

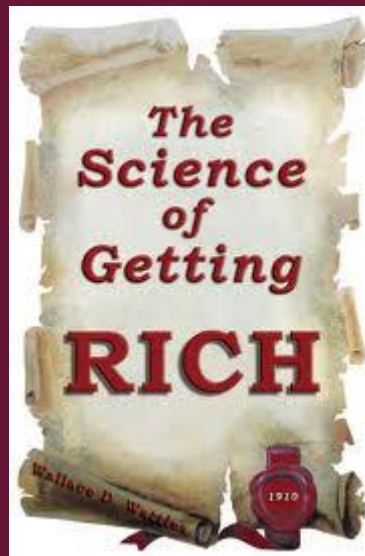


NANCY MATTHEWS



Receiving Your Riches

**A One of a Kind Course & Guide Through The
Science of Getting Rich by Wallace D. Wattles**



*Create Extraordinary Results for
Your Life & Your Business
in Just 15 Minutes a Day*

www.NancyMatthews.com
(800) 928-6928 / (954) 440-3789



NANCY MATTHEWS



Receiving Your Riches

**A One of a Kind Course & Guide Through The
Science of Getting Rich by Wallace D. Wattles**

*Create Extraordinary Results for Your Life & Your
Business in Just 15 Minutes a Day*



“Be Aware of the Still Small Voice Within You”

FREE Audio Download

*“How to Realize, Trust and Follow Your Intuition to Live in
the Flow and Access Your Inner Power.*

Go to: NancyMatthews.com/Intuition

www.NancyMatthews.com
(800) 928-6928 / (954) 440-3789

Copyright 2013 by Visionary Publishing, Inc.
Nancy Matthews, All Rights Reserved

Published and distributed by
Visionary Publishing, Inc.
9720 Stirling Road, #110
Cooper City, FL 33024
www.VisionaryWithGuts.com
(800) 928-6928

All rights reserved. No part of this book may be reproduced by mechanical, photographic, or electronic process, or in the form of recording, nor may it be stored in a retrieval system, transmitted or otherwise be copies for public use or private use – other than “fair use” as brief quotations embodied in articles and reviews, without prior written permission of the publisher and/or author.

This book is designed to provide information and inspiration to our readers. It is sold with the understanding that the publisher and the author are not engaged in the rendering of psychological, legal, accounting or other professional advice. The content is the sole expression and opinion of the author and not necessarily of the publisher. No warranties or guaranties are expressed or implied by the publisher’s choice to include any of the content in this book. Neither the publisher nor the author shall be liable for any physical, psychological, emotional, financial, or commercial damages, including but not limited to special, incidental, consequential or other damages. Our views and rights are the same: You are responsible for your own choices, actions and results.

This book is available at quantity discounts for bulk purchases and for branding by businesses and organizations. For further information contact: Nancy@NancyMatthews.com; Web: www.NancyMatthews.com; Telephone: 800-928-6928.

Matthews, Nancy
Visionary Publishing, Inc.
Business/Self-Help
ISBN 978-0-9886439-1-8

Receiving Your Riches Course

15 Minutes a Day for 30 Consecutive Days for BIG Results!

A Comprehensive Course and Guide Through The Proven and Timeless Principles Used by Masters of Success Throughout the Ages!

Congratulations on your decision to study these timeless and proven principles so you too can experience riches in every area of your life!

The book upon which this course is based, *The Science of Getting Rich*, was originally written in 1910 by Wallace D. Wattles who overcame extreme poverty through the practice of these principles prior to his death in 1911. I know that when you follow the guidelines set forth herein, and fully apply the Science, you will be able to look back at this time and say “*It was this course, these principles and this science that finally freed me from financial restrictions and opened the space for me to have true prosperity and abundance in every area of my life.*”

These principles are so pure, so practical and so easy to apply that you may even wonder “How could it have taken me so long to find this secret to accumulating great wealth and riches?”

I was inspired to share this course and the guidelines for applying the Science as the result of the phenomenal success I personally experienced. The Science is really so pure ... and it freed me from limiting beliefs I had about getting rich, about money and about my deservedness. By truly integrating the principles into my life and into my thought patterns it quickly brought me tens of thousands of dollars, deposited into my bank, along with riches in my relationships and substantial gifts for my philanthropic projects. This is only the beginning as I am committed to continuously applying this Science as my way of being.

The invitation and infinite possibilities for you are the same. Once you begin this journey and integrate and infuse the principles of *The Science of Getting Rich* into your life, great riches are yours for the asking. Riches that will set you free financially, riches that will allow you to take care of those that you love, and riches that will allow you to fully experience all this world has to offer. After all, that’s why we’re here; to live and to love fully.

At the time of offering this program and guide through *The Science of Getting Rich*, our world is going through major economic upheaval and this recession (depression really), has shown no mercy and has affected people from all walks of life. In the U.S. the outcry of the Occupy Wall Street movement is a representation of the fear, frustration and desperation so many people are experiencing.

You now have in your hands the solution to your financial problems. The answer and riches will not come from government or from laying blame upon others. The answer lies in this moment with you taking 100% responsibility for your success, your wealth and your happiness.

As Jim Rohn, America's foremost business philosopher has said:

"You must take personal responsibility. You cannot change the circumstances, the seasons or the wind, but you can change yourself."

And, of course, as Ghandi said,

"Be the change you want to see in the world."

The future is yours to create as you wish. Give yourself permission to dream again, to believe it's possible and to know that the divine inheritance you are meant to enjoy is being delivered to you. So prepare to receive it, enjoy the journey and Receiving YOUR Riches!

About Nancy Matthews: An International Speaker, Author and Leader, Nancy is known as the "Visionary with Guts" for her perseverance and commitment in overcoming obstacles, challenges and distractions in achieving her goals and dreams. She teaches the mindset and marketing strategies that allowed her to grow from a mixed up little girl from Brooklyn, a struggling single mom living paycheck to paycheck into a successful business owner, proud parent, respected leader and sought after speaker. Author of *Visionaries with Guts* and creator of the highly acclaimed *Receiving Your Riches* Course, Nancy has been featured several times on NBC and The John Tesh Radio Network, as well as having shared the stage with some of today's leading experts on business and transformation. Nancy is currently the CEO and Founder of Women's Prosperity Network (WPNGlobal.com) and serves on the Board of Directors of [Glorious Being Center \(501\)\(c\)\(3\)](http://GloriousBeingCenter.com). To learn more about Nancy Matthews and bring her to your next event visit NancyMatthews.com or contact Nancy@NancyMatthews.com. Telephone: (800) 928-6928

Receiving Your Riches Course

15 Minutes a Day for 30 Consecutive Days for BIG Results!

Before you begin reading and/or listening to audio set that accompanies the book, let me first offer some guidelines to support you in getting the most from this scientific approach and to do so as quickly as possible.

There are a total of 17 Chapters in the book, with Chapter 17 being a Summary of the Principles of the *Science of Getting Rich*. My suggestion is that you read and/or listen to one chapter every day and, time permitting, also listen to Chapter 17 on a daily basis. After reading spend some time reflecting on the following and ask yourself these questions:

- What statements in the chapter made an impact on you?
- What thoughts or limiting beliefs surfaced as you went through the chapter?
- What one action can you immediately take to incorporate a lesson from the chapter into your life?

This course consists of incorporating the original text by Wallace D. Wattles into a step by step system that will support you in integrating and applying these principles so that you get maximum results in record time.

I've made the course simple to follow and have broken it into bite-sized pieces to allow for simple integration into your already busy life. For best results, commit to this course for 30 consecutive days, giving yourself a minimum of 15 minutes per day to dedicate to the study of *The Science of Getting Rich*. I recommend that you do this first thing in the morning or at night before going to sleep.

As you arise in the morning resist the temptation to jump out of bed and into your daily activities (checking email, getting on social media, etc.) and begin your day FIRST with the study of *The Science* as set forth herein. When you follow these guidelines you will be delighted and amazed at how the quality of your life is enhanced and you experience more abundance with grace and ease (despite the quantity of items on your to do list!)

The course consists of daily reading (or listening to the accompanying audio) and reflection for a minimum of 15 minutes. What follows is the text from the original book as well as the addition of questions and action items to support you in integrating these principles into your life.

I know that once you begin taking in these principles you are going to want to jump ahead and soak in all the wisdom of this timeless book at once, AND while that's okay to do ... be committed to your daily practice of 15 minutes a day, taking your time so that you can really absorb the essence of *The Science of Getting Rich*.

Here We Go!

Receiving Your Riches Course

15 Minutes a Day for 30 Consecutive Days for BIG Results!

Daily Accountability to Support Your Goals:

Text "Done!" to 954-903-7182 When You Have Completed Your 15 Minutes

DAILY INSTRUCTIONS FOR THE ENTIRE 30 DAYS:

1. Set aside a minimum of 15 minutes per day to dedicate to this course. Commit to doing this for 30 consecutive days. I recommend you do this first thing in the morning or at night before going to sleep.

2. After listening to and/or reading the assigned chapter, spend the remainder of your time reflecting on the thoughts and ideas that arose during the study and answer the questions provided. The process of writing down the ideas is a powerful and effective way to capture the thoughts, feelings and new ideas that come to you during this profound focused time. Writing down your thoughts and reflections will often lead to additional insights you may not have realized without doing this part of the exercise.

3. Once you have completed the 15 minutes, send me a text message "DONE." My cell phone number is 954-903-7182. Any time day or night is fine with me - I look forward to hearing from you!

Receiving Your Riches Course

15 Minutes a Day for 30 Consecutive Days for BIG Results!

Daily Accountability to Support Your Goals:

Text "Done!" to 954-903-7182 When You Have Completed Your 15 Minutes

| | | | | |
|---|---|--|--|--|
| Day 1 Preface & Chapter 1 | Day 8 Read and/or Listen Chapter 6 | Day 15 Read and/or Listen Chapter 11 | Day 22 Read and/or Listen Chapter 16 | Day 29 **The Study of "Persistence" Dial: 1-712-432- 1085, Code 237137# |
| Day 2 Read and/or Listen Chapter 2 | Day 9 Read and/or Listen Chapter 7 | Day 16 Read and/or Listen Chapter 12 | Day 23 Read and/or Listen Chapter 17 | Day 30 Completion and ...The Beginning Reflect, Review and Continue! |
| Day 3 Read and/or Listen Chapter 3 | Day 10 Read and/or Listen Chapter 8 | Day 17 Read and/or Listen Chapter 13 | Day 24 Repeat Chapter 17 Plus one other chapter of your choosing | |
| Day 4 Read and/or Listen Chapter 4 | Day 11 Read and/or Listen Chapter 9 | Day 18 Read and/or Listen Chapter 14 | Day 25 Repeat Chapter 17 Plus one other chapter of your choosing | |
| Day 5 Read and/or Listen Chapter 5 | Day 12 Read and/or Listen Chapter 10 | Day 19 Read and/or Listen Chapter 15 | Day 26 Repeat Chapter 17 Plus one other chapter of your choosing | |
| Day 6 **Pause, Reflect & Listen** Chapters 1 through 5 | Day 13 **Pause, Reflect & Listen** Chapters 6 through 10 | Day 20 **Pause, Reflect & Listen** Chapters 11 through 15 | Day 27 Repeat Chapter 17 Plus one other chapter of your choosing | |
| Day 7 **Pause, Reflect & Listen** Chapter 1 through 5 | Day 14 **Pause, Reflect & Listen** Chapters 6 through 10 | Day 21 **Pause, Reflect & Listen** Chapters 11 through 15 | Day 28 **The Study of "Persistence" Dial: 1-712-432- 1085, Code 237137# | |

Day 1 – Read and/or listen to the Preface and Chapter 1

The Science of Getting Rich by Wallace D. Wattles *Preface*

THIS BOOK IS PRAGMATICAL, NOT PHILOSOPHICAL - a practical manual, not a treatise upon theories.

It is intended for the men and women whose most pressing need is for money, who wish to get rich first, and philosophize afterward. It is for those who want results and who are willing to take the conclusions of science as a basis for action, without going into all the processes by which those conclusions were reached. It is expected that the reader will take the fundamental statements upon faith, just as he would take statements concerning a law of electrical action if they were promulgated by a Marconi or an Edison, and, taking the statements upon faith, that he will prove their truth by acting upon them without fear or hesitation. Every man or woman who does this will certainly get rich, for the science herein applied is an exact science and failure is impossible.

In writing this book I have sacrificed all other considerations to plainness and simplicity of style, so that all might understand. The plan of action laid down herein was deduced from the conclusions of philosophy. It has been thoroughly tested, and bears the supreme test of practical experiment: It works.

Very Truly Yours,
W.D. Wattles

The Science of Getting Rich by Wallace D. Wattles
Chapter 1
The Right To Be Rich

WHATEVER MAY BE SAID IN PRAISE OF POVERTY, the fact remains that it is not possible to live a really complete or successful life unless one is rich. No one can rise to his greatest possible height in talent or soul development unless he has plenty of money, for to unfold the soul and to develop talent he must have many things to use, and he cannot have these things unless he has money to buy them with.

A person develops in mind, soul, and body by making use of things, and society is so organized that man must have money in order to become the possessor of things. Therefore, the basis of all advancement must be the science of getting rich.

The object of all life is development, and everything that lives has an inalienable right to all the development it is capable of attaining.

A person's right to life means his right to have the free and unrestricted use of all the things which may be necessary to his fullest mental, spiritual, and physical unfoldment; or, in other words, his right to be rich.

In this book, I shall not speak of riches in a figurative way. To be really rich does not mean to be satisfied or contented with a little. No one ought to be satisfied with a little if he is capable of using and enjoying more. The purpose of nature is the advancement and unfoldment of life, and everyone should have all that can contribute to the power, elegance, beauty, and richness of life. To be content with less is sinful.

The person who owns all he wants for the living of all the life he is capable of living is rich, and no person who has not plenty of money can have all he wants. Life has advanced so far and become so complex that even the most ordinary man or woman requires a great amount of wealth in order to live in a manner that even approaches completeness. Every person naturally wants to become all that they are capable of becoming. This desire to realize innate possibilities is inherent in human nature; we cannot help wanting to be all that we can be. Success is becoming who you want to be. You can become what you want to be only by making use of things, and you can have the free use of things only as you become rich enough

to buy them. To understand the science of getting rich is therefore the most essential of all knowledge.

There is nothing wrong in wanting to get rich. The desire for riches is really the desire for a richer, fuller, and more abundant life - and that desire is praiseworthy. The person who does not desire to live more abundantly is abnormal, and so the person who does not desire to have money enough to buy all he wants is abnormal.

