psychologist, coined the extraordinary phrase “I am grateful to the idea that has used me.” There can be no doubt that creative, forward-thinking ideas literally breathe new life into every fibre of your being. They awaken a part of you that you never even knew was sleeping.

Bob Templeton never received five cents for the leadership role he played, in marshalling 50 radio stations from right across Canada, to raise the three million dollars for the people of Barrie, Ontario in Canada. However, you must remember that this is truly an orderly universe; God’s way of running this show is exact—when you put good out, it must come back.

I shared this story, when it happened, with two good friends of mine, Jack Canfield and Mark Victor Hansen. They were so intrigued by the story, they published it in their book Chicken Soup for the Soul.

I was recently doing a satellite television broadcast for RE/MAX Real Estate with Mark Victor Hansen and he was telling me that, at last count, they had sold six million copies of their book. He also told me they are constantly receiving letters from people who read the ‘333 story’ and use it to perform similar mental magic in their lives.

Think of it, millions upon millions of people are making positive things happen in their lives because Bob Templeton would not listen to the reasons why he and his staff could not raise 3 million dollars, in 3 hours, just 3 days after they began to brainstorm the idea. By the way, Bob Templeton has told me he and his staff have formed the habit of ‘333-ing’ their wants and, as a result, he has gone on to become the President of NewCap Broadcasting company, a highly profitable corporation, with stations right across Canada. It is my opinion that Bob Templeton has set up a force for good that will follow him wherever he goes. Profit has become his second name. Begin at once to ‘333’ all of your wants and profit will follow you as well.







Make a list of a few concepts you have held in which you now recognize as obstructions to a prosperous life. On the next page, list the concepts you now hold to be true. *(I want to suggest that you stop and think of some of the ideas that you had locked into your mind when you start to listen to this. I want you write them down, and on the opposite page write down the new idea that now you accept as the truth. Make up your mind that you are going to create a vacuum by letting go of that old idea and accepting the new idea.)*

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The repetition is one of the keys to success.

magnificence set of books is called the torchbearer series

Roosevelt said: "Only those are fit to live who do not fear to die. And none are fit to die who have shrunk from the joy of life. Both life and death are parts of the same great adventure. All of us who provide service, and stand ready for sacrifice are the torchbearers. We run with the torches until we fall, content if we can pass them to the hands of the other runners." *(If you want to experience real joy in your life, you follow the advice – be a torchbearer, pass on something good, give up something so you can. And you'll always get more back so you pass on more of something good.)*

The book on competence, courage, decision (making a decision, and how to make or to improve your decision-making ability), responsibility, receiving, giving, attraction, satisfaction, faith, belief, persistence

## One And Only You

*Every single blade of grass,  
And every flake of snow—  
Is just a wee bit different ...  
There's no two alike, you know.*

*From something small,  
like grains of sand,  
To each gigantic star  
All were made with THIS in mind:  
To be just what they are!*

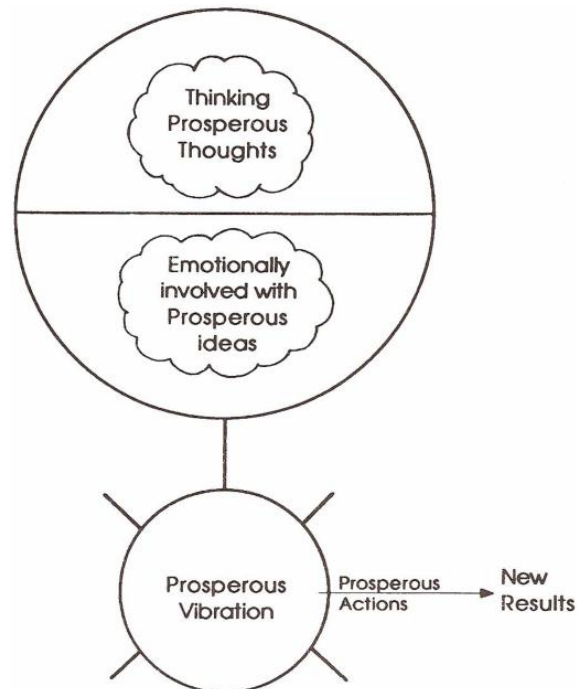
*How foolish then, to imitate—  
How useless to pretend!  
Since each of us comes from a MIND  
Whose ideas never end.*

*There'll only be just ONE of ME  
To show what I can do—  
And you should likewise feel very proud,  
There's only ONE of YOU.*

*That is where it all starts  
With you, a wonderful unlimited human being.*

James T. Moore

## I AM PROSPEROUS



## I WAS BORN RICH