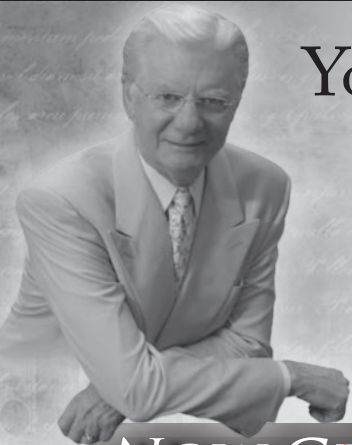


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showing you—in black and white—exhaustive studies documenting the fact that these ideas actually do work. However, other than possibly satisfying the analytical side of your mind, that sort of information would be of little practical use to you. Although I do use many examples in the following pages which describe how individuals, or possibly families, have put these ideas to work and have explained the benefits which they have derived, I have deliberately omitted any scientific research, as I have found that it serves little purpose, from a practical, or result-oriented, point of view. It will only slow you down and possibly cloud your thinking.

This book has been written in such a way that it actually maps out a mental course for you to take to reach any objective that you would like to reach. You can journey from one chapter to the next, each successive chapter lifting you to a greater awareness of yourself—your true self—and of your true abilities. You must, however, keep in the forefront of your mind one important fact: the rewards which you will receive in this life, material or psychic, will not come to you because of your potential but, rather, because of your performance.

Come with me and enjoy a sneak preview of the journey which you are about to take. In the first chapter, “Me And Money,” we start to see what this elusive stuff called “money” actually is. We begin to relate to money as we should, and we develop an understanding of why all great thinking people burn a basic principle deep into the recesses of their mind: that is, “we should love people, and use money.”

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Consider this—money will have a greater influence on your life than almost any other commodity you can think of. Indeed, the sudden loss or acquisition of money will affect your attitude to a tremendous extent. Therefore, you must agree that everyone should have a deep understanding of exactly what money is, and of the laws governing its attraction. Yet, the sad fact is that not one person in ten does. Ninety-five people out of a hundred settle for whatever they get, wishing they had more all the way from the cradle to the basket, never understanding that they could actually have had all they wanted.

Let me digress for a moment—as you journey through this book, you might have a tendency to let your mind wander off, either thinking about someone you know who has earned a great deal of money or possibly about someone who has gone into bankruptcy. But I want to suggest that you attempt to keep focusing only on yourself, because what someone else has or does not have, is not going to affect you and it is your financial situation that you want to improve.

Money Is Important

One of the most prevalent misconceptions concerning money, relates to its importance. For example, how many times have you heard people say in conversation, “Money isn’t everything.” or “Money isn’t important.” or “I don’t care about money.” Well, the people who say these things might not care about money, but I’ll bet their car dealer cares about it; their grocer does; and so does the

person who holds their mortgage. In truth, there can be no denial of the fact that money is important to any person living in a civilized society. Therefore, to argue that it is not as important as this or that, is absurd. For nothing can take the place of money in the arena in which it is used!

Money Is A Servant

Now that I have affirmed the importance of money, let me backtrack to add this one word of caution— always remember, money is a servant; you are the master. Be very careful not to reverse that equation, because many people of high intelligence have already done so, to their great detriment. Unfortunately, many of these poor souls loved money and used people, which violated one of the most basic laws governing true financial success. You should always love people and use money, rather than the reverse!

Another myth many people like to accept about money is that it only comes as a result of “luck” or “good fortune.” For instance, whenever people gather to talk about someone they know who has been financially successful, there is always someone among them who will say, “Harry was just lucky,” or “Harry was just in the right place at the right time.” But I want to assure you in no uncertain terms, that although “luck” obviously plays some part in financial success, it is never sufficient in and of itself. Money is an effect and it must always be earned. Believe me, there are no free rides in this life and the only people who are making money the

comfortable with the “idea” of money. As a result, you will start attracting it to yourself.

This may sound like a game you are playing, but let me assure you, it is one of the wisest things you can possibly do. For when you succeed in convincing your subconscious mind that you are wealthy and that it feels good to be wealthy, your subconscious mind will automatically seek ways of making your “imaginary” feelings of wealth manifest themselves in material form.

