

Dedication

This book is dedicated to John Harrison,
best-selling author, spiritual teacher and dear friend
– a man who has given freely his entire life.

Preview from Notesale.co.uk
Page 3 of 111

“If ever there is a lack of any kind, whether it is need for employment, or for money, or for guidance, or even for healing, something is blocking the flow. And the most effective remedy: Give!”

*-- Eric Butterworth, *Spiritual Economics: The Prosperity Process**

Preview from Notesale.co.uk
Page 6 of 111

The Power of Giving

An Introduction

By John Harricharan

It was a really hot summer's day many years ago. I was on my way to pick up two items at the grocery store. In those days, I was a frequent visitor to the supermarket because there never seemed to be enough money for a whole week's food-shopping at once.

You see, my young wife, after a tragic battle with cancer, had died just a few months earlier. There was no insurance -- just many expenses and a mountain of bills. I held a part-time job, which barely generated enough money to feed my two young children. Things were bad -- really bad.

And so it was that day, with a heavy heart and four dollars in my pocket, I was on my way to the supermarket to purchase a gallon of milk and a loaf of bread. The children were hungry and I had to get them something to eat. As I came to a red traffic light, I noticed on my right a young man, a young woman and a child on the grass

The Greatest Money-Making Secret in History!

If you want money, you only have to do one thing.

It's the one thing some of the wealthiest people on the planet have done and are doing.

It's the one thing written about in various ancient cultures and still promoted today.

It's the one thing that will bring money to anyone who does it but at the same time most people will fear doing it.

What is that one thing?

John D. Rockefeller did it since he was a child. He became a billionaire.

Andrew Carnegie did it, too. He became a tycoon.

What is the greatest money-making secret in history?

What is the one thing that works for everyone?

Give money away.

That's right. Give it away.

Give it to people who help you stay in touch with your inner world.

Give it to people who inspire you, serve you, heal you, love you.

Give it to people without expecting them to return it, but give it knowing it will come back to you multiplied from some source.

In 1924 John D. Rockefeller wrote to his son and explained his practice of giving away money. He wrote, "...in the beginning of getting money, away back in my childhood, I began giving it away, and continued increasing the gifts as the income increased..."

Did you notice what he said?

He gave away more money as he received more income. He gave away \$550 million dollars in his lifetime.

Some people think Rockefeller started giving away dimes as a publicity stunt to improve his image. That's not true. The public relations man who worked for Rockefeller was Ivy Lee. In *Courtier To The Crowd*, a great biography of Lee, Ray Eldon Hiebert states Rockefeller had been giving money away for decades on his own. All Lee did was let the public know.

P.T. Barnum gave money away, too. As I wrote in my book on him, *There's A Customer Born Every Minute*, Barnum believed in what he called a "profitable philanthropy." He knew giving would lead to receiving. He, too, became one of the world's richest men.

Andrew Carnegie gave enormously, too. Of course, he became one of the richest men in America's history.

The Great Secret To Activating The Law

The lady on the phone had a question.

“I’ve been giving money away for years and I haven’t seen my own prosperity grow at all. What am I doing wrong?”

“Where are you giving money?”

“To my local church.”

“Why are you giving them money?” I asked.

“They need it.”

“How do you feel when you give it to them?”

“Like I am helping them out of a hole.”

“But how do you *really* feel when you give them money?”

There was a moment of silence.

“Well, it’s a pain,” she admitted. “I cringe when I write them a check.”

Not good.

“If you feel lousy when you give money, then you are associating money with bad feelings,” I explained. “You probably

My Great Confession

Okay, I'll confess.

I found it hard to believe I would receive money if I gave money.

It just sounded like such a con, like a strategy promoted by people who wanted me to give money *to them*.

Well, I was too smart for that.

I decided that I would not give money, but that I would instead give books.

That's right. Books. I had plenty of books. Since I had worked as a New Age journalist and book reviewer for many years, I had collected a lot of books. I had more than I needed. Why not give some of them away?

I still remember making the decision. I was lying in bed in Houston, where I lived at the time, reflecting on how to get prosperous.

What is True Giving? Or, Do You Have An “Equation Mentality”?

I just got off the phone with my dear friend, Dr. Paul Hartunian, publicity genius, philanthropist and true lover of dogs.

I asked Paul about giving and how he saw it working in his own life and with his own personal cause. That's when he told me something truly eye-opening.

“Too many people make an equation out of giving,” he said.