There are three motives for which we live: We live for the body, we live for the mind, we live for the soul. No one of these is better or holier than the other; all are alike desirable, and no one of the three - body, mind, or soul - can live fully if either of the others is cut short of full life and expression. It is not right or noble to live only for the soul and deny mind or body, and it is wrong to live for the intellect and deny body or soul.

We are all acquainted with the loathsome consequences of living for the body and denying both mind and soul, and we see that *real* life means the complete expression of all that a person can give forth through body, mind and soul. Whatever he can say, no one can be really happy or satisfied unless his body is living fully in its every function, and unless the same is true of his mind and his soul. Wherever there is unexpressed possibility or function not performed, there is unsatisfied desire. Desire is possibility seeking expression or function seeking performance.

A person cannot live fully in body without good food, comfortable clothing, and warm shelter, and without freedom from excessive toil. Rest and recreation are also necessary to his physical life. One cannot live fully in mind without books and time to study them, without opportunity for travel and observation, or without intellectual companionship.

To live fully in mind a person must have intellectual recreations, and must surround himself with all the objects of art and beauty he is capable of using and appreciating.

To live fully in soul, a person must have love, and love is denied fullest expression by poverty.

A person's highest happiness is found in the bestowal of benefits on those he loves; love finds it's most natural and spontaneous expression in giving. The individual who has nothing to give cannot fill his place as a spouse or parent, as a citizen, or as a human being. It is in the use of material things that a person finds full life for his body, develops his mind, and unfolds his soul. It is therefore of supreme importance to each individual to be rich.

It is perfectly right that you should desire to be rich. If you are a normal man or woman you cannot help doing so. It is perfectly right that you should give your best attention to the science of getting rich, for it is the noblest and most necessary of all studies. If you neglect this study, you are derelict in your duty to yourself, to God and humanity, for you can render to God and humanity no greater service than to make the most of yourself.

Day 2 – Read and/or listen to Chapter 2

The Science of Getting Rich by Wallace D. Wattles
Chapter 2
There Is a Science of Getting Rich

THERE IS A SCIENCE OF GETTING RICH, and it is an exact science, like algebra or arithmetic. There are certain laws which govern the process of acquiring riches, and once these laws are learned and obeyed by anyone, that person will get rich with mathematical certainty.

The ownership of money and property comes as a result of doing things in a certain way, and those who do things in this certain way - whether on purpose or accidentally - get rich, while those who do not do things in this certain way - no matter how hard they work or how able they are - remain poor.

It is a natural law that like causes always produce like effects, and, therefore, any man or woman who learns to do things in this certain way will infallibly get rich.

That the above statement is true is shown by the following facts:

Getting rich is not a matter of environment, for if it were, all the people in certain neighborhoods would become wealthy. The people of one city would all be rich, while those of other towns would all be poor, or all the inhabitants of one state would roll in wealth, while those of an adjoining state would be in poverty.

But everywhere we see rich and poor living side by side, in the same environment, and often engaged in the same vocations. When two people are in the same locality and in the same business, and one gets rich while the other remains poor, it shows that getting rich is not primarily a matter of environment. Some environments may be more favorable than others, but when two people in the same business are in the same neighborhood and one gets rich while the other fails, it indicates that getting rich is the result of doing things in a certain way.

And further, the ability to do things in this certain way is not due solely to the possession of talent, for many people who have great talent remain poor, while others who have very little talent get rich.

Studying the people who have gotten rich, we find that they are an average lot in all respects, having no greater talents and abilities than other people have. It is evident that they

do not get rich because they possess talents and abilities that others do not have, but because they happen to do things in a certain way.

Getting rich is not the result of saving, or thrift. Many very penurious people are poor, while free spenders often get rich.

Nor is getting rich due to doing things which others fail to do, for two people in the same business often do almost exactly the same things, and one gets rich while the other remains poor or becomes bankrupt.

From all these things, we must come to the conclusion that getting rich is the result of doing things in a certain way. If getting rich is the result of doing things in a certain way, and if like causes always produce like effects, then any man or woman who can do things in that way can become rich, and the whole matter is brought within the domain of exact science.

The question arises here as to whether this certain way may not be so difficult that only a few may follow it. As we have seen, this cannot be true (as far as natural ability is concerned). Talented people get rich, and blockheads get rich; intellectually brilliant people get rich, and very stupid people get rich; physically strong people get rich, and weak and sickly people get rich. Some degree of ability to think and understand is, of course, essential, but insofar as natural ability is concerned, any man or woman who has sense enough to read and understand these words can certainly get rich.

Also, we have seen that it is not a matter of environment. Yes, location counts for something. One would not go to the heart of the Sahara and expect to do successful business.

Getting rich involves the necessity of dealing with people and of being where there are people to deal with, and if these people are inclined to deal in the way you want to deal, so much the better. But that is about as far as environment goes. If anybody else in your town can get rich, so can you, and if anybody else in your state can get rich, so can you.

Again, it is not a matter of choosing some particular business or profession. People get rich in every business and in every profession, while their next door neighbors in the very same vocation remain in poverty.

It is true that you will do best in a business which you like and which is congenial to you. And if you have certain talents which are well developed, you will do best in a business which calls for the exercise of those talents.

Also, you will do best in a business which is suited to your locality: An ice cream parlor would do better in a warm climate than in Greenland, and a salmon fishery will succeed better in the northwest than in Florida, where there are no salmon.

But, aside from these general limitations, getting rich is not dependent upon your engaging in some particular business, but upon your learning to do things in a certain way. If you are now in business and anybody else in your locality is getting rich in the same business, while you are *not* getting rich, it is simply because you are not doing things in the same way that the other person is doing them.

No one is prevented from getting rich by lack of capital. True, as you get capital the increase becomes more easy and rapid, but one who has capital is already rich and does not need to consider how to become so. No matter how poor you may be, if you begin to do things in the certain way you will begin to get rich and you will begin to have capital. The getting of capital is a part of the process of getting rich and it is a part of the result which invariably follows the doing of things in the certain way.

You may be the poorest person on the continent and be deeply in debt. You may have neither friends, influence, nor resources, but if you begin to do things in this way, you must infallibly begin to get rich, for like causes *must* produce like effects. If you have no capital, you can get capital. If you are in the wrong business, you can get into the right business. If you are in the wrong location, you can go to the right location.

And you can do so by beginning in your present business and in your present location to do things in the certain way which always causes success. You must begin to live in harmony with the laws governing the universe.

Day 3 – Read and/or listen to Chapter 3

The Science of Getting Rich by Wallace D. Wattles *Chapter 3* *Is Opportunity Monopolized?*

NO ONE IS KEPT POOR BECAUSE OTHER PEOPLE HAVE MONOPOLIZED THE WEALTH and have put a fence around it. You may be shut off from engaging in business in certain lines, but there are other channels open to you.

At different periods the tide of opportunity sets in different directions, according to the needs of the whole and the particular stage of social evolution which has been reached. There is abundance of opportunity for the person who will go with the tide, instead of trying to swim against it.

So workers, either as individuals or as a class, are not deprived of opportunity. The workers are not being "kept down" by their masters; they are not being "ground" by the trusts and big business. As a class, they are where they are because they do not do things in a certain way.

The working class may become the master class whenever they will begin to do things in a certain way. The law of wealth is the same for them as it is for all others. This they must learn, and they will remain where they are as long as they continue to do as they do. The individual worker, however, is not held down by an entire class's ignorance of these laws; he can follow the tide of opportunity to riches, and this book will tell him how.

No one is kept in poverty by a shortness in the supply of riches; there is more than enough for all. A palace as large as the capitol at Washington might be built for every family on earth from the building material in the United States alone, and under intensive cultivation this country would produce wool, cotton, linen, and silk enough to clothe each person in the world finer than Solomon was arrayed in all his glory, together with food enough to feed them all luxuriously.

The visible supply is practically inexhaustible, and the invisible supply really *is* inexhaustible.

Everything you see on earth is made from one original substance, out of which all things proceed. New forms are constantly being made, and older ones are dissolving, but all are shapes assumed by one thing.

There is no limit to the supply of formless stuff, or original substance. The universe is made out of it, but it was not all used in making the universe. The spaces in, through, and between the forms of the visible universe are permeated and filled with the original substance, with the formless stuff - with the raw material of all things. Ten thousand times as much as has been made might still be made, and even then we should not have exhausted the supply of universal raw material.

No one, therefore, is poor because nature is poor or because there is not enough to go around.

Nature is an inexhaustible storehouse of *riches*; the supply will never run short. *Original* substance is alive with creative energy, and is constantly producing more forms. When the supply of building material is exhausted, more will be produced. When the soil is exhausted so that food stuffs and materials for clothing will no longer grow upon it, it will be renewed or more soil will be made. When all the gold and silver has been dug from the earth, if humanity is still in such a stage of social development that it needs gold and silver, more will be produced from the formless. The formless stuff responds to the needs of mankind; it will not *let* the world be without any good thing.

This is true of man *collectively*. The race as a whole is always abundantly rich, and if individuals are poor it is because they do not follow the certain way of doing things which makes the individual rich.

The formless stuff is intelligent; it is stuff which thinks. It is alive and is always impelled toward more life.

It is the natural and inherent impulse of life to seek to live more; it is the nature of intelligence to enlarge itself, and of consciousness to seek to extend its boundaries and find fuller expression. The universe of forms has been made by formless living substance throwing itself into form in order to express itself more fully.

The universe is a great living presence, always moving inherently toward more life and fuller functioning.

Nature is formed for the advancement of life, and its impelling motive is the increase of life. Because of this, everything which can possibly minister to life is bountifully provided. There can be no lack unless God is to contradict himself and nullify his own works.

You are not kept poor by lack in the supply of riches. It is a fact which I shall demonstrate a little farther on that even the resources of the formless supply are at the command of the man or woman who will act and think in a certain way.

Day 4 – Read and/or listen to Chapter 4

The Science of Getting Rich by Wallace D. Wattles
Chapter 4
The First Principle in The Science of Getting Rich

THOUGHT IS THE ONLY POWER WHICH CAN PRODUCE TANGIBLE RICHES from the formless substance. The stuff from which all things are made is a substance which thinks, and a thought of form in this substance produces the form.

Original substance moves according to its thoughts; every form and process you see in nature is the visible expression of a thought in original substance. As the formless stuff thinks of a form, it takes that form; as it thinks of a motion, it makes that motion. That is the way all things were created. We live in a thought world, which is part of a thought universe. The thought of a moving universe extended throughout formless substance, and the thinking stuff - moving according to that thought - took the form of systems of planets, and maintains that form. Thinking substance takes the form of its thought, and moves according to the thought.

Holding the idea of a circling system of suns and worlds, it takes the form of these bodies, and moves them as it thinks. Thinking the form of a slow-growing oak tree, it moves accordingly, and produces the tree, though centuries may be required to do the work. In creating, the formless seems to move according to the lines of motion it has established. In other words, the thought of an oak tree does not cause the instant formation of a full-grown tree, but it does start in motion the forces which will produce the tree, along established lines of growth.

Every thought of form, held in thinking substance, causes the creation of the form, but always, or at least generally, along lines of growth and action already established.

The thought of a house of a certain construction, if it were impressed upon formless substance, might not cause the instant formation of the house, but it would cause the turning of creative energies already working in trade and commerce into such channels as to result in the speedy building of the house. And if there were no existing channels through which the creative energy could work, then the house would be formed directly from primal substance, without waiting for the slow processes of the organic and inorganic world.

No thought of form can be impressed upon original substance without causing the creation of the form.

A person is a thinking center and can originate thought. All the forms that a person fashions with his hands must first exist in his thought. He cannot shape a thing until he has *thought* that thing.

So far, humankind has confined its efforts wholly to the work of its hands, applying manual labor to the world of forms and seeking to change or modify those already existing. Humankind has never thought of trying to cause the creation of new forms by impressing thought upon formless substance.

When a person has a thought-form, he takes material from the forms of nature and makes an image of the form which is in his mind. People have, so far, made little or no effort to cooperate with formless intelligence - to work "with the Father." The individual has not dreamed that he can "do what he seeth the Father doing." An individual reshapes and modifies existing forms by manual labor and has given no attention to the question of whether he may produce things from formless substance by communicating his thoughts to it.

We propose to prove that he may do so - to prove that *any* man or woman may do so - and to show how. As our first step, we must lay down three fundamental propositions.

First, we assert that there is one original formless stuff or substance from which all things are made. All the seemingly many elements are but different presentations of one element. All the many forms found in organic and inorganic nature are but different shapes, made from the same stuff. And this stuff is thinking stuff - *a thought held in it produces the form of the thought*. Thought, in thinking substance, produces shapes. A human being is a thinking center, capable of original thought. If a person can communicate his thought to original thinking substance, he can cause the creation, or formation, of the thing he thinks about. To summarize this:

There is a thinking stuff from which all things are made, and which, in its original state, permeates, penetrates, and fills the interspaces of the universe.

A thought in this substance produces the thing that is imaged by the thought.

A person can form things in his thought, and, by impressing his thought upon formless substance, can cause the thing he thinks about to be created.

It may be asked if I can prove these statements, and without going into details I answer that I can do so, both by logic and experience.

Reasoning back from the phenomena of form and thought, I come to one original thinking substance, and reasoning forward from this thinking substance, I come to a person's power to cause the formation of the thing he thinks about.

And by experiment, I find the reasoning true. This is my strongest proof.

If one person who reads this book gets rich by doing what it tells him to do, that is evidence in support of my claim, but if *every* person who *does what it tells him to do* gets rich, that is positive proof until someone goes through the process and fails. The theory is true until the process fails, and this process will not fail, for everyone *who does exactly what this book tells him to do* will get rich.

I have said that people get rich by doing things in a certain way, and in order to do so, people must become able to think in a certain way.

A person's way of doing things is the direct result of the way he *thinks* about things.

To do things in the way you want to do them, you will *have* to acquire the ability to think the way you want to think. This is the first step toward getting rich.

And to think what you *want* to think is to think TRUTH, regardless of appearances.

Every individual has the natural and inherent power to think what he wants to think, but it requires far more effort to do so than it does to think the thoughts which are suggested by appearances. To think according to appearances is easy; to think truth regardless of appearances is laborious and requires the expenditure of more power than any other work we are called upon to perform.

There is no labor from which most people shrink as they do from that of sustained and consecutive thought. It is the hardest work in the world. This is especially true when truth is contrary to appearances. Every appearance in the visible world tends to produce a corresponding form in the mind which observes it, and this can only be prevented by holding the thought of the TRUTH.