If these last few lines seem like sheer fantasy to you, just ignore them for the time being and continue reading. We will be dealing with prosperity consciousness at different points in the book and I guarantee you that before you finish this book, those lines will start to make a lot more sense to you.

Fear Not

Now that I have touched upon a “technique” which will help you acquire greater wealth, let me offer this further word of warning. If you want to have money, one thing you should never, never do, is worry about whether or not you will get the money you desire, or whether you will keep it. Let me elaborate.

In the Bible, Job, the great sufferer of biblical times, makes the following remark: “Behold, the thing I fear has come to visit upon me.” Now, stop and ask yourself—if you will—what those biblical words mean to those of us concerned about money today. Well, one thing they certainly mean is that if

we insist upon constantly worrying about not having enough money, or if we habitually worry about losing the money we do have, then we are absolutely guaranteed not to worry in vain. For just as surely as Job was afflicted by his many maladies, so too shall we be afflicted by the lack or the loss of money.

To take a more contemporary example, let us again consider the tragic case of “poor old Mr. Chapman.” As you will recall, he was the elderly gentleman who never spent any of his hard-earned savings. But the question is, “Why didn’t he?” Most likely it was because he was afraid that if he spent his money, he would become poor and hence would be forced to live like a pauper. The irony was, however, that because of his fear, he lived like a pauper anyway! Or, to be more biblical about it, “The thing that he feared most came to visit upon him.”

In a later chapter you will be given a fuller explanation of the paradox of why we attract into our lives the very things we least desire. But for now, suffice it to say, worrying about money is always extremely counterproductive. This principle holds true, even if you rationalize your worry with the old platitude that you are “just saving a little for a rainy day.”

I must put forward one other caveat at this time: if you really want to significantly increase the amount of money you are presently earning, the first thing you must do is learn to pay substantially less attention to what others around you are saying and substantially more attention to what that “quiet

consciousness of prosperity, in your mind.

You are well aware there are literally thousands upon thousands of honest, good, hard-working people who labor diligently for their entire stay on this planet, yet never become wealthy. For those individuals, life is a constant grind from sun up until sun down. But the ideas presented on these pages have been put here in the hope they will jar your mind and inspire you to open it up to this new type of thinking.

Consciousness is, and always has been, developed through thinking, and regardless of what your present situation in life may be, if you ever hope to improve it and truly become wealthy—as this book suggests you can—you must begin thinking of prosperity in your mind, now. Not when you finish the book. Not when you finish the chapter. Not tomorrow, next week, next month or next year. It must be done now. Thinking is the highest function of which a human being is capable. Yet, unfortunately, very few people “think.” They merely trick themselves into believing that because there is some mental activity taking place in their mind, they are “thinking.” But the truth is, most people are simply exercising the mental faculty called “memory.” They are playing old movies, so old pictures just keep flashing back on the screen of their mind.

It is imperative that you begin this new way of thinking at this moment, because as you do, every fibre of your being will become filled with this new thought-energy. Your body is comprised of millions

that you are working from a higher to a lower potential. What I meant by this is that you are working from—

Thoughts ... (Spirit)

to

Idea ... (Intellectual)

to

Thing ... (Physical)

rather than working from—

Thing ... (Physical)

to

Thoughts ... (Spirit)

to

Idea ... (Intellectual)

as you have probably done in the past and as the vast majority of people will continue to do in the future. That is to say, most people will look at a result in their life and then let that result dictate the Thoughts they will then use to build their Idea. For example, if they see that their bank account is empty (a result), they will choose to think thoughts of lack or loss and then they will use those thoughts to build the idea of poverty. However, since the idea they are holding in their mind must manifest in their future results, they are actually bringing about a repeat performance of the very thing which they say they don't want: namely, an empty bank account. It thus becomes a self-doom-fulfilling cycle they are living, and clearly, this is not the way our Maker has intended for us to live!