“They give some money and then wait for it to come back to them ten-fold. That, to me, is not true giving.”

This was a shocking statement to me.

“What is true giving then?” I asked.

“I believe true giving is done anonymously,” Paul explained. “If someone gives a million dollars to a foundation because they are

Show Me The Money!

Am I the only one who *really* saw the movie *Jerry McGuire*?

That hit movie starring Tom Cruise had everyone repeating the famous line, “*Show me the money!*”

I didn’t watch the movie for nearly one year after it was released because I thought it was all about greed. Since everyone who saw the movie smiled and repeated that one line --- “*Show me the money!*” --- as if it were some sort of national mantra, I wasn’t interested.

But then one day Melissa and I wanted to watch something on television. As luck would have it, *Jerry McGuire* was coming on the tube right about then. So we settled in to watch it.

I was amazed. The movie wasn’t about greed at all. Yes, Jerry came from a money-hungry place, but he soon learned that that mindset wasn’t going to work.

Greed was out.

Greed was a dead-end street.

Greed led to a poverty of spirit.

Instead, Jerry the sports agent learns about the power of passion. When he truly starts to care for his client, to look for and

activate the heart in the one player he represents (who does the same for him), then and only then does he start to taste real success and start to experience real happiness.

Oh, there's no doubt the refrain "*Show me the money!*" is a catchy one. It's done so well in the movie, and said so often, and delivered with such upbeat emotion in the one unforgettable scene, that you can't *help* but remember it.

But that's not what the movie is about. Not to me. The movie is about show me your *heart*, not show me your money.

Giving is like that.

If you give because you want money, you are not giving out simply trading.

If you give because your heart sings to do so, then you are truly giving.

It's the difference between "*Show me the money!*" and "*Show me your heart.*"

The universe responds to your heart, not your money. The money is just a symbol.

Give money from your heart.

When you do, very quickly and in the most surprising ways, the universe itself will then "*Show you the money!*"

But don't give to get. Don't give as a negotiation with the universe.

Give to *give*.

If it's write a book, start typing.

If it's start a business, get going.

There are no limits.

Just *think like God*.

*"In my personal experience, the reasons for tithing were never explained clearly enough, and there was always so much pressure from the head of the church that it never seemed like a free-will gift, given in loving gratitude, but rather just another bill we had to pay. Because of that attitude, tithing usually doesn't have the effect of opening the prosperity flow. The attitude, motive and Spirit with which we give this money back to the Universe is the most important thing about our gift. Our motivation **must** be that **the money we are giving away is a gift of love we are giving back to the Universe in gratitude and appreciation for our gift of life.**"*

-- Patricia Diane Cota-Robles, *It Is Time For You To Be Financially Free!*

29. I will never have enough.
30. If I don't feel bad about past mistakes and afraid about the future I will make the same mistakes again. (From an investment broker)
31. It's best if I just want enough to get by.
32. You get what you deserve.
33. Being super-conscious about every single penny is the good – the right - thing to do.
34. Never buy anything that you don't need.
35. If you were a smart woman you would be supporting yourself easily by now.
36. If you were a smart and cute woman you would have married someone with money by now.
37. I always rent; owning a house would be too scary.
38. I would never feel secure if I had to be responsible for much more than a hammock.

Here are three quick ones:

"Riveting. Inspiring. Even miraculous. Rarely have I heard such wisdom, such mind-stretching beauty, such practical inspiration and proven advice."

"I was blown away! I squealed with delight!"

"I'm listening to the tapes repeatedly... EXCELLENT material, endless new perspectives, spin-offs...your words have set me in motion!"

While Mike has added a daily e-memo to his weekly ones, he has never advertised, done any publicity, or implemented any marketing. His tape sales come from word-of-mouth sharing. His database is currently 5,000 hot names and growing. He plans to use pay-for-click services to build his database. Next he'll focus on his affiliate program, which he just added to his site.

In short, Mike went from a company drop-out with no mission to a man with a giant mission. And he uses the Internet as his primary vehicle to help people go for their dreams. His main marketing tool is his "Enlightenment-by-E-mail" daily and weekly inspiring messages, which continue to be free.

What's his advice for building a successful business and making your own TUT---totally unique thoughts---come true?

"As clearly as possible define the end result of what you want in emotional terms," he advises. "Get into that emotion now, even before you start working for the dream or even quitting your job. Having the end result firmly in mind now will help you weather any setbacks that may occur later."

asked if he had any ideas on how she could sell more of her CDs, Mr. *Permission Marketing* (he wrote that book, too) complied.