To look upon the appearances of poverty will produce corresponding forms in your own mind, unless you hold to the truth that there is no poverty; there is only abundance.

To think health when surrounded by the appearances of disease or to think riches when in the midst of the appearances of poverty requires power, but whoever acquires this power becomes a *master mind*. That person can conquer fate and can have what he wants.

This power can only be acquired by getting hold of the basic fact which is behind all appearances, and that fact is that there is one thinking substance from which and by which all things are made.

Then we must grasp the truth that *every* thought held in this substance becomes a form, and that man can so impress his thoughts upon it as to cause them to take form and become visible things.

When we realize this we lose all doubt and fear, for we know that we can create what we want to create, we can get what we want to have, and can become what we want to be. As a first step toward getting rich, you must believe the three fundamental statements given previously in this chapter, and in order to emphasize them, I repeat them here:

There is a thinking stuff from which all things are made, and which, in its original state, permeates, penetrates, and fills the interspaces of the universe.

A thought in this substance produces the thing that is imaged by the thought.

A person can form things in his thought, and, by impressing his thought upon formless substance, can cause the thing he thinks about to be created.

You must lay aside all other concepts of the universe, and you must dwell upon this until it is fixed in your mind and has become your habitual thought. Read these statements over and over again. Fix every word upon your memory and meditate upon them until you firmly believe what they say. If a doubt comes to you, cast it aside. Do not listen to arguments against this idea. Do not go to churches or lectures where a contrary concept of things is taught or preached. Do not read magazines or books which teach a different idea. If you get mixed up in your understanding, belief, and faith, all your efforts will be in vain.

Do not ask why these things are true nor speculate as to how they can be true. Simply take them on trust. The science of getting rich begins with the absolute acceptance of this.

Day 5 – Read and/or listen to Chapter 5

The Science of Getting Rich by Wallace D. Wattles *Chapter 5* *Increasing Life*

YOU MUST GET RID OF THE LAST VESTIGE OF THE OLD IDEA that there is a Deity whose will it is that you should be poor or whose purposes may be served by keeping you in poverty.

The intelligent substance which is all, and in all, and which lives in all and lives in you, is a consciously living substance. Being a consciously living substance, it must have the nature and inherent desire of every living intelligence for increase of life. Every living thing must continually seek for the enlargement of its life, because life, in the mere act of living, must increase itself.

A seed, dropped into the ground, springs into activity, and in the act of living produces a hundred more seeds; life, by living, multiplies itself. It is forever becoming more. It must do so, if it continues to be at all.

Intelligence is under this same necessity for continuous increase. Every thought we think makes it necessary for us to think another thought; consciousness is continually expanding. Every fact we learn leads us to the learning of another fact; knowledge is continually increasing. Every talent we cultivate brings to the mind the desire to cultivate another talent; we are subject to the urge of life, seeking expression, which ever drives us on to know more, to do more, and to be more.

In order to know more, do more, and be more we must have more. We must have things to use, for we learn, and do, and become only by using things. We must get rich so that we can live more.

The desire for riches is simply the capacity for larger life seeking fulfillment. Every desire is the effort of an unexpressed possibility to come into action. It is power seeking to manifest which causes desire. That which makes you want more money is the same as that which makes the plant grow; it is life seeking fuller expression.

The one living substance must be subject to this inherent law of all life. It is permeated with the desire to live more, and that is why it is under the necessity of creating things. The one substance desires to live more in and through you. Therefore it wants you to have all the things you can use.

It is the desire of God that you should get rich. He wants you to get rich because he can express himself better through you if you have plenty of things to use in giving him expression. He can live more in you if you have unlimited command of the means of life.

The universe desires you to have everything you want to have.

Nature is friendly to your plans.

Everything is naturally *for you*.

Make up your mind that this is true.

It is essential, however, that your purpose should harmonize with the purpose that is in all.

You must want real life, not mere pleasure or sensual gratification. Life is the performance of function, and the individual really lives only when he performs every function - physical, mental, and spiritual - of which he is capable, without excess in any.

You do not want to get rich in order to live swinishly, for the gratification of animal desires. That is not life. But the performance of every physical function *is* a part of life. And no one lives completely who denies the impulses of the body a normal and healthful expression.

You do not want to get rich solely to enjoy mental pleasures, to get knowledge, to gratify ambition, to outshine others, to be famous. All these are a legitimate part of life, but the person who lives for the pleasures of the intellect alone will only have a partial life, and he will never be satisfied with his lot.

You do not want to get rich solely for the good of others, to lose yourself for the salvation of mankind, to experience the joys of philanthropy and sacrifice. The joys of the soul are only a part of life, and they are no better or nobler than any other part.

You want to get rich in order that you may eat, drink, and be merry when it is time to do these things; in order that you may surround yourself with beautiful things, see distant lands, feed your mind, and develop your intellect; in order that you may love others and do kind things, and be able to play a good part in helping the world to find truth.

But remember that extreme altruism is no better and no nobler than extreme selfishness; both are mistakes.

Get rid of the idea that God wants you to sacrifice yourself for others and that you can secure his favor by doing so. God requires nothing of the kind.

What God wants is that you should make the most of yourself, for yourself, and for others. And you can help others more by making the most of yourself than in any other way.

You can make the most of yourself only by getting rich, so it is right and praiseworthy that you should give your first and best thought to the work of acquiring wealth.

Remember, however, that the desire of substance is for *all*, and its movements must be for more life to all. It cannot be made to work for less life to any, because it is equally in all, seeking riches and life.

Intelligent substance will make things for you, but it will not take things away from someone else and give them to you.

You must get rid of the thought of competition. You are to create, not to compete for what is already created.

You do not have to take anything away from anyone.

You do not have to drive sharp bargains.

You do not have to cheat or to take advantage.

You do not need to let anyone work for you for less than he earns.

You do not have to covet the property of others or to look at it with wishful eyes. No one has anything of which you cannot have the like, and that without taking what he has away from him.

You are to become a creator, not a competitor. You are going to get what you want, but in such a way that when you get it every other person whom you affect will have more than he has now.

I am aware that there are those who get a vast amount of money by proceeding in direct opposition to the statements in the paragraph above, and may add a word of explanation here. Individuals of that type who become very rich do so sometimes purely by their extraordinary ability on the plane of competition, and sometimes they unconsciously relate themselves to substance in its great purposes and movements for the general upbuilding through industrial evolution. Rockefeller, Carnegie, Morgan, *etc.* have been the unconscious agents of the supreme in the necessary work of systematizing and organizing productive industry, and in the end their work will contribute immensely toward increased life for all. But their day is nearly over. They have organized production and will soon be succeeded by the agents of the multitude, who will organize the machinery of distribution.

They are like the monster reptiles of the prehistoric eras. They play a necessary part in the evolutionary process, but the same power which produced them will dispose of them. And it is well to bear in mind that they have never been really rich; a record of the private lives of most of this class will show that they have really been most abject and wretched.

Riches secured on the competitive plane are never satisfactory and permanent. They are yours today and another's tomorrow. Remember, if you are to become rich in a scientific and certain way, you must rise *entirely* out of competitive thought. You must never think for a moment that the supply is limited. Just as soon as you begin to think that all the money is being "cornered" and controlled by others, and that you must exert yourself to get laws passed to stop this process, and so on - in that moment you drop into the competitive mind and your power to cause creation is gone for the time being.

And what is worse, you will probably arrest the creative movements you have already begun.

KNOW that there are countless millions of dollars' worth of gold in the mountains of the earth, not yet brought to light. And know that if there were not, more would be created from thinking substance to supply your needs.

KNOW that the money you need will come, even if it is necessary for a thousand men to be led to the discovery of new gold mines tomorrow.

Never look at the visible supply. Look always at the limitless riches in formless substance, and KNOW that they are coming to you as fast as you can receive and use them. Nobody, by cornering the *visible* supply, can prevent you from getting what is yours.

So never allow yourself to think for an instant that the best building spots will be taken before you get ready to build your house, unless you hurry. Never worry about the trusts and combines, and get anxious for fear they will soon come to own the whole earth. Never get afraid that you will lose what you want because some other person "beats you to it." That cannot possibly happen. You are not seeking anything that is possessed by anybody else; you are causing what you want to be *created* from formless substance, and the supply is without limits. Stick to the formulated statement:

There is a thinking stuff from which all things are made, and which, in its original state, permeates, penetrates, and fills the interspaces of the universe.

A thought, in this substance produces the thing that is imaged by the thought.

A person can form things in his thought, and, by impressing his thought upon formless substance, can cause the thing he thinks about to be created

Days 6 & 7



Pause, Reflect and Listen

As you have now read, listened to and absorbed Chapters 1 through 5, it's time to pause and reflect on the information and principles provided to this point.

The deeper you integrate and fully infuse these principles into your way of being, the deeper and richer your results will be! I want to encourage you to continue taking your time through this book so you can receive the full benefit and riches that this Science affords you.

1. Review Chapters 1 through 5. Make notes of the points that impacted you and any resistance you may have had to statements made.
2. What new ideas have surfaced for you as you've been integrating the principles?
3. Have special people, possible business alliances, new ways of marketing and connecting with people come up for you?

All of the thoughts being sparked by your study of this book are designed to bring you great riches!

Pay attention and look for the signs.

Pick up the phone and call a friend who comes to mind but whom you haven't spoken to in a while.

Do you feel an urge for a particular restaurant or food? Go for it! You may just meet "The One" at the restaurant that will help you get to the next level.

Is the beach calling you? How about the mountains?

Respond to your intuitive signals and watch the magic continue to unfold!

Day 8 – Read and/or listen to Chapter 6

The Science of Getting Rich by Wallace D. Wattles *Chapter 6* *How Riches Come To You*

WHEN I SAY THAT YOU DO NOT HAVE TO DRIVE SHARP BARGAINS, I do not mean that you do not have to drive any bargains at all or that you are above the necessity for having any dealings with your fellow men. I mean that you will not need to deal with them unfairly. You do not have to get something for nothing, *but can give to every person more than you take from him.*

You cannot give everyone more in cash market value than you take from him, but you can give him more in *use value* than the cash value of the thing you take from him. The paper, ink, and other material in this book may not be worth the money you pay for it, but if the ideas suggested by it bring you thousands of dollars, you have not been wronged by those who sold it to you. They have given you a great use value for a small cash value.

Let us suppose that I own a picture by one of the great artists, which, in a developed society, is worth thousands of dollars. I take it to Baffin Bay¹ and by "salesmanship" induce a native dweller to give a bundle of furs worth \$500 for it. I have really wronged him, for he has no use for the picture. It has no use value to him; it will not add to his life.

But suppose I give him a gun worth \$50 for his furs. Then he has made a good bargain. He has use for the gun. It will get him many more furs and much food; it will add to his life in every way. It will make him rich.

When you rise from the competitive to the creative plane, you can scan your business transactions very strictly, and if you are selling any person anything which does not add more to his life than the thing he give you in exchange, you can afford to stop it. You do not have to beat anybody in business. And if you are in a business which does beat people. get out of it at once.

Give everyone more in use value than you take from him in cash value. Then you are adding to the life of the world by every business transaction.

¹ Baffin Bay is an ice-clogged bay of water located between Greenland and NE Canada.
Receiving Your Riches

If you have people working for you, you must take from them more in cash value than you pay them in wages, but you can so organize your business that it will be filled with the principle of advancement, and so that each employee who wishes to do so may advance a little every day.

You can make your business do for your employees what this book is doing for you. You can so conduct your business that it will be a sort of ladder by which every employee who will take the trouble may climb to riches himself. And given the opportunity, if he will not do so, it is not your fault.

And finally, just because you are to cause the creation of your riches from formless substance which permeates all your environment, it does not follow that they are to take shape from the atmosphere and come into being before your eyes.

If you want a sewing machine, for instance, I do not mean to tell you that you are to impress the thought of a sewing machine on thinking substance until the machine is formed without hands, in the room where you sit or elsewhere. But if you want a sewing machine, hold the mental image of it with the most positive certainty that it is being made or is on its way to you. After once forming the thought, have the most absolute and unquestioning faith that the sewing machine is coming. Never think of it or speak of it in any other way than as being sure to arrive. Claim it as already yours.

It will be brought to you by the power of the supreme intelligence, acting upon the minds of men. If you live in Maine, it may be that a person will be brought from Texas or Japan to engage in some transaction which will result in your getting what you want.

If so, the whole matter will be as much to that person's advantage as it is to yours.

Do not forget for a moment that the thinking substance is through all, in all, communicating with all, and can influence all. The desire of thinking substance for fuller life and better living has caused the creation of all the sewing machines already made, and it can cause the creation of millions more – and will, whenever people set it in motion by desire and faith and by acting in a certain way.

You can certainly have a sewing machine in your house, and it is just as certain that you can have any other thing or things which you want and which you will use for the advancement of your own life and the lives of others.

You need not hesitate about asking largely. "It is your Father's pleasure to give you the kingdom," said Jesus.

Original substance wants to live all that is possible in you, and wants you to have all that you can use and will use for the living of the most abundant life.

If you fix upon your consciousness the fact that your desire for the possession of riches is one with the desire of the supreme power for more complete expression, your faith becomes invincible.

Once I saw a little boy sitting at a piano, vainly trying to bring harmony out of the keys. I saw that he was grieved and provoked by his inability to play real music. I asked him the cause of his vexation, and he answered, "I can feel the music in me, but I can't make my hands go right." The music in him was the URGE of original substance, containing all the possibilities of all life. All that there is of music was seeking expression through the child.

God, the one substance, is trying to live and do and enjoy things through humanity. He is saying "I want hands to build wonderful structures, to play divine harmonies, to paint glorious pictures. I want feet to run my errands, eyes to see my beauties, tongues to tell mighty truths and to sing marvelous songs," and so on.

All that there is of possibility is seeking expression through people. God wants those who can play music to have pianos and every other instrument and to have the means to cultivate their talents to the fullest extent. He wants those who can appreciate beauty to be able to surround themselves with beautiful things. He wants those who can discern truth to have every opportunity to travel and observe. He wants those who can appreciate dress to be beautifully clothed, and those who can appreciate good food to be luxuriously fed.

He wants all these things because it is himself that enjoys and appreciates them; they are his creation. It is God who wants to play, and sing, and enjoy beauty, and proclaim truth, and wear fine clothes, and eat good foods. "It is God that worketh in you to will and to do," said the apostle Paul.

The desire you feel for riches is the infinite, seeking to express himself in you as he sought to find expression in the little boy at the piano.

So you need not hesitate to ask largely.

Your part is to focus on and express that desire to God.