Chapter 2

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How
MUCH IS
ENOUGH

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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

For you to get this prosperity concept into high gear, you must be specific—exactly how much money do you want? Remember, you are working with your subconscious mind and the subconscious does not think. It merely accepts images and then moves them into form. So for you to say, I want “lotsa money” isn’t good enough, because no one, least of all the subconscious mind, knows how much “lotsa” is.

I strongly recommend that you get very serious about this chapter, because the idea it contains could literally change your life. But understand that thinking, by itself, is not enough—you must move into action. There are certain things you must do and the first one is to decide how much money you want.

For you to answer this question, it would probably be a good idea for you to decide what you want the money for. But to simply say, “I want the money to live on,” is not good enough. You should realize our society is structured in such a way that the government will “keep you.” In fact, in most places, they will even mail a check to you—you can sit at home and still receive a “living wage.”

to make a wise investment. Remember, you do not “touch” this account or the interest it will yield. Therefore, within a very short period of time, you will witness sufficient progress to gain the motivation and inspiration which you need to continue. Moreover, the knowledge that you have an “Instant Estate,” if anything should happen to you, will give you additional serenity of mind.

Orderly Debt Repayment Program

You could already have debts that seem to be eating up your entire paycheck, leaving nothing for yourself. But understand this—these debts can be retired. (Although the amount of debt you have incurred will, of course, determine the length of time it will take you to clear the slate.) And, for the purposes of the following discussion, you must consider your mortgage or house payment (probably one of your largest monthly payments), as an investment, NOT a debt.

Debt Clearance Account

Whatever money you earn Monday afternoon and Tuesday morning, should go directly into your Debt Clearance Account. This represents twenty percent of your income. You should also sit down and draft a letter which you will send to all of your creditors, advising them of your plan.

However, before you mail the letter, you should first draw up a list of your creditors to determine what proportion of this twenty percent each of them would receive. It could conceivably be more money

exceedingly well. Many years ago, a minister was driving along a remote country road, when he happened upon a very beautiful farm. The farm was kept in absolutely magnificent condition. The fences were well cared for, the crops were a radiant green and although the house was set back some distance from the road, it was abundantly clear that it had a clean, fresh coat of white paint on it. Well-cultivated flower beds encircled the house and stretched along both sides of the long, wide driveway, leading to it from the road. In a neat row along both sides of the drive as well, were straight lines of tall green poplar trees reaching up to a picturesque pale blue sky. The lawns surrounding the house were a deep rich green, and as well manicured as any putting green ever was. Indeed, the entire picture would have fit well on a post card, since it was absolutely breathtaking in its splendor.

Then the minister looked off to his right, to the other side of the road. Here the fields were ploughed, the earth was the deepest black the minister had ever seen and he was amazed at how the furrows had been plowed in such a way that they stretched out in rows “as straight as clothes lines.” Far off in the distance, the minister could see the farmer sitting up on his tractor, with a straw hat on the back of his head and clad in an old, light blue pair of overalls. It appeared that the farmer was moving toward the road as he was plowing. Since the minister was in no particular hurry, he pulled his car over to the side of the road, got out of it, and walked toward the fence. When he reached it, he just stood still, enjoying the light breeze, the warm sunlight and admiring the beauty of the farm and the farmer’s ability to plough such

not to “go into it” on the telephone. I asked John to wait while I looked over my calendar; it was, in the vernacular—packed tight. I was busy, to say the least; almost every day I had either a seminar or speaking engagement in a different city in North America. I explained this to John and told him that although I would love to visit, I really didn’t know when I could. John was persistent, so I said, “Listen, I’m leaving Edmonton for Chicago tonight at midnight. To get to Chicago I have to go through Toronto. I’ll arrive there at 7 a.m. I’ll have to change terminals and I leave from the second terminal, one hour and fifty minutes later. I’ll be happy to talk to you then, although I don’t promise to be too alert after flying all night.”

It is also worth mentioning that John had to get up early enough to drive the 125 miles from Belleville to Toronto, to meet my 7:00 a.m. arrival. I remember that all John said was, “I’ll be there.”