Seth asked how much she sold her CDs for. She told him \$15. Seth asked how much one cost her to produce and package. She told him 80 cents. So Seth said...

"Look, every time someone buys one CD, send them two. Nobody has any use for a second CD, because it's the same music. What are they going to do? They're going to give it away, probably as a present. One of these kids gives one of these CDs to another kid as a birthday present and they're likely to buy two, three or four more, because the parents get tired of hearing the same songs over and over again."

Like I said, "Brilliant." Each one of those give-away CDs that results in just one additional sale nets the folksinger \$14.20. And as Seth pointed out, parents will probably buy two or three more, perhaps all five. And each time they do, they get an extra one free, that they turn around and give to a friend saying, "This is great. Little Harry will really love this."

Oh, that lady folksinger doubled, then tripled her business with that CD she gave away.

John Milton Fogg's website is at:

<http://www.GreatestNetworker.com/is/jmf>

How to Get What You Want

By Susie and Otto Collins

It seems like such a strange concept, but when you give away what you want -- you really do get more of it.

We're living proof. And here's why...

We have an incredible relationship filled with lots of love, passion and a deep connection with each other and with our creator.

Our relationships weren't always like this. In fact our previous relationships were in many ways a mirror for what we didn't want.

Before getting together, totally independent of each other, we each decided we were willing to do whatever was necessary to create the relationship of our dreams.

Out of our passion to have this incredible relationship, we read every book, went to every seminar, listened to every tape and spent countless hours talking about and discussing relationships trying to figuring out what it takes to create the relationship of our dreams.

So what did we do next?

What to Give When You Don't Have Any Money

By Christopher Guerriero

About two years ago, although I had several high-income businesses, I had very little personal income from those businesses - but I still felt a passion for giving - I just had nothing to give (or so I thought).

During the months that I stopped tithing (giving), I found that things got even harder - in fact - even proven marketing campaigns that my company had run many times in the past stopped pulling in revenue. At times I felt like there was a dark cloud following me.

I knew from years of experience that the more I gave, the more I would receive in return, but again, I had little to give (financially) and several business to support, along with all the families of the employees that went along with each of those businesses.

What I learned in those early days was that my giving didn't necessarily have to come from my bank account. And that during the lean years, I needn't give money. *I just had to keep "giving" to*

How Giving Made A Book A #1 Best-Seller

By Mike Litman

Over the course of a year, I worked to heap as much life-changing value and content on my newsletter readers: Information that would literally blow them away from what they were compared to getting from other ezines on the Internet.

Each week, I'd ask these questions, "How can I go the extra mile for my valued readers?" and "How can I give them more than they'd ever expect?"

My newsletter subscribers grew to love me and my work. I was continuously giving them all I could.

In the middle of 2001, I wrote a book. A host of book publishers mocked us saying, "No one will read your book *Conversations with Millionaires*. No one wants to read your actual conversations from your little radio show." So we were left to go down this road alone.

My co-author, Jason Oman, and I were first-time authors, self-publishing a book. We didn't know what to do. But we knew we had a list of loyal followers. All we had to do is ask for their help.

almost mysteriously powerful, aspect of giving at work behind the scenes here.

For the first time I understood clearly that somehow in the vast scheme of life we are rewarded in direct proportion to the value we create for others. I had heard once that the secret to abundant wealth was in creating massive value for others. But, based on my newfound experiences, I was now discovering with renewed white heat fervor that the Principle of Giving was the “gold-rush flume-ride” to expedite that flow of wealth into my life.

My self-serving commitment to discover more about giving soon led to a way of life that I later realized would continue to fuel me much more spiritually than it ever would economically. Little did I realize that my seemingly life-flowering rose-like discovery would soon open up into an entire inner-garden paradise for me. I conducted several very powerful experiments on the subject of how giving leads to receiving. I made a deeper, less self-interested, but more self-enlightened commitment. It was out of my simple curiosity to see how I could change others’ lives through profound value-sharing as a regular business and life practice.

I began giving more than merely chocolate candies -- although Godiva certainly soothes the deepest recesses of my own soul. I gave valuable advice. There were bonus hours spent with clients, e-books, and article clippings sent to friends about their favorite hobbies. I gave as much as I could to those with whom I had a regular influence.