This is a difficult point with most people. They retain something of the old idea that poverty and self-sacrifice are pleasing to God. They look upon poverty as a part of the plan, a necessity of nature. They have the idea that God has finished his work, and made all that he can make, and that the majority of people must stay poor because there is not enough to go around. They hold to so much of this erroneous thought that they feel ashamed to ask for wealth. They try not to want more than a very modest competence, just enough to make them fairly comfortable.

I recall now the case of one student who was told that he must get in mind a clear picture of the things he desired, so that the creative thought of them might be impressed on formless substance. He was a very poor man, living in a rented house and having only what he earned from day to day, and he could not grasp the fact that all wealth was his. So, after thinking the matter over, he decided that he might reasonably ask for a new rug for the floor of his best room and a coal stove to heat the house during the cold weather. Following the instructions given in this book, he obtained these things in a few months.

And then it dawned upon him that he had not asked enough.

He went through the house in which he lived, and planned all the improvements he would like to make in it.

He mentally added a bay window here and a room there until it was complete in his mind as his ideal home, and then he planned its furnishings.

Holding the whole picture in his mind, he began living in the certain way and moving toward what he wanted - and he owns the house now and is rebuilding it after the form of his mental image. And now, with still larger faith, he is going on to get greater things.

It has been unto him according to his faith, and so it is with you - and with all of us.

Receiving Your Riches

15 Minutes a Day for 30 Consecutive Days for BIG Results!

Daily Accountability to Support Your Goals:

Text "Done!" to 954-903-7182 When You Have Completed Your 15 Minutes

Day 8

*Be on the alert for the miracles that are happening all around you and within you. I understand the desire to want move ahead and devour this incredible book and feel free to do so ... **just make sure that you are doing the written exercises and spending time in contemplation.** Taking the time to write down your thoughts and feelings as you go through this course will magnify your experience and accelerate your results.*

Journal, notice and reflect upon the new thought patterns you are developing through this course.

Spend time today getting specific on the things you desire. Impress those thoughts upon your mind and they will be impressed upon the formless substance.

Notes, Reflections, New Ideas and Ah-Ha's!

| |
|--|
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |

Day 9 – Read and/or listen to Chapter 7

The Science of Getting Rich by Wallace D. Wattles *Chapter 7* *Gratitude*

THE ILLUSTRATIONS GIVEN IN THE LAST CHAPTER will have conveyed to the reader the fact that the first step toward getting rich is to convey the idea of your wants to the formless substance.

This is true, and you will see that in order to do so it becomes necessary to relate yourself to the formless intelligence in a harmonious way.

To secure this harmonious relation is a matter of such primary and vital importance that I shall give some space to its discussion here and give you instructions which, if you will follow them, will be certain to bring you into perfect unity of mind with the supreme power, or God.

The whole process of mental adjustment and attunement can be summed up in one word: Gratitude.

First, you believe that there is one intelligent substance, from which all things proceed. Second, you believe that this substance gives you everything you desire. And third, you relate yourself to it by a feeling of deep and profound gratitude.

Many people who order their lives rightly in all other ways are kept in poverty by their lack of gratitude. Having received one *gift* from God, they cut the *wires* which connect them *with* him by failing to make acknowledgment.

It is easy to understand that the nearer we live to the source of wealth, the more wealth we shall receive, and it is easy also to understand that the soul that is always grateful lives in closer touch with God than the one which never looks to him in thankful acknowledgment. The more gratefully we fix our minds on the supreme when good things come to us, the more good things we will receive, and the more rapidly they will come. And the reason simply is that the mental attitude of gratitude draws the mind into closer touch with the source from which the blessings come.

If it is a new thought to you that gratitude brings your whole mind into closer harmony with the creative energies of the universe, consider it well, and you will see that it is true. The good things you have already have come to you along the line of obedience to certain laws.

Gratitude will lead your mind out along the ways by which things come, and it will keep you in close harmony with creative thought and prevent you from falling into competitive thought.

Gratitude alone can keep you looking toward the all, and prevent you from falling into the error of thinking of the supply as limited - and to do that would be fatal to your hopes.

There is a law of gratitude, and it is absolutely necessary that you should observe the law if you are to get the results you seek. The law of gratitude is the natural principle that action and reaction are always equal and in opposite directions.

The grateful outreaching of your mind in thankful praise to the supreme intelligence is a liberation or expenditure of force. It cannot fail to reach that to which it addressed, and the reaction is an instantaneous movement toward you.

"Draw nigh unto God, and he will draw nigh unto you." That is a statement of psychological truth. And if your gratitude is strong and constant, the reaction in formless substance will be strong and continuous; the movement of the things you want will be always toward you. Notice the grateful attitude that Jesus took, how he always seems to be saying, "I thank thee, Father, that thou hearest me." You cannot exercise much power without gratitude, for it is gratitude that keeps you connected with power.

But the value of gratitude does not consist solely in getting you more blessings in the future. Without gratitude you cannot long keep from dissatisfied thought regarding things as they are.

The moment you permit your mind to dwell with dissatisfaction upon things as they are, you begin to lose ground. You fix attention upon the common, the ordinary, the poor, the squalid, and the mean - and your mind takes the form of these things. Then you will transmit these forms or mental images to the formless. And the common, the poor, the squalid, and the mean will come to you.

To permit your mind to dwell upon the inferior is to become inferior and to surround yourself with inferior things. On the other hand, to fix your attention on the best is to surround yourself with the best, and to become the best. The creative power within us makes us into the image of that to which we give our attention. We are of thinking substance, too, and thinking substance always takes the form of that which it thinks about.

The grateful mind is constantly fixed upon the best. Therefore it tends to become the best. It takes the form or character of the best, and will receive the best.

Also, faith is born of gratitude. The grateful mind continually expects good things, and expectation becomes faith. The reaction of gratitude upon one's own mind produces faith, and every outgoing wave of grateful thanksgiving increases faith. The person who has no feeling of gratitude cannot long retain a living faith, and without a living faith you cannot get rich by the creative method, as we shall see in the following chapters.

It is necessary, then, to cultivate the habit of being grateful for every good thing that comes to you and to give thanks continuously. And because all things have contributed to your advancement, you should include all things in your gratitude.

Do not waste a lot of time thinking or talking about the shortcomings or wrong actions of those in power. Their organization of the world has created your opportunity; all you get really comes to you because of them. Do not rage against corrupt politicians. If it were not for politicians we should fall into anarchy and your opportunity would be greatly lessened things in your gratitude.

God has worked a long time and very patiently to bring us up to where we are in industry and government, and he is going right on with his work. There is not the least doubt that he will do away with plutocrats, trust magnates, captains of industry, and politicians as soon as they can be spared, but in the meantime, they are all very necessary. Remember that they are all helping to arrange the lines of transmission along which your riches will come to you, and be grateful. This will bring you into harmonious relations with the good in everything, and the good in everything will move toward you.

Day 10 – Read and/or listen to Chapter 8 (and review Chapter 6)

The Science of Getting Rich by Wallace D. Wattles *Chapter 8* *Thinking In The Certain Way*

TURN BACK TO CHAPTER 6 AND READ AGAIN the story of the man who formed a mental image of his house and you will get a fair idea of the initial step toward getting rich.

You must form a clear and definite mental picture of what you want. You cannot transmit an idea unless you have it yourself. You must have it before you can give it, and many people fail to impress thinking substance because they have themselves only a vague and misty concept of the things they want to do, to have, or to become.

It is not enough that you should have a general desire for wealth "to do good with." *Everybody* has that desire.

It is not enough that you should have a wish to travel, see things, live more, etc. *Everybody* has those desires also. If you were going to send a wireless message to a friend, you would not send the letters of the alphabet in their order and let him construct the message for himself, nor would you take words at random from the dictionary. You would send a coherent sentence, one which meant something.

When you try to impress your wants upon the thinking substance, remember that it must be done by a coherent statement. You must know what you want and be *specific* and *definite*. You can never get rich or start the creative power into action by sending out unformed longings and vague desires.

Go over your desires just as the man I have described went over his house. See just what you want and get a clear mental picture of it as you wish it to look when you get it.

That clear mental picture you must have continually in mind. As the sailor has in mind the port toward which he is sailing the ship, you must keep your face toward it all the time. You must no more lose sight of it than the helmsman loses sight of the compass.

It is not necessary to take exercises in concentration, nor to set apart special times for prayer and affirmation, nor to "go into the silence," nor to do occult stunts of any kind. Some of

these things are well enough, but all you need is to know what you want and to want it badly enough so that it will stay in your thoughts.

Spend as much of your leisure time as you can in contemplating your picture. But no one needs to take exercises to concentrate his mind on a thing which he really wants. It is the things you do not really care about which require effort to fix your attention upon them.

And unless you *really want* to get rich, so that the desire is strong enough to hold your thoughts directed to the purpose as the magnetic pole holds the needle of the compass, it will hardly be worthwhile for you to try to carry out the instructions given in this book.

The methods set forth here are for people whose desire for riches is strong enough to overcome mental laziness and the love of ease, and to make them work.

The more clear and definite you make your picture then, and the more you dwell upon it, bringing out all its delightful details, the stronger your desire will be. And the stronger your desire, the easier it will be to hold your mind fixed upon the picture of what you want.

Something more is necessary, however, than merely to see the picture clearly. If that is all you do, you are only a dreamer, and will have little or no power for accomplishment.

Behind your clear vision must be the *purpose* to realize it, to bring it out in tangible expression.

And behind this purpose must be an invincible and unwavering FAITH that the thing is already yours, that it is "at hand" and you have only to take possession of it.

Live in the new house, mentally, until it takes form around you physically. In the mental realm, enter at once into full enjoyment of the things you want.

"Whatsoever things ye ask for when ye pray, believe that ye receive them, and ye shall have them," said Jesus.

See the things you want as if they were actually around you all the time. See yourself as owning and using them. Make use of them in imagination just as you will use them when they are your tangible possessions. Dwell upon your mental picture until it is clear and distinct, and then take the mental attitude of ownership toward everything in that picture. Take possession of it, in mind, in the full faith that it is actually yours. Hold to this mental ownership. Do not waiver for an instant in the faith that it is real.

And remember what was said in a proceeding chapter about gratitude: Be as thankful for it all the time as you expect to be when it has taken form, The person who can sincerely

thank God for the things which as yet he owns only in imagination has real faith. He will get rich. He will cause the creation of whatever he wants.

You do not need to pray repeatedly for things you want. It is not necessary to tell God about it every day.

Your part is to intelligently formulate your desire for the things which make for a larger life and to get these desires arranged into a coherent whole, and then to impress this whole desire upon the formless substance, which has the power and the will to bring you what you want.

You do not make this impression by repeating strings of words; you make it by holding the vision with unshakable PURPOSE to attain it and with steadfast FAITH that you do attain it.

The answer to prayer is not according to your faith while you are *talking*, but according to your faith while you are *working*.

You cannot impress the mind of God by having a special Sabbath day set apart to tell him what you want, and then forgetting him during the rest of the week. You cannot impress him by having special hours to go into your closet and pray, if you then dismiss the matter from your mind until the hour of prayer comes again.

Oral prayer is well enough, and has its effect, especially upon yourself, in clarifying your vision and strengthening your faith, but it is not your oral petitions which get you what you want. In order to get rich you do not need a "sweet hour of prayer;" you need to "pray without ceasing." *And by prayer I mean holding steadily to your vision, with the purpose to cause its creation into solid form, and the faith that you are doing so.*

"Believe that ye receive them."

Once you have clearly formed your vision, the whole matter turns on *receiving*. When you have formed it, it is well to make an oral statement, addressing the supreme in gratitude. Then, from that moment on you must, in mind, receive what you ask for.

Live in the new house, wear the fine clothes, ride in the automobile, go on the journey, and confidently plan for greater journeys. Think and speak of all the things you have asked for in terms of actual present ownership. Imagine an environment and a financial condition exactly as you want them, and live all the time in that mental environment and financial condition until they take physical shape.

Mind, however, that you do not do this as a mere dreamer and castle builder. Hold to the FAITH that the imaginary is being realized and to your PURPOSE to realize it. Remember that it is faith and purpose in the use of the imagination which make the difference between the scientist and the dreamer.

And having learned this fact, it is here that you must learn the proper use of the will.

Day 11 – Read and/or listen to Chapter 9

The Science of Getting Rich by Wallace D. Wattles *Chapter 9* *How To Use The Will*

TO SET ABOUT GETTING RICH IN A SCIENTIFIC WAY, you do not try to apply your will power to anything outside of yourself.

You have no right to do so, anyway. It is wrong to apply your will to other men and women in order to get them to do what you wish done.

It is as flagrantly wrong to coerce people by mental power as it is to coerce them by physical power. If compelling people by physical force to do things for you reduces them to slavery, compelling them by mental means accomplishes exactly the same thing; the only difference is in methods. If taking things from people by physical force is robbery, then taking things by mental force is robbery also. There is no difference in principle.

You have no right to use your will power upon another person, even "for his own good," for you do not know what is for his good. The science of getting rich does not require you to apply power or force to any other person, in any way whatsoever. There is not the slightest necessity for doing so. Indeed, any attempt to use your will upon others will only tend to defeat your purpose.

You do not need to apply your will to things in order to compel them to come to you. That would simply be trying to coerce God and would be foolish and useless.

You do not have to try to compel God to give you good things, any more than you have to use your will power to make the sun rise.

You do not have to use your will power to conquer an unfriendly Deity, or to make stubborn and rebellious forces do your bidding. Substance is friendly to you, and is more anxious to give you what you want than you are to get it.

To get rich, you need only to use your will power upon *yourself*.

When you know what to think and do, then you must use your will to compel yourself to think and do the right things. That is the legitimate use of the will in getting what you want - to use it in holding yourself to the right course.

Use your will to keep yourself thinking and acting in the certain way.

Do not try to project your will, or your thoughts, or your mind out into space to "act" on things or people. Keep your mind at home. It can accomplish more there than elsewhere.

Use your mind to form a mental image of what you want and to hold that vision with faith and purpose. And use your will to keep your mind working in the *right* way.

The more steady and continuous your faith and purpose, the more rapidly you will get rich because you will make only POSITIVE impressions upon substance, and you will not neutralize or offset them by negative impressions.

The picture of your desires, held with faith and purpose, is taken up by the formless, and permeates it to great distances - throughout the universe, for all we know.

As this impression spreads, all things are set moving toward its realization. Every living thing, every inanimate thing, and the things yet uncreated are stirred toward bringing into being that which you want. All force begins to be exerted in that direction. All things begin to move toward you. The minds of people everywhere are influenced toward doing the things necessary to the fulfilling of your desires, and they work for you, unconsciously.

But you can check all this by starting a negative impression in the formless substance. Doubt or unbelief is as certain to start a movement *away* from you as faith and purpose are to start one *toward* you. It is by not understanding this that most people make their failure. Every hour and moment you spend in giving heed to doubts and fears, every hour you spend in worry, every hour in which your soul is possessed by unbelief, sets a current *away from you* in the whole domain of intelligent substance. All the promises are unto them that believe and unto them only.

Since belief is all important, it behooves you to guard your thoughts, and as your beliefs will be shaped to a very great extent by the things you observe and think about, it is important that you should carefully govern to what you give your attention.

And here the will comes into use, for it is by your will that you determine upon what things your attention shall be fixed.

If you want to become rich, you must not make a study of poverty.

Things are not brought into being by thinking about their opposites. Health is never to be attained by studying disease and thinking about disease; righteousness is not to be promoted by studying sin and thinking about sin; and no one ever got rich by studying poverty and thinking about poverty.

Medicine as a science of disease has increased disease; religion as a science of sin has promoted sin, and economics as a study of poverty will fill the world with wretchedness and want.

Do not talk about poverty, do not investigate it, or concern yourself with it. Never mind what its causes are; you have nothing to do with them.

What concerns you is the *cure*.

Do not spend your time in so-called charitable work or charity movements; most charity only tends to perpetuate the wretchedness it aims to eradicate. I do not say that you should be hard-hearted or unkind and refuse to hear the cry of need, but you must not try to eradicate poverty in any of the *conventional* ways. Put poverty behind you, and put all that pertains to it behind you, and "make good."

Get rich. That is the best way you can help the poor.

And you cannot hold the mental image which is to make you rich if you fill your mind with pictures of poverty and all its attendant ills. Do not read books or papers which give circumstantial accounts of the wretchedness of the tenement dwellers, of the horrors of child labor, and so on. Do not read anything which fills your mind with gloomy images of want and suffering.

You cannot help the poor in the least by knowing about these things, and the widespread knowledge of them does not tend at all to do away with poverty.

What tends to do away with poverty is not the getting of pictures of poverty into your mind, but getting pictures of wealth, abundance, and possibility into the minds of the poor.

You are not deserting the poor in their misery when you refuse to allow your mind to be filled with pictures of that misery.

Poverty can be done away with, not by increasing the number of well-to-do people who think about poverty, but by increasing the number of poor people who purpose with faith to get rich.

The poor do not need charity; they need inspiration. Charity only sends them a loaf of bread to keep them alive in their wretchedness, or gives them an entertainment to make them forget for an hour or two. But inspiration can cause them to rise out of their misery. If you want to help the poor, demonstrate to them that they can become rich. Prove it by getting rich yourself.

The only way in which poverty will ever be banished from this world is by getting a large and constantly increasing number of people to practice the teachings of this book.

People must be taught to become rich by creation, not by competition.

Every person who becomes rich by competition knocks down the ladder by which he rises, and keeps others down, but every person who gets rich by creation opens a way for thousands to follow and inspires them to do so.

You are not showing hardness of heart or an unfeeling disposition when you refuse to pity poverty, see poverty, read about poverty, or think or talk about it, or to listen to those who do talk about it. Use your will power to keep your mind OFF the subject of poverty and to keep it fixed with faith and purpose ON the vision of what you want and are creating.

Day 12 – Read and/or listen to Chapter 10

The Science of Getting Rich by Wallace D. Wattles *Chapter 10* *Further Use of The Will*

YOU CANNOT RETAIN A TRUE AND CLEAR VISION OF WEALTH if you are constantly turning your attention to opposing pictures, whether they be external or imaginary.

Do not tell of your past troubles of a financial nature, if you have had them. Do not think of them at all. Do not tell of the poverty of your parents or the hardships of your early life. To do any of these things is to mentally class yourself with the poor for the time being, and it will certainly check the movement of things in your direction. Put poverty and all things that pertain to poverty completely behind you.

You have accepted a certain theory of the universe as being correct, and are resting all your hopes of happiness on its being correct. What can you gain by giving heed to conflicting theories?

Do not read books which tell you that the world is soon coming to an end, and do not read the writing of muckrakers and pessimistic philosophers who tell you that it is going to the devil. The world is not going to the devil; it is going to God. It is a wonderful becoming.

True, there may be a good many things in existing conditions which are disagreeable, but what is the use of studying them when they are certainly passing away and when the study of them only tends to slow their passing and keep them with us? Why give time and attention to things which are being removed by evolutionary growth, when you can hasten their removal only by promoting the evolutionary growth as far as your part of it goes?

No matter how horrible in seeming may be the conditions in certain countries, sections, or places, you waste your time and destroy your own chances by dwelling on them.

You should interest yourself in the world's becoming rich.

Think of the riches the world is coming into instead of the poverty it is growing out of, and bear in mind that the only way in which you can assist the world in growing rich is by growing rich yourself through the creative method, not the competitive one.

Give your attention wholly to riches. Do not focus on poverty. Whenever you think or speak of those who are poor, think and speak of them as those who are becoming rich, as those

who are to be congratulated rather than pitied. Then they and others will catch the inspiration, and begin to search for the way out.

Because I say that you are to give your whole time and mind and thought to riches, it does not follow that you are to be sordid or mean.

To become really rich is the noblest aim you can have in life, for it includes everything else.

On the competitive plane, the struggle to get rich is a Godless scramble for power over others, but when we come into the creative mind, all this is changed. All that is possible in the way of greatness, of service and lofty endeavor, comes by way of getting rich, because all is made possible by the use of things. You can aim at nothing so great or noble, I repeat, as to become rich, and you must fix your attention upon your mental picture of wealth to the exclusion of all that may tend to dim or obscure the vision.

Some people remain in poverty because they are ignorant of the fact that there is wealth for them, and these can best be taught by showing them the way to affluence in your own person and practice.

Others are poor because, while they feel that there is a way out, they are too intellectually indolent to put forth the mental effort necessary to find that way and travel it. For these, the very best thing you can do is to arouse their desire by showing them the happiness that comes from being rightly rich.

Others still are poor because, while they have some notion of science, they have become so swamped and lost in the maze of theories that they do not know which road to take. They try a mixture of many systems and fail in all. For these, again, the very best thing to do is to show the right way in your own person and practice. An ounce of doing things is worth a pound of theorizing.

The very best thing you can do for the whole world is to make the most of yourself.

You can serve God and humanity in no more effective way than by getting rich; that is, if you get rich by the creative method and not by the competitive one.

Another thing. We assert that this book gives in detail the principles of the science of getting rich, and if that is true, you do not need to read any other book upon the subject. This may sound narrow and egotistical, but consider: There is no more scientific method of

computation in mathematics than by addition, subtraction, multiplication, and division; no other method is possible. There can be but one shortest distance between two points. There is only one way to think scientifically, and that is to think in the way that leads by the most direct and simple route to the goal. No one has yet formulated a briefer or less complex "system" than the one set forth here. It has been stripped of all non-essentials. When you commence on this, lay all others aside. Put them out of your mind altogether.

Read this book every day. Keep it with you. Commit it to memory, and do not think about other "systems" and theories. If you do, you will begin to have doubts and to be uncertain and wavering in your thought, and then you will begin to make failures. After you have made good and become rich, you may study other systems as much as you please.

And read only the most optimistic comments on the world's news - those in harmony with your picture. Also, do not dabble in theosophy, spiritualism, or kindred studies. Perhaps the dead still live and are near, but if they are, let them alone; mind your own business.

Wherever the spirits of the dead may be, they have their own work to do, and we have no right to interfere with them. We cannot help them, and it is very doubtful whether they can help us, or whether we have any right to trespass upon their time if they can. Let the dead and the hereafter alone, and solve your own problem: Get rich. If you begin to mix with the occult, you will start mental cross-currents which will surely bring your hopes to shipwreck.

Now, this and the preceding chapters have brought us to the following statement of basic facts:

There is a thinking stuff from which all things are made, and which, in its original state, permeates, penetrates, and fills the interspaces of the universe.

A thought in this substance produces the thing that is imaged by the thought.

A person can form things in his thought, and, by impressing his thought upon formless substance, can cause the thing he thinks about to be created.

In order to do this, a person must pass from the competitive to the creative mind; he must form a clear mental picture of the things he wants, and hold this picture in his thoughts with the fixed PURPOSE to get what he wants, and the unwavering FAITH that he does get what

he wants, closing his mind against all that may tend to shake his purpose, dim his vision, or quench his faith.

And in addition to all this, we shall now see that he must live and *act* in a certain way.

Day 13 & Day 14



Pause, Reflect and Listen

As you have now read, listened to and absorbed Chapters 1 through 10, it's time to pause and reflect on the information and principles provided to this point.

I know you may have read ahead in the book and that's perfectly fine as long as you have been giving this study your focus and attention for a minimum of 15 minutes per day. Be sure to take your time during these next 2 days to review and absorb the first portion. Remember, the deeper you integrate, the more profound your results.

Accessing Your Inner Guidance System (Your Feelings)

I want to take a moment now to share with you about some things that may be coming up as you're going through this process. At the time I created this course, I was also reading *The Law of Attraction* by Esther and Jerry Hicks, which as I read it, I discovered that everything in that book speaks to the principles set forth in *The Science of Getting Rich*. The book offers additional clarity and depth of discussion around the principles and the science. As discussed in one of the chapters "How Does It Feel? Good or Bad?" the following was offered:

If you focus upon whatever you want, you will attract whatever you want. If you focus upon the lack of whatever you want, you will attract more of the lack. Every subject is really 2 subjects, what you want and the lack or absence of what you want.

If you're paying attention to the way you are feeling, you will always know whether you are focused upon what you want or upon the lack of it. For when you are focused upon what you want, you are feeling good, and when you are focused upon the lack of what you want, you are feeling bad.

This was a profound and powerful distinction for me and will be for you as well.

Focusing on what I want makes me feel good. When I become aware that I'm not feeling good, that's a signal that I'm not focusing on and thinking about what I want, but instead on what I do not want or have. Since we are creating what we bring into our lives by our thoughts and what we focus upon, when I'm not feeling good, I'm focusing on what I do not want and as a result, I would attract more of what I do not want.

This may sound a bit confusing and if it does, that's okay – you're doing perfectly. Take your time in these 2 days to absorb this concept and become aware of how you are feeling and do a self-check to recognize what you're thinking.

At the time I created this course I was in the midst of several large projects and some significant life changes. My team and I were in crunch mode bringing all the pieces together for our [Annual Prosperity Un-Conference](#)², we had launched several new Chapters of Women's Prosperity Network, I was launching a new online TV show, and my 20 year old daughter had moved on to the next chapter of her life in going away to college. Then a tropical storm blew through our town, and our energy and our weather was out of whack for several days.

Pressure was mounting, the "To Do" list was growing and I was feeling the effects of the stress I had created. In a moment of clarity amidst the hectic pace my brain was operating at, I noticed that I was not feeling good. I wasn't feeling happy, I wasn't feeling on top of my game. I was feeling anxious, stressed and overwhelmed. And then I remembered ...if I'm feeling bad, I'm focusing on what I don't want or don't have, rather than what I do want.

I knew what I had to do. Despite the hundreds of things on my "To Do" list, what I most needed to do was to get myself back to a place of feeling good and focusing on the infinite possibilities that exist and on what I wanted to create and attract. It was time to step back from the "To Do" list (which is all about the HOW) and get back to my desires and my ideals and impress those thoughts upon formless substance.

How did I begin to create this shift?

Gratitude. I re-read Chapter 7 and really connected and felt gratitude for all I had in the moment, and then began building upon that with excitement towards what I wanted to create. Once I created that mental and feeling shift, I stepped back into the day with a renewed sense of energy and enthusiasm and from that moment on amazing things started to happen. We got a call from a sponsor who was donating a one week trip to Club Med as a prize to give away at the Un-Conference. Registrations started pouring in and I received several calls out of the blue from people who wanted to be guests on my online show. Everything began to line up once I shifted my energy.

"Be the change you want to see in the world." ~ Ghandi

² The Annual Prosperity UN-Conference, www.TheProsperityConference.com

I share this story with you to encourage you to continue to build your belief muscles, to consistently practice these principles and to become aware of how you are feeling. Your feelings are the thermostat of your thoughts. Check your temperature regularly and adjust it through the practice of these principles.

Chapters 9 and 10 focused upon on the most essential facet of harnessing the power of the science – that is, the use of our own will power. Remember to keep yourself focused on what you do have with a feeling of deep gratitude so that more of those things will be manifested. Monitor your feelings as a sensor to tell you in which direction your thoughts are headed.

Are you feeling good? Then you're in a state of being grateful for what you do have.

Are you feeling bad? Then you're most likely in a state of coming from lack or worry or fear. When you notice those feelings, stop, pause and reflect. Take a moment to get back into a state of gratitude. Take an hour – take a day – take however long it takes to get back into feeling good.

Know that you are a human being and you have human emotions. Our responsibility, our job and our purpose is to be aware of our emotions and use our inner guidance system (our feelings) to help keep us on track so that we can continue to stay in a positive energy and to manifest and create what we want in life. In doing so, living *The Science of Getting Rich*, and getting rich, we can create the greatest amount of good for the greatest number of people.

The understanding and integration of these principles takes practice. It takes continuous focus and desire to live your most amazing, abundant and prosperous life.

Be patient and kind to yourself as your self-awareness grows.

Receiving Your Riches

15 Minutes a Day for 30 Consecutive Days for BIG Results!

Daily Accountability to Support Your Goals:

Text "Done!" to 954-903-7182 When You Have Completed Your 15 Minutes

Day 13 and Day 14 – Reflection and Integration

Pause, Reflect and Listen

I invite you now to reflect back on Chapters 1 through 10 and consider:

1. What chapter(s) impacted you most? What shifts or changes have you noticed?
2. Have new opportunities or “calls out of the blue” occurred? Have you followed up on them?

Pay attention to the signs, pay attention to your emotions and continue to absorb and infuse these timeless principles into your being. They promise to bring you the riches you desire when you practice them with faith, purpose and commitment to living your best life.

Notes, Reflections, New Ideas and Ah-Ha’s!

| |
|--|
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |

Day 15 – Read and/or listen to Chapter 11

The Science of Getting Rich by Wallace D. Wattles *Chapter 11* *Acting In The Certain Way*

THOUGHT IS THE CREATIVE POWER or the impelling force which causes the creative power to act. Thinking in a certain way will bring riches to you, but you must not rely upon thought alone, paying no attention to personal action. That is the rock upon which many otherwise scientific thinkers meet shipwreck - the failure to connect thought with personal action.

We have not yet reached the stage of development, even supposing such a stage to be possible, in which a person can create directly from formless substance without nature's processes or the work of human hands. A person must not only think, but his personal action must supplement his thought.

By thought you can cause the gold in the hearts of the mountains to be impelled toward you, but it will not mine itself, refine itself, coin itself into double eagles, and come rolling along the roads, seeking its way into your pocket.

Under the impelling power of the supreme spirit, people's affairs will be so ordered that someone will be led to mine the gold for you. Other people's business transactions will be so directed that the gold will be brought toward you. And you must so arrange our own business affairs that you may be able to receive it when it comes to you. Your thought makes all things, animate and inanimate, work to bring you what you want, but your personal activity must be such that you can rightly receive what you want when it reaches you. You are not to take it as charity, nor to steal it. You must give every man more in use value than he gives you in cash value.

The scientific use of thought consists in forming a clear and distinct mental image of what you want, in holding fast to your purpose to get what you want, and in realizing with grateful faith that you do get what you want.

Do not try to "project" your thought in any mysterious or occult way, with the idea of having it go out and do things for you. That is wasted effort and will weaken your power to think with sanity.

The action of thought in getting rich is fully explained in the preceding chapters: Your faith and purpose positively impress your vision upon formless substance, which has *the same desire for more life that you have*, and this vision, received from you, sets all the creative forces at work *in and through their regular channels of action*, but directed toward you. It is not your part to guide or supervise the creative process. All you have to do with that is to retain your vision, stick to your purpose, and maintain your faith and gratitude.

But you must *act in a certain way*, so that you can appropriate what is yours when it comes to you and so that you can meet the things you have in your picture and put them in their proper places as they arrive.

You can really see the truth of this. When things reach you, they will be in the hands of others, who will ask an equivalent for them. And you can only get what is yours by giving the other person what is rightfully his.

Your pocketbook is not going to be transformed into a Fortunata's purse³ which shall be always full of money without effort on your part.

This is the crucial point in the science of getting rich - right here, where thought and personal action must be come. There are very many people who, consciously or unconsciously, set the creative forces in action by the strength and persistence of their desires, but who remain poor because they do not provide for the reception of the thing they want when it comes.

By thought, the thing you want is brought to you. By action, you receive it.

Whatever your action is to be, it is evident that you must act NOW. You cannot act in the past, and it is essential to the clearness of your mental vision that you dismiss the past from your mind. You cannot act in the future, for the future is not here yet. And you cannot tell how you will want to act in any future contingency until that contingency has arrived.

Because you are not in the right business or the right environment now, do not think that you must postpone action until you get into the right business or environment. And do not spend time in the present taking thought as to the best course in possible future emergencies; have faith in your ability to meet any emergency when it arrives.

³ Referencing a tale from the 15th century about a man named Fortunatus who met the goddess of Fortune in a forest and received from her a purse which was continually replenished as often as he drew from it.

If you act in the present with your mind on the future, your present action will be with a divided mind, and will not be effective.

Put your whole mind into present action.

Do not give your creative impulse to original substance, and then sit down and wait for results. If you do, you will never get them. Act now. There is never any time but now, and there never will be any time but now. If you are ever to begin to make ready for the reception of what you want, you must begin NOW.

And your action, whatever it is, must most likely be in your present business or employment, and must be upon the persons and things in your present environment.

You cannot act where you are not, you cannot act where you have been, and you cannot act where you are going to be. You can act only where you are.

Do not bother as to whether yesterday's work was well done or ill done; do today's work well. Do not try to do tomorrow's work now; there will be plenty of time to do that when you get to it.

Do not try, by occult or mystical means, to act on people or things that are out of your reach.

Do not wait for a change of environment, before you act; get a change of environment by action.

You can so act upon the environment in which you are now, as to cause yourself to be transferred to a better environment.

Hold with faith and purpose the vision of yourself in the better environment, but act upon your present environment with all your heart, and with all your strength, and with all your mind. Do not spend any time in day dreaming or castle building; hold to the one vision of what you want, and act NOW.

Do not cast about, seeking some new thing to do or some strange, unusual, or remarkable action to perform as a first step toward getting rich. It is probable that your actions, at least for some time to come, will be the same ones you have been performing for some time past, but you are to begin now to perform these actions in the certain way, which will surely make you rich.

If you are engaged in some business, and feel that it is not the right one for you, do not wait until you get into the right business before you begin to act.

Do not feel discouraged or sit down and lament because you are misplaced. No one is so misplaced that he cannot find the right place, and no one is so involved in the wrong business that he cannot get into the right business.

Hold the vision of yourself in the right business, with the purpose to get into it and the faith that you *will* get into it and *are* getting into it, but ACT in your present business. Use your present business as the means of getting a better one, and use your present environment as the means of getting into a better one. Your vision of the right business, if held with faith and purpose, will cause the supreme power to move the right business toward you. And your action, if performed in the certain way, will cause you to move toward the business.

If you are an employee or wage earner and feel that you must change places in order to get what you want, do not "project" your thought into space and rely upon it to get you another job. It will probably fail to do so.

Hold the vision of yourself in the job you want while you ACT with faith and purpose on the job you have, and you will certainly get the job you want.

Your vision and faith will set the creative force in motion to bring it toward you, and your action will cause the forces in your own environment to move you toward the place you want. In closing this chapter, we will add another statement to our syllabus:

There is a thinking stuff from which all things are made, and which, in its original state, permeates, penetrates, and fills the interspaces of the universe.

A thought in this substance produces the thing that is imaged by the thought.

A person can form things in his thought, and by impressing his thought upon formless substance, can cause the thing he thinks about to be created.

In order to do this, a person must pass from the competitive to the creative mind' he must form a clear mental picture of the things he wants, and hold this picture in his thoughts with the fixed PURPOSE to get what he wants, and the unwavering FAITH that he does get what he wants, closing his mind to all that may tend to shake his purpose, dim his vision, or quench his faith.

So that he may receive what he wants when it comes, a person must act NOW upon the people and things in his present environment.

Day 16 – Read and/or listen to Chapter 12

The Science of Getting Rich by Wallace D. Wattles *Chapter 12* *Efficient Action*

YOU MUST USE YOUR THOUGHT AS DIRECTED in previous chapters and begin to do what you can do where you are, and you must do ALL that you can do where you are.

You can advance only by being larger than your present place, and no one is larger than his present place who leaves undone any of the work pertaining to that place.

The world is advanced only by those who more than fill their present places.

If no one quite filled his present place, you can see that there must be a going backward in everything. Those who do not quite fill their present places are dead weight upon society, government, commerce, and industry. They must be carried along by others at a great expense. The progress of the world is slowed only by those who do not fill the places they are holding. They belong to a former age and their tendency is toward degeneration. No society could advance if everyone was smaller than his place; social evolution is guided by the law of physical and mental evolution.

In the animal world, evolution is caused by excess of life. When an organism has more life than can be expressed in the functions of its own plane, it develops the organs of a higher plane, and a new species is originated.

There never would have been new species had there not been organisms which more than filled their places. The law is exactly the same for you: Your getting rich depends upon your applying this principle to your own affairs.

Every day is either a successful day or a day of failure, and it is the successful days which get you what you want. If every day is a failure you can never get rich, while if every day is a success, you cannot fail to get rich.

If there is something that may be done today and you do not do it, you have failed insofar as that thing is concerned - and the consequences may be more disastrous than you imagine.

You cannot foresee the results of even the most trivial act. You do not know the workings of all the forces that have been set moving in your behalf. Much may be depending on

your doing some simple act, and it may be the very thing which is to open the door of opportunity to very great possibilities. You can never know all the combinations which supreme intelligence is making for you in the world of things and of human affairs. Your neglect or failure to do some small thing may cause a long delay in getting what you want.

Do every day ALL that can be done that day.

There is, however, a limitation or qualification of the above that you must take into account.

You are not to overwork, nor to rush blindly into your business in the effort to do the greatest possible number of things in the shortest possible time.

You are not to try to do tomorrow's work today, nor to do a week's work in a day. It is really not the number of things you do, but the EFFICIENCY of each separate action that counts.

Every act is, in itself, either a success or a failure.

Every act is, in itself, either effective and efficient or ineffective and inefficient.

Every inefficient act is a failure, and if you spend your life in doing inefficient acts, your whole life will be a failure. The more things you do, the worse for you - if all your acts are inefficient ones.

On the other hand, every efficient act is a success in itself, and if every act of your life is an efficient one, your whole life *must* be a success.

The cause of failure is doing too many things in an inefficient manner and not doing enough things in an efficient manner.

You will see that it is a self-evident proposition that if you do not do any inefficient acts and if you do a sufficient number of efficient acts, you will become rich. If, now, it is possible for you to make each act an efficient one, you see again that the getting of riches is reduced to an exact science, like mathematics.

The matter turns, then, on the question of whether you can make each separate act a success in itself. And this you can certainly do. You can make each act a success, because ALL power is working with you, and ALL power cannot fail.

Power is at your service, and to make each act efficient you have only to put power into it.

Every action is either strong or weak, and when every action is strong, you are acting in the certain way which will make you rich.

Every act can be made strong and efficient by holding your vision while you are doing it and putting the whole power of your FAITH and PURPOSE into it.

It is at this point that the people who separate mental power from personal action fail. They use the power of mind in one place and at one time, and they act in another way in another place and at another time. So their acts are not successful in themselves; too many of them are inefficient. But if ALL power goes into every act, no matter how commonplace, every act will be a success in itself. And since it is the nature of things that every success opens the way to other successes, your progress toward what you want and the progress of what you want toward you, will become increasingly rapid.

Remember that successful action is cumulative in its results. Since the desire for more life is inherent in all things, when a person begins to *move* toward larger life, more things attach themselves to him, and the influence of his desire is multiplied.

Do, every day, all that you can do that day, and do each act in an efficient manner.

In saying that you must hold your vision while you are doing each act, however trivial or commonplace, I do not mean to say that it is necessary at all times to see the vision distinctly to its smallest details. It should be the work of your leisure hours to use your imagination on the details of your vision and to contemplate them until they are firmly fixed upon memory. If you wish speedy results, spend practically all your spare time in this practice.

By continuous contemplation you will get the picture of what you want - even to the smallest details - so firmly fixed upon your mind and so completely transferred to the mind of formless substance, that in your working hours you need only to mentally refer to the picture to stimulate your faith and purpose and cause your best effort to be put forth.

Contemplate your picture in your leisure hours until your consciousness is so full of it that you can grasp it instantly. You will become so enthused with its bright promises that the mere thought of it will call forth the strongest energies of your whole being.

Let us again repeat our syllabus and by slightly changing the closing statements bring it to the point we have now reached.

There is a thinking stuff from which all things are made, and which, in its original state, permeates, penetrates, and fills the interspaces of the universe.

A thought in this substance produces the thing that is imaged by the thought.

A person can form things in his thought, and, by impressing his thought upon formless substance, can cause the thing he thinks about to be created.

In order to do this, a person must pass from the competitive to the creative mind. He must form a clear mental picture of the things he wants, and must do - with faith and purpose - all that can be done each day, doing each separate thing in an efficient manner.

Day 17 – Read and/or listen to Chapter 13

The Science of Getting Rich by Wallace D. Wattles *Chapter 13* *Getting Into The Right Business*

SUCCESS, IN ANY PARTICULAR BUSINESS, depends for one thing upon your possessing, in a well-developed state, the faculties required in that business.

Without good musical faculty no one can succeed as a teacher of music. Without well-developed mechanical faculties no one can achieve great success in any of the mechanical trades. Without tact and the commercial faculties no one can succeed in mercantile pursuits. But to possess in a well-developed state the faculties required in your particular vocation does not insure getting rich. There are musicians who have remarkable talent, and who yet remain poor. There are blacksmiths, carpenters, and so on who have excellent mechanical ability, but who do not get rich. And there are merchants with good faculties for dealing with people who nevertheless fail.

The different faculties are tools. It is essential to have good tools, but it is also essential that the tools should be used in the right way. One man can take a sharp saw, a square, good plane, and so on, and build a handsome article of furniture. Another man can take the same tools and set to work to duplicate the article, but his production will be a botch. He does not know how to use good tools in a successful way.

The various faculties of your mind are the tools with which you must do the work which is to make you rich. So it will be easier for you to succeed if you get into a business for which you are well equipped with mental tools.

Generally speaking, you will do best in that business which will use your strongest faculties – the one for which you are naturally "best fitted." But there are limitations to this statement also. No one should regard his vocation as being irrevocably fixed by the tendencies with which he was born.

You can get rich in ANY business, for if you have not the right talent, you can develop that talent. It merely means that you will have to make your tools as you go along, instead of confining yourself to the use of those with which you were born. It will be EASIER for you to succeed in a vocation for which you already have the talents in a well-developed state, but you

Receiving Your Riches

CAN succeed in any vocation, for you can develop any rudimentary talent, and there is no talent of which you have not at least the rudiment.

You will get rich most easily in terms of effort, if you do that for which you are best fitted, but you will get rich most satisfactorily if you do that which you WANT to do.

Doing what you want to do is life, and there is no real satisfaction in living if we are compelled to be forever doing something which we do not like to do and can never do what we want to do. And it is certain that you can do what you want to do. The *desire* to do it is proof that you have within you the power which *can* do it.

Desire is a manifestation of power.

The desire to play music is the power which can play music seeking expression and development. The desire to invent mechanical devices is the mechanical talent seeking expression and development.

Where there is no power, either developed or undeveloped, to do a thing, there is never any desire to do that thing, and where there is strong desire to do a thing, it is certain proof that the power to do it is strong and only requires to be developed and applied in the right way.

All other things being equal, it is best to select the business for which you have the best developed talent, but if you have a strong desire to engage in any particular line of work, you should select that work as the ultimate end at which you aim.

You can do what you want to do, and it is your right and privilege to follow the business or avocation which will be most congenial and pleasant. You are not obliged to do what you do not like to do, and should not do it except as a means to bring you to the doing of the thing you want to do.

If there are past mistakes whose consequences have placed you in an undesirable business or environment, you may be obliged for some time to do what you do not like to do, but you can make the doing of it pleasant by knowing that it is making it possible for you to come to the doing of what you want to do.

If you feel that you are not in the right vocation, do not act too hastily in trying to get into another one. The best way, generally, to change business or environment is by growth.

Do not be afraid to make a sudden and radical change if the opportunity is presented and you feel after careful consideration that it is the right opportunity, but never take sudden or radical action when you are in doubt as to the wisdom of doing so.

There is never any hurry on the creative plane and there is no lack of opportunity.

When you get out of the competitive mind you will understand that you never need to act hastily. No one else is going to beat you to the thing you want to do; there is enough for all. If one space is taken, another and a better one will be opened for you a little farther on; there is plenty of time. When you are in doubt, wait. Fall back on the contemplation of your vision, and increase your faith and purpose. And by all means, in times of doubt and indecision, cultivate gratitude.

A day or two spent in contemplating the vision of what you want and in earnest thanksgiving that you are getting it will bring your mind into such close relationship with the supreme that you will make no mistake when you do act.

There is a mind which knows all there is to know, and you can come into close unity with this mind by faith and the purpose to advance in life, if you have deep gratitude.

Mistakes come from acting hastily or from acting in fear or doubt or in forgetfulness of the right motive, which is more life to all, and less to none.

As you go on in the certain way, opportunities will come to you in increasing number, and you will need to be very steady in your faith and purpose, and to keep in close touch with the supreme mind by reverent gratitude.

Do all that you can do in a perfect manner every day, but do it without haste, worry, or fear. Go as fast as you can, but never hurry.

Remember that in the moment you begin to hurry you cease to be a creator and become a competitor. You drop back upon the old plan again.

Whenever you find yourself hurrying, call a halt. Fix your attention on the mental image of the thing you want and begin to give thanks that you are getting it. The exercise of GRATITUDE will never fail to strengthen your faith and renew your purpose.

Day 18 – Read and/or listen to Chapter 14

The Science of Getting Rich by Wallace D. Wattles *Chapter 14* *The Impression of Increase*

WHETHER YOU CHANGE YOUR VOCATION OR NOT, your actions for the present must be those pertaining to the business in which you are now engaged.

You can get into the business you want by making constructive use of the business you are already established in - by doing your daily work in the certain way.

And insofar as your business consists in dealing with other people, whether personally or by letter, the key thought of all your efforts must be to convey to their minds the *impression of increase*.

Increase is what all men and all women are seeking; it is the urge of the formless intelligence within them seeking fuller expression.

The desire for increase is inherent in all nature; it is the fundamental impulse of the universe. All human activities are based on the desire for increase. People are seeking more food, more clothes, better shelter, more luxury, more beauty, more knowledge, more pleasure - increase in something, more life.

Every living thing is under this necessity for continuous advancement; where increase of life ceases, dissolution and death set in at once.

Man instinctively knows this, and therefore he is forever seeking more. This law of perpetual increase is set forth by Jesus in the parable of the talents: Only those who gain more retain any; from him who has not shall be taken away even that which he has.

The normal desire for increased wealth is not an evil or a reprehensible thing. It is simply the desire for more abundant life. It is aspiration.

And because it is the deepest instinct of their natures, all men and women are attracted to those who can give them more of the means of life.

In following the certain way as described in the foregoing pages, you are getting continuous increase for yourself, and you are giving it to all with whom you deal.

You are a creative center from which increase is given off to all.

Be sure of this, and convey assurance of the fact to every man, woman, and child with whom you come in contact. No matter how small the transaction, even if it be only the selling of a stick of candy to a little child, put into it the thought of increase, and make sure that the customer is impressed with the thought.

Convey the impression of advancement with everything you do, so that all people shall receive the impression that you are an "advancing personality," and that you advance all who deal with you. Even to the people whom you meet in a social way - without any thought of business and to whom you do not try to sell anything - give the thought of increase.

You can convey this impression by holding the unshakable faith that you, yourself, are in the way of increase and by letting this faith inspire, fill, and permeate every action.

Do everything that you do in the firm conviction that you are an advancing personality and that you are giving advancement to everybody.

Feel that you are getting rich and that in so doing you are making others rich and conferring benefits on all.

Do not boast or brag of your success or talk about it unnecessarily; true faith is never boastful.

Wherever you find a boastful person, you find one who is secretly doubtful and afraid. Simply feel the faith, and let it work out in every transaction. Let every act and tone and look express the quiet assurance that you are getting rich - that you are already rich. Words will not be necessary to communicate this feeling to others. They will feel the sense of increase when in your presence, and will be attracted to you again.

You must so impress others that they will feel that in associating with you they will get increase for *themselves*. See that you give them a use *value* greater than the cash value you are taking from them.

Take an honest pride in doing this and let everybody know it, and you will have no lack of customers. People will go where they are given increase, and the supreme, which desires increase in all and which knows all, will move toward you men and women who have never heard of you. Your business will increase rapidly, and you will be surprised at the unexpected benefits which will come to you. You will be able from day to day to make larger combinations, secure greater advantages, and to go on into a more congenial vocation if you desire to do so.

But doing all this, you must never lose sight of your vision of what you want or your faith and purpose to get what you want.

Let me here give you another word of caution in regard to motives: Beware of the insidious temptation to seek for power over other people.

Nothing is so pleasant to the unformed or partially developed mind as the exercise of power or dominion over others. The desire to rule for selfish gratification has been the curse of the world. For countless ages kings and lords have drenched the earth with blood in their battles to extend their dominions - not to seek more life for all, but to get more power for themselves.

Today, the main motive in the business and industrial world is the same: Men marshal their armies of dollars and lay waste the lives and hearts of millions in the same mad scramble for power over others. Commercial kings, like political kings, are inspired by the lust for power.

Look out for the temptation to seek for authority, to become a "master," to be considered as one who is above the common herd, to impress others by lavish display, and so on.

The mind that seeks for mastery over others is the competitive mind, and the competitive mind is not the creative one. In order to master your environment and your destiny, it is not at all necessary that you *should rule over* your fellow men, and, indeed, when you fall into the world's struggle for the high places, you begin to be conquered by fate and environment and your getting rich becomes a matter of chance and speculation.

Beware of the competitive mind! No better statement of the principle of creative action can be formulated than the favorite declaration of the late "Golden Rule" Jones of Toledo⁴: "What I want for myself, I want for everybody."

⁴ Samuel "Golden Rule" Jones was a penniless man who became a millionaire before turning his attention to politics, becoming Mayor of Toledo, OH in 1897. He ran his business and his political administration based on the Biblical precept that one should treat others as one would want to be treated.

Day 19 – Read and/or listen to Chapter 15

The Science of Getting Rich by Wallace D. Wattles *Chapter 15* *The Advancing Personality*

WHAT I HAVE SAID IN THE LAST CHAPTER APPLIES as well to the professional person and the wage-earner as to the person who is engaged in selling or any other form of business.

No matter whether you are a physician, a teacher, or a clergyman, if you can give increase of life to others and make them sensible of that fact, they will be attracted to you, and you will get rich. The physician who holds the vision of himself as a great and successful healer, and who works toward the complete realization of that vision with faith and purpose, as described in former chapters, will come into such close touch with the source of life that he will be phenomenally successful; patients will come to him in throngs.

No one has a greater opportunity to carry into effect the teaching of this book than the practitioner of medicine. It does not matter to which of the various schools he may belong, for the principle of healing is common to all of them and may be reached by all alike. The "advancing man" in medicine, who holds to a clear mental image of himself as successful, and who obeys the laws of faith, purpose, and gratitude, will cure every curable case he undertakes.

In the field of religion, the world cries out for the clergyman who can teach his hearers the true science of abundant life. He who masters the details of the science of getting rich, together with the allied sciences of being well, of being great and of winning love and who teaches these details from the pulpit, will never lack for a congregation. This is a gospel that the world needs; it will give increase of life, and people will hear it gladly and give liberal support to the person who brings it to them.

What is now needed is a demonstration of the science of life from the pulpit. We want preachers who can not only tell us how, but who in their own persons will show us how. We need the preacher who will himself be rich, healthy, great, and beloved, to teach us how to attain to these things, and when he comes he will find a numerous and loyal following.

The same is true of the teacher who can inspire the children with the faith and purpose of the advancing life. He will never be "out of a job." And any teacher who has this faith and

purpose can give it to his pupils. He cannot help giving it to them if it is part of his own life and practice.

What is true of the teacher, preacher, and physician is true of the lawyer, dentist, real estate agent, insurance agent - of everybody.

The combined mental and personal action I have described is infallible; it cannot fail. Every man and woman who follows these instructions steadily, perseveringly, and to the letter, will get rich. The law of the increase of life is as mathematically certain in its operation as the law of gravity. Getting rich is an exact science.

The wage-earner will find this as true of his case as of any of the others mentioned. Do not feel that you have no chance to get rich because you are working where there is no visible opportunity for advancement, where wages are small and the cost of living high. Form your clear mental vision of what you want, and begin to act with faith and purpose.

Do all the work you can do. Every day. And do each piece of work in a perfectly successful manner. Put the power of success and the purpose to get rich into everything that you do.

But do not do this merely with the idea of currying favor with your employer, in the hope that he, or those above you, will see your good work and advance you. It is not likely that they will do so.

The person who is merely a "good" worker, filling his place to the very best of his ability and satisfied with that, is valuable to his employer, and it is not to the employer's interest to promote him. He is worth more where he is.

To secure advancement, something more is necessary than to be too large for your place.

The person who is certain to advance is the one who is too big for his place, who has a clear concept of what he wants to be, who knows that he can become what he wants to be, and who is determined to BE what he wants to be.

Do not try to more than fill your present place with a view to pleasing your employer. Do it with the idea of advancing yourself. Hold the faith and purpose of increase during work hours, after work hours, and before work hours. Hold it in such a way that every person who comes in contact with you, whether foreman, fellow worker, or social acquaintance, will feel the power of purpose radiating from you - so that everyone will get the sense of advancement

and increase from you. People will be attracted to you, and if there is no possibility for advancement in your present job, you will very soon see an opportunity to take another job.

There is a power which never fails to present opportunity to the advancing personality who is moving in obedience to law. God cannot help helping you if you act in a certain way. He must do so in order to help himself.

There is nothing in your circumstances or in the industrial situation that can keep you down. If you cannot get rich working for the steel trust, you can get rich on a ten-acre farm. And if you begin to move in the certain way, you will certainly escape from the "clutches" of the steel trust and get on to the farm or wherever else you wish to be.

If a few thousands of its employees would enter upon the certain way, the steel trust would soon be in a bad plight. It would have to give its workers more opportunity or go out of business. Nobody has to work for a trust. The trusts can keep people in so called hopeless conditions only so long as there are people who are ignorant of the science of getting rich or too intellectually slothful to practice it.

Begin this way of thinking and acting, and your faith and purpose will make you quick to see any opportunity to better your condition. Such opportunities will speedily come, for the supreme power, working in all and working for you, will bring them before you.

Do not wait for an opportunity to be *all* that you want to be. When an opportunity to be more than you are now is presented and you feel impelled toward it, take it. It will be the first step toward a greater opportunity.

There is no such thing possible in this universe as a lack of opportunities for the person who is living the advancing life.

It is inherent in the constitution of the cosmos that all things shall be for him and work together for his good, and he must certainly get rich if he acts and thinks in the certain way. So let wage-earning men and women study this book with great care and enter with confidence upon the course of action it prescribes. It will not fail.

Days 20 & 21



Pause, Reflect and Listen

As you have now read, listened to and absorbed Chapters 1 through 15, it's time to pause and reflect on the information and principles provided to this point.

1. Did you highlight? Did you take notes? Scan those statements which brought you insight, triggered emotions or brought you to new levels of awareness and jot them down here.

This is the activity you will engage in for the next 2 days before continuing onto Chapter 16.

2. Before moving on to Chapter 16, take this time to reflect upon the past 3 weeks and **WRITE DOWN** the results you have experienced. For example:

Revenue received, new business opportunities; introductions to key players, new projects or business ideas.

Reflect and pause so that you can capture these moments, feel the gratitude and appreciation for the increase you are now experiencing so you can receive more of it.

3. What actions have you taken to further those introductions, revenue streams and new ideas? What actions can you now take to further the realization of riches?

As you continue in this journey through the study of *The Science of Getting Rich*, take the time during these next 2 days to review the first 15 chapters, read through them again, look over your notes and highlighted areas, re-read paragraphs and find the new insights that will delight and amaze you as you continue to experience miracles living in the space of possibility and being an advancing personality.

Day 22 – Read and/or listen to Chapter 16

The Science of Getting Rich by Wallace D. Wattles *Chapter 16* *Some Cautions and Concluding Observations*

MANY PEOPLE WILL SCOFF AT THE IDEA that there is an exact science of getting rich. Holding the impression that the supply of wealth is limited, they will insist that social and governmental institutions must be changed before even any considerable number of people can acquire a competence.

But this is not true.

It is true that existing governments keep the masses in poverty, but this is because the masses do not think and act in the certain way.

If the masses begin to move forward as suggested in this book, neither governments nor industrial systems can check them; all systems must be modified to accommodate the forward movement.

If the people have the advancing mind, have the faith that they can become rich, and move forward with the fixed purpose to become rich, nothing can possibly keep them in poverty.

Individuals may enter upon the certain way at any time and under any government and make themselves rich. And when any considerable number of individuals do so under any government, they will cause the system to be so modified as to open the way for others.

The more people who get rich on the competitive plane, the worse for others. The more who get rich on the creative plane, the better for others.

The economic salvation of the masses can only be accomplished by getting a large number of people to practice the scientific method set down in this book and become rich. These will show others the way and inspire them with a desire for real life, with the faith that it can be attained, and with the purpose to attain it.

For the present, however, it is enough to know that neither the government under which you live nor the capitalistic or competitive system of industry can keep you from getting rich. When you enter upon the creative plane of thought you will rise above all these things and become a citizen of another kingdom.

But remember that your thought must be held upon the creative plane. You are never for an instant to be betrayed into regarding the supply as limited or into acting on the moral level of competition.

Whenever you do fall into old ways of thought, correct yourself instantly. For when you are in the competitive mind, you have lost the cooperation of the supreme mind.

Do not spend any time in planning as to how you will meet possible emergencies in the future, except as the necessary policies may affect your actions today. You are concerned with doing today's work in a perfectly successful manner and not with emergencies which may arise tomorrow. You can attend to them as they come.

Do not concern yourself with questions as to how you shall surmount obstacles which may loom upon your business horizon unless you can see plainly that your course must be altered today in order to avoid them.

No matter how tremendous an obstruction may appear at a distance, you will find that if you go on in the certain way it will disappear as you approach it, or that a way over, under, through, or around it will appear.

No possible combination of circumstances can defeat a man or woman who is proceeding to get rich along strictly scientific lines. No man or woman who obeys the law can fail to get rich, any more than one can multiply two by two and fail to get four.

Give no anxious thought to possible disasters, obstacles, panics, or unfavorable combinations of circumstances. There is time enough to meet such things when they present themselves before you in the immediate present, and you will find that every difficulty carries with it the wherewithal for its overcoming.

Guard your speech. Never speak of yourself, your affairs, or of anything else in a discouraged or discouraging way.

Never admit the possibility of failure or speak in a way that infers failure as a possibility.

Never speak of the times as being hard or of business conditions as being doubtful. Times may be hard and business doubtful for those who are on the competitive plane, but they can never be so for you. You can create what you want, and you are above fear.

When others are having hard times and poor business, you will find your greatest opportunities.

Train yourself to think of and to look upon the world as a something which is becoming, which is growing, and to regard seeming evil as being only that which is undeveloped. Always speak in terms of advancement. To do otherwise is to deny your faith, and to deny your faith is to lose it.

Never allow yourself to feel disappointed. You may expect to have a certain thing at a certain time and not get it at that time, and this will appear to you like failure. But if you hold to your faith you will find that the failure is only apparent.

Go on in the certain way, and if you do not receive that thing, you will receive something so much better that you will see that the seeming failure was really a great success.

A student of this science had set his mind on making a certain business combination which seemed to him at the time to be very desirable, and he worked for some weeks to bring it about. When the crucial time came, the thing failed in a perfectly inexplicable way. It was as if some unseen influence had been working secretly against him. But he was not disappointed. On the contrary, he thanked God that his desire had been overruled, and went steadily on with a grateful mind. In a few weeks an opportunity so much better came his way that he would not have made the first deal on any account, and he saw that a mind which knew more than he knew had prevented him from losing the greater good by entangling himself with the lesser.

That is the way every seeming failure will work out for you, if you keep your faith, hold to your purpose, have gratitude, and do - every day - all that can be done that day, doing each separate act in a successful manner.

When you make a failure, it is because you have not asked for enough. Keep on, and a larger thing than you were seeking will certainly come to you. Remember this.

You will not fail because you lack the necessary talent to do what you wish to do. If you go on as I have directed, you will develop all the talent that is necessary to the doing of your work.

It is not within the scope of this book to deal with the science of cultivating talent, but it is as certain and simple as the process of getting rich.

However, do not hesitate or waver for fear that when you come to any certain place you will fail for lack of ability. Keep right on, and when you come to that place, the ability will be furnished to you. The same source of ability which enabled the untaught Lincoln to do the greatest work in government ever accomplished by a single man is open to you. You may draw

upon all the mind there is for wisdom to use in meeting the responsibilities which are laid upon you. Go on in full faith.

Study this book. Make it your constant companion until you have mastered all the ideas contained in it. While you are getting firmly established in this faith, you will do well to give up most recreations and pleasure and to stay away from places where ideas conflicting with these are advanced in lectures or sermons. Do not read pessimistic or conflicting literature or get into arguments upon the matter.

Spend most of your leisure time in contemplating your vision, in cultivating gratitude, and in reading this book. It contains all you need to know of the science of getting rich, and you will find all the essentials summed up in the following chapter.

Day 23 – Read and/or listen to Chapter 17

The Science of Getting Rich by Wallace D. Wattles
Chapter 17
A Summary of the Science of Getting Rich

THERE IS A THINKING STUFF FROM WHICH ALL THINGS ARE MADE, and which, in its original state, permeates, penetrates, and fills the interspaces of the universe.

A thought in this substance produces the thing that is imaged by the thought.

A person can form things in his thought, and by impressing his thought upon formless substance can cause the thing he thinks about to be created.

In order to do this, a person must pass from the competitive to the creative mind. Otherwise he cannot be in harmony with formless intelligence, which is always creative and never competitive in spirit.

A person may come into full harmony with the formless substance by entertaining a lively and sincere gratitude for the blessings it bestows upon him. Gratitude unifies the mind of man with the intelligence of substance, so that man's thoughts are received by the formless. A person can remain upon the creative plane only by uniting himself with the formless intelligence through a deep and continuous feeling of gratitude.

A person must form a clear and definite mental image of the things he wishes to have, to do, or to become, and he must hold this mental image in his thoughts, while being deeply grateful to the supreme that all his desires are granted to him. The person who wishes to get rich must spend his leisure hours in contemplating his vision, and in earnest thanksgiving that the reality is being given to him. Too much stress cannot be laid on the importance of frequent contemplation of the mental image, coupled with unwavering faith and devout gratitude. This is the process by which the impression is given to the formless and the creative forces set in motion.

The creative energy works through the established channels of natural growth, and of the industrial and social order. All that is included in his mental image will surely be brought to the person who follows the instructions given above, and whose faith does not waver. What he wants will come to him through the ways of established trade and commerce.

In order to receive his own when it is ready to come to him, a person must be in action in a way that causes him to more than fill his present place. He must keep in mind the purpose to get rich through realization of his mental image. And he must do, every day, all that can be done that day, taking care to do each act in a successful manner. He must give to every person a use value in excess of the cash value he receives, so that each transaction makes for more life, and he must hold the advancing thought so that the impression of increase will be communicated to all with whom he comes into contact.

The men and women who practice the foregoing instructions will certainly get rich, and the riches they receive will be in exact proportion to the definiteness of their vision, the fixity of their purpose, the steadiness of their faith, and the depth of their gratitude.

Receiving Your Riches

15 Minutes a Day for 30 Consecutive Days for BIG Results!

Daily Accountability to Support Your Goals:

Text "Done!" to 954-903-7182 When You Have Completed Your 15 Minutes

Day 28 --- Begin the Study of "Persistence"

As we near the end of this 30 Day Intensive, I want to encourage you to continue with the study of *The Science of Getting Rich* and it is right about now that Vitamin "P" – Persistence can be extremely helpful and useful.

In Chapter 8 of the book *Think and Grow Rich*⁵ Napoleon Hill provides an in depth analysis of the qualities of persistence. Reading this chapter will provide you with the nourishment of Vitamin "P" – Persistence to support you in staying the course to achieving your goals, dreams and desires. I have taken the liberty of providing the Chapter here for you

| |
|--|
| <p><i>Excerpt from "Think and Grow Rich" by Napoleon Hill</i> <i>Step 8: Toward Riches: Persistence (part 1)</i></p> |
|--|

Persistence is an essential factor in the procedure of transmuting desire into its monetary equivalent. The basis of persistence is the power of will.

Will power and desire when properly combined make an irresistible pair. Men who accumulate great fortunes are generally known as cold-blooded, and sometimes ruthless. Often they are misunderstood. What they have is will-power, which they mix with persistence and place back of their desires to *insure* the attainment of their objectives.

The majority of people are ready to throw their aims and purposes overboard and give up at the first sign of opposition or misfortune. A few carry on despite all opposition until they attain their goal.

There may be no heroic connotation to the word "persistence," but the quality is to the character of man what carbon is to steel.

⁵ Some printed versions of the book have this as Chapter 7 or 9. The chapter title and content remain the same regardless of chapter number reference. *Think and Grow Rich* was published in 1937 and you can easily obtain a copy of the entire book for free online in a pdf format.

The building of a fortune generally involves the application of the entire thirteen factors of this philosophy. ⁶These principles must be understood, they must be applied with persistence by all who accumulate money.

Weak Desires Bring Weak Results

If you are following this with the intention of applying the knowledge it conveys, your first test as to your persistence will come when you begin to follow the six steps described in the second chapter. Unless you are one of the two out of every hundred who already have a definite goal at which you are aiming and a definite plan for its attainment, you may read the instructions and then pass on with your daily routine and never comply with those instructions.

Lack of persistence is one of the major causes of failure. Moreover, experience with thousands of people has proved that lack of persistence is a weakness common to the majority of men. It is a weakness which may be overcome by effort. The ease with which lack of persistence may be conquered will depend *entirely* upon the intensity of one's desires.

The starting point of all achievement is desire. Keep this constantly in the mind. Weak desires bring weak results, just as a small amount of fire makes a small amount of heat. If you find yourself lacking in persistence, this weakness may be remedied by building a stronger fire under your desires.

Continue to read through to the end, then go back to the chapter on Desire and start *immediately* to carry out the instructions given with regard to the six steps. The eagerness with which you follow these instructions will indicate clearly how much or how little you really desire to accumulate money. If you find that you are indifferent, you may be sure that you have not yet acquired the "money consciousness" which you must possess before you can be sure of accumulating a fortune.

Fortunes gravitate to men whose minds have been prepared to attract them just as surely as water gravitates to the ocean.

If you find you are weak in persistence, center your attention upon the instructions contained in the chapter on "Power"; surround yourself with a "Master-Mind" group, and through the cooperative efforts of the members of this group you can develop persistence. You

⁶ Referring to the philosophy of *Think and Grow Rich*. You can obtain a copy of the book *Think and Grow Rich* for free by going to www.NancyMatthews.com/Resources
Receiving Your Riches

will find additional instructions for the development of persistence in the chapters on autosuggestion and the subconscious mind. Follow the instruction in these chapters until your habit nature hands over to your subconscious mind a clear picture of the object of your desire. From that point on, you will not be handicapped by lack of persistence.

Your subconscious mind works continuously, while you are awake and while you are asleep.

The Magic of “Money Consciousness”

Spasmodic or occasional effort to apply the rule will be of no value to you. To get results, you must apply all of the rules until their application becomes a fixed habit with you. In no other way can you develop the necessary “money consciousness.”

Poverty is attracted to the one whose mind is favorable to it, as money is attracted to him whose mind has been deliberately prepared to attract it, and through the same laws. Poverty consciousness will voluntarily seize the mind which is not occupied with the money consciousness. A poverty consciousness develops without *conscious* application of habits favorable to it. The money consciousness must be created to order unless one is born with such a consciousness.

Catch the full significance of the statements in the preceding paragraph and you will understand the importance of persistence in the accumulation of a fortune. Without persistence, you will be defeated even before you start. With persistence you will win.

If you have ever experienced a nightmare, you will realize the value of persistence. You are lying in bed, half awake, with a feeling that you are about to smother. You are unable to turn over or to move a muscle. You realize that you must begin to regain control over your muscles. Through persistent effort of will power, you finally manage to move the fingers of one hand. By continuing to move your fingers, you extend control to the muscles of one arm, until you can lift it. Then you gain control of the other arm in the same manner. You finally gain control over the muscles of one leg, and then extend it to the other leg. Then—with one supreme effort of will—you regain complete control over your muscular system and “snap out of” your nightmare. The trick has been turned step by step.

You Have A Hidden Guide

You may find it necessary to “snap out of” your mental inertia through a similar procedure, moving slowly at first, then increasing your speed until you gain complete control

over your will. Be persistent no matter how slowly you may, at first, have to move. With persistence will come success.

If you select your “Master-Mind” group with care, you will have in it at least one person who will aid you in the development of your persistence. Some men who have accumulated great fortunes did so because of necessity. They developed the habit of persistence because they were so closely driven by circumstances that they *had to become persistent*.

Those who have cultivated the habit of persistence seem to enjoy insurance against failure. No matter how many times they are defeated, they finally arrive up toward the top of the ladder. Sometimes it appears that there is a hidden guide whose duty is to test men through all sorts of discouraging experiences. Those who pick themselves up after defeat and keep on trying arrive; and the world cries, “Bravo! I knew you could do it!” The hidden guide lets no one enjoy great achievement without passing the persistence test. Those who can’t take it simply do not make the grade.

Those who can take it are bountifully rewarded for their persistence. They receive, as their compensation, whatever goal they are pursuing. That is not all! They receive something infinitely more important than material compensation—the knowledge that “every failure brings with it the seed of the equivalent advantage.”

Defeat: A Temporary Condition

There are exceptions to this rule; a few people know from experience the soundness of persistence. They are the ones who have not accepted defeat as being anything more than temporary. They are the one whose desires are so persistently applied that defeat is finally changed into victory. We who stand on the sidelines of life see the overwhelmingly large number who go down in defeat, never to rise again. We see the few who take the punishment of defeat *as an urge to greater effort*. These, fortunately, never learn to accept life’s reverse gear. But what we do not see, what most of us never suspect of existing, is the silent but irresistible power which comes to the rescue of those who fight on in the face of discouragement. If we speak of this power at all we call it persistence and let it go at that. One thing we all know, if one does not possess persistence, one does not achieve noteworthy success in any calling.

As these lines are being written, I look up from my work and see before me, less than a block away, the great mysterious Broadway, the “Graveyard of Dead Hopes,” and the “Front

Porch of Opportunity.” From all over the world people have come to Broadway seeking fame, fortune, power, love, or whatever it is that human beings call success. Once in a great while someone steps out from the long procession of seekers, and the world hears that another person has mastered Broadway. But Broadway is not easily nor quickly conquered. She acknowledges talent, recognizes genius, pays off in money, only *after* one has refused to quit.

Then we know he has discovered the secret of how to conquer Broadway. The secret is always inseparably attached to one word, *persistence!*

The secret is told in the struggle of Fannie Hurst, whose persistence conquered the Great White Way. She came to New York in 1915, to convert writing into riches. The conversion did not come quickly, but it came. For four years Miss Hurst learned about “The Sidewalks of New York” from first-hand experience. She spent her days laboring, and her nights hoping. When hope grew dim she did not say, “All right Broadway, you win!” She said, “Very well, Broadway, you may whip some, but not me. I’m going to force you to give up.”

One publisher (*The Saturday Evening Post*) sent her *thirty-six* rejection slips, before she broke the ice and got a story across. The average writer, like the average in other walks of life, would have given up the job when the first rejection slip came. She pounded the pavements for four years, because she was determined to win.

Then came the payoff. The spell had been broken, the unseen Guide had tested Fannie Hurst, and she could take it. From that time on publishers made a beaten path to her door. Money came so fast she hardly had time to count it. Then the moving-picture men discovered her, and money came not in small change, but in floods.

Briefly, you have a description of what persistence is capable of achieving. Fannie Hurst is no exception. Wherever men and women accumulate great riches, you may be sure they first acquired persistence. Broadway will give any beggar a cup of coffee and a sandwich, but it demands persistence of those who go after the big stakes.

Kate Smith will say “amen” when she read this. For years she sang, without money and without price, before any microphone she could reach. Broadway said to her, “Come and get it, if you can take it.” She did take it until one happy day Broadway got tired and said, “Aw, what’s the use? You don’t know when your whipped, so name your price, and go to work in earnest.” Miss Smith named her price. It was plenty.

Anyone Can Learn Persistence

Persistence is a state of mind, therefore it can be cultivated. Like all states of mind, persistence is based upon definite causes, among them:

1. *Definiteness of purpose:* Knowing what one wants is the first and, perhaps, the most important step toward the development of persistence. A strong motive forces one to