The next morning I sat in the airport coffee shop and listened as John explained how he “wanted to do what I was doing.” He wanted to conduct seminars. He also explained that he was prepared to pay the price, whatever it might be.

As I listened, it was like hearing a popular song on the radio—you keep hearing it, over and over again. In almost every seminar I conduct there is a man or woman in the seminar who wants to do “what I am doing.” I’ve heard it in Biloxi, Mississippi; Butte, Montana; Los Angeles, New York, Moncton and Montreal—it was an old tune. Now, here I was in Toronto with a friend who, as I have already

you were to talk to Paul Hutsey today, he would be quick to tell you that he will never let present results dictate the image that he holds in his mind. Rather, he holds the image of what he wants and then acts as if he already has it.

Paul Hutsey is, without question, one of the best examples you will ever find when it comes to the subject of “building an image in the mind” and then executing it. He has become a serious student of the mind, and I am happy to count him among my good friends.

Understand this—you could be doing precisely what Paul Hutsey had been doing all those years. So if you are, then make up your mind right now to do what I have suggested you start doing. Start right where you are—build the image of what you want and then act as if you have already received it. Expressed somewhat differently, “Act like the person you want to become.” For as Goethe, the German philosopher, once wrote, “Before you can do something, you first must be something.”

As you finish this chapter, lay the book down and then become very relaxed. Let creative energy fill your consciousness and then mould it into an image of yourself in a much more abundant state of life. See yourself already in possession of what you previously only dreamed of. Become extremely conscious of the truth that your entire being is not only filled with, but also is surrounded by, the original substance all images are made of. So do not just keep reading page after page of the book without acting on the “suggestions” which I have been giving

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begin to worry you are moving in the wrong direction. But let me assure you, this will not be the case, as long as you keep the image of the good you desire firmly planted in your subconscious mind. For if you do this, you will continue to move in the only direction in which you can move, in order to get to where you want to go.

Don't forget, it is never sufficient to believe in yourself (that part of you which God created in His image) only when you feel particularly enthusiastic or when some particular good fortune has befallen you. It is never adequate to have FAITH sporadically; to get enthusiastic over your prospects and then to undermine all of your mental kingdom. It won't do to keep dropping down, again and again, like the frog trying to get out of a well, but is feeling weaker and more discouraged after each fall. Any person who starts that type of process in motion, is letting go of his Image of Prosperity and is using his creative powers to build images of poverty instead.

And as we have already said, God, being a just God, will always work to bring about your ultimate good. But always bear in mind it is your innermost thoughts and images you are requesting; not the words to which you might only be paying lip-service. Therefore, make it a habit to begin and end each day with A Declaration of Faith in yourself (created after God's image), and in His power (whatever you choose to call it). Guard this faith zealously, as you would your most precious possession and ensure that it never be imperilled by weak, downhearted and negative thoughts.

exercising this invisible, but powerful, force.

I believe you already understand you cannot have wealth in your material world until you have first visualized the wealth in your mind. But what does this really mean? It means that before any of us can even begin to overcome the poverty which surrounds us in our external world, we must first conquer the impoverishment that is buried deep within ourselves.

In the preceding pages, I explained how prosperity—properly understood—is simply the inward awareness of the opulence, wholeness and completeness that abounds within the spiritual realm. In other words, it is impossible to feel poor when you are conscious of being enveloped in the protective care of a loving God, universal spirit, or whatever else you may wish to call the spiritual-center of our universe. Let me repeat—there never is, and there never has been any lack of supply other than that which we have created for ourselves because of our own limited awareness.

The Lightbulb Tale

The following story should help underscore this great truth about your infinite source of supply. Visualize, if you will, a poor couple who have spent their entire lives living in the “backwaters” of civilization. Then imagine them suddenly transported to a small village where, to their astonishment, they discover that their new home is being lighted by “electricity.” Since they have had no previous experience with that force—in fact they have never even seen an electric light before, they

already pointed out, since the vast majority of people wish positive but expect negative, they seldom attain what they are after.

In his magnificent book The Science of Getting Rich, the author, Wallace D. Wattles, gave us an excellent definition of “desire.” He said: “Desire is the effort of the unexpressed possibility within seeking expression without through your action.”

In other words, your ideal dream or goal—this wealth you wish to see materialize—can only become a desire once it has been properly planted in the subconscious mind. However, once your desire has been firmly established, it is the expectant attitude which ensures that your goal or dream is not uprooted or replaced by any opposing or competing ideas.

In an effort to help you kindle this expectant attitude toward “real wealth,” let us journey together through some of the preceding chapters in this book. As you will remember, we began by discussing “money.” We attempted to understand the “true nature” of money and we arrived at the conclusion it is a “useful, obedient servant.” However, like all servants, we learned it is useful to us only when it is being employed. Therefore, we concluded, money must always be kept working or otherwise circulating. For if it is not, as we have already mentioned, it will become as useless as old newspapers stashed away in an attic.

Next, we explored the idea relating to exactly “how much money you want.” You become aware

which are at work within him. After a brief pause, he added, "There would not be a single great accomplishment in the history of mankind without faith ... Any person who strives to accomplish something needs a degree of faith in himself and when he takes on a challenge that requires more and more moral strength than he can muster, he needs faith in God."

Years before anyone would accept the idea of a man travelling to the moon and back, Dr. von Braun was asked, "What would it take to make a rocket to reach the moon?" He replied simply, "The will to do it." von Braun was, clearly, a brilliant man who possessed a great understanding of life and a tremendous awareness of the laws of the universe. In fact, he is considered, by many experts in the field, to be the "Father" of the space program. Like all great achievers, he had gained a profound insight into the "spiritual" laws of life, and one of those laws is the Law of Attraction. This is the law I would like to delve into now.

Indeed, an understanding of this particular law is actually the key to understanding this entire book. The reason this is so, is that "The Law of Attraction" is the underlying principle which governs the level of your personal prosperity. However, to help you achieve a really solid grasp of this concept, it will be necessary for us to focus briefly on another law; namely, the "Law of Vibration."

The Law of Vibration accounts for the difference between mind and matter; between the physical and the nonphysical worlds.

Those individuals who are positive in their thoughts always tend to look upon the brighter side of life. With their faces turned toward the sunshine, they attempt to see the good, even in the bad. Such individuals habitually think thoughts of a positive nature and they are a blessing to the world. They are in a "Positive Vibration," and therefore attract other positive personalities to them.

Negative personalities, on the other hand, habitually look upon the dark, gloomy, and depressing side of life. Even the good hours seem bad for them. They dwell on the bad and the negative. They think about it, anticipate it, expect it, and invariably they receive what they have been seeking. Due to the negative vibration which they keep themselves in, they of course attract other miserable personalities to them. As you are already aware, "misery loves company."

Their state of mind can be compared to the person who, upon being asked how he felt, said,

*"I feel alright today,
but I might feel bad tomorrow."*

Negative personalities are depressing to everyone around them. Their faces take on the expression, in physical form, of the negative thoughts which they are holding in their minds. Each day, one can observe such individuals passing on the street. No cheer, no joy radiates from them—just gloom, frowns and hostility. Having created their own hell for themselves, they seem to enjoy wallowing in it.

and regulate the functioning of all organs and parts of the body. By means of the proper stimulation of these centers, the functioning of the organs may thereby be controlled. In our seminars, we refer to this phenomenon as the vibratory control of the body.

In the final analysis, the brain is simply a vibratory instrument. To begin to understand its functioning you must undertake the study of the Law of Vibration.

Since the early 1940's, we have had at our disposal the EEG (electroencephalograph), which reads the electrical activity of the brain, and the ECG (electrocardiograph), which traces the electrical changes which occur during heart contractions.

Therefore, vibrations are certainly not something which are new to us. Indeed, all of us have an awareness of them. However, the problem which we encounter is that the vast majority of people are not aware of the connection between their vibrations and their results in life.

It is, unfortunately, a very common sight to see people in bad or confused vibrations, busily attempting—through force—to achieve good results. However, due to the negative vibration which they are in, they are continually being bombarded by all manner of negative people and situations, which by law, are being attracted to them. Consequently, at some point, their battle must become overwhelming for them.

identical in nature, govern both phenomena.

Vibrations And Attitude

Every physical thing throws off a vibration. Everything which you see, hear, smell, taste, or touch, throws off a vibration because these things, like everything else, are in a constant state of motion. Whenever you get near enough to them to enter into their "sphere of vibration" you will be affected by that vibration, whether you realize it or not. Have you ever noticed, for example, how peaceful you feel (vibrate) while walking alone in the woods?

The Law operates exactly in the same way in the mental realm. For when a person thinks a thought, it means the person has consciously or unconsciously started a group of brain cells vibrating abnormally. Once these brain cells, being things, begin to vibrate abnormally, they throw off a wave of electronic energy which moves out seeking a place to land.

If you are in the sphere (space) of their vibrations and you happen to have similar cells which are in rapport (in harmony or agreement) with the ones vibrating in the other person's brain, then you receive these vibrations and are affected mentally by them, either negatively or positively. (It is clear that everyone in sales or management will thoroughly understand this information.)

Let us suppose that another person is vibrating to "Anger Concepts." If you are the type of person

Flip Wilson's Story

Flip Wilson, the famous comedian, is best known for his ability to make people laugh. But here is what he said in a somewhat more serious vein, about his own experience with the risk-taking process. "I fell down and got up, I fell down and got up. For sixteen years I did practically nothing else but fall down and get up."

Even so, do you think Flip Wilson ever thought of himself as a failure? You bet your life he didn't. For if he had, he would never have found the courage to try "just one more time," and you and I would probably have never even heard his name!

You should understand, at this juncture, that as soon as you seriously set a big goal for yourself, you are going to become involved in a process of risk-taking which will add a dimension of excitement, indeed a whole new flavor to the course of your life. But at the same time you should be aware that as you start engaging in more risk-taking behavior, the majority of people will be trying to avoid it "at all costs." In other words, instead of taking meaningful risks, most people will continue to ensure themselves in a series of empty compromises. These compromises, in turn, will ultimately have the effect of reducing their existence to the level of a meaningless charade. To understand how this phenomenon operates, just consider the people whom you know who have compromised when buying their new home. "Why did they compromise?" you ask—because they were afraid that they wouldn't be able to make the mortgage

when they do, they usually bounce right back to try again. In other words, risk-takers live exciting, creative lives, because they are living the kind of life that we are all intended to live.

So put a smile on your face, because as of this moment, you too can become a bona fide risk-taker! How? Simply by doing the thing you have dreamed about—off and on—for months, or possibly even years.

In the great musical *South Pacific*, Mary Martin sang, “If you don’t have a dream, if I don’t have a dream, how are we going to make a dream come true?” It is my belief that everyone of us has our own dream. We all have a vision, an idea or a picture of some great or grand thing or accomplishment, which will float to the surface of our consciousness from time to time. Moreover, for a few brief moments, we permit ourselves the luxury of enjoying ourselves doing, being or having, whatever that dream might be. There is no doubt in my mind that you too “hold” a picture of something which floats to the surface of your consciousness periodically, and if the truth were to be known, you would dearly love to execute that dream.

Well, the simple truth is you can. But in all likelihood, it is going to require a considerable amount of courage on your part. Remember, it makes no difference, at this moment, how bizarre your idea may appear. In fact, you might even regard it yourself as being sheer fantasy. Nevertheless, you can begin to turn it into a reality, by making a written description of whatever it is you would like to do,

Chapter 8

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THE
RAZOR'S
EDGE

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courage; and just “one more bite at the apple,” may be all that is required for us to succeed.

Napoleon Hill devoted an entire chapter in his classic book, Think and Grow Rich, to the subject of “persistence.” He said, “There may be no heroic connotation to the word persistence, but the quality is to the character of man, what carbon is to steel.”

In another part of that same chapter, he wrote, “I had the happy privilege of analyzing both Mr. Thomas Edison and Mr. Henry Ford, year by year, over a long period of years, and therefore the opportunity to study them at close range. Therefore, I speak with actual knowledge when I say that I found no quality, save Persistence, in either of them, that even remotely suggested the major source of their stupendous achievements.”

Surely you would have to agree there was a tremendous difference in the accomplishments of these two men, as compared with the accomplishments of most other people. Yet by their own admission, neither of these men were intellectually superior—in fact, in terms of their I.Q.—they may actually have been inferior to many other people. Nevertheless, because both men possessed the vital quality of “persistence,” their results in life were invariably superior to those of the masses.

Therefore, 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

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

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

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

person is in harmonious vibration with them, or it. The reason I could say this, I explained, was that “love” is just another word for resonance or harmonious vibration. I told them, finally, that what I had just stated was a law of the universe. (Whether or not they fully understood it, or even believed it, made absolutely no difference whatsoever.)

I explained to Marg that if it was true she really did detest the drapes—as she claimed she did—she would already have taken them down, had them cleaned and given them away to the Crippled Civilians, the Salvation Army, St. Vincent de Paul, or some charity that would have been able to put them to good use. Don looked at me in a state of bewilderment. Then he firmly asserted, that “She’s not taking those drapes down, because we have nothing to replace them with, nor can we afford to purchase a replacement.” I can remember saying to him in reply, “Don, please understand, you will never hang new drapes, or new curtains, until you have first made a space for them.” “Indeed,” I continued, “the real secret behind the vacuum law of prosperity lies in the fact that, by giving the old drapes away, you would automatically have been making room for the new.” In other words, you can’t get something until you are first willing to give something away. (Bear in mind, however, that “giving” means letting go of completely or totally abandoning, to another.) Clearly, this is an extremely difficult concept for a person who is solely attached to the material world, to even comprehend, let alone practise.

We discussed the information summarized above

You should visualize your body as being an instrument through which a nonphysical, creative energy flows. You should liken it to an ordinary garden hose, which you may be using to water the garden at the back of your home. Suppose, for a moment, that you decide to water the flower-bed in the front of your home. In order to accomplish this, you must drag the hose to the front of the house. But while you are dragging it, suppose that you form a loop in the hose and as you pull on it, it remains unbeknownst to you—it kinks.

Although there is an abundance of water at the source, the water will just be peeping out of the hose, a drop at a time, onto the flower bed. The reason for this is that the kink is obstructing the flow of the water, which could, if it were allowed to flow freely, actually breathe new life into the plants.

In a similar manner, these negative concepts which you hold in your mind are obstructing the flow of energy which could, if it were given a chance to, breathe new life into you and into your results in life.

In the case of the garden hose, you would immediately investigate to find the cause of the interrupted flow of water. Once you found the kink, you would then proceed to remove it, so the water could resume flowing freely in a steady stream.

Now, be aware of this—the process that I have described for the garden hose, is exactly the same process that you must undertake, yourself, with respect to your marvelous mind. That is to say, you

must let go of all of the obstructions that are hampering you—release the mental kinks—and you will immediately find that there is no lack of creative energy at the source. In truth, there never has been any, and there never will be any. The mental kinks which you have carelessly—and very likely—unconsciously built, are actually limiting the flow of the life-giving power which ultimately transforms your results in life.

Each chapter in this book highlighted various concepts, which you must begin to use, if you are to enjoy the benefits that may be derived by simply permitting this power to now flow freely through you. You have now read the entire book. I would like to suggest that you go back to the beginning of the book, to compare the results you are presently obtaining in your life, with the results you could obtain, were you to make proper use of each idea. Study each chapter very seriously—but in a relaxed state—and keep acting on each idea until it becomes a fixed part of your personality structure.

Remember, regardless of how the results of your life may presently appear to you, you have truly been “Born Rich.”

*“God’s gift to you
is more talent and ability
than you will ever use in one lifetime.
Your gift to God
is to develop and utilize
as much of that talent and ability
as you can, in this lifetime.”*

Steve Bow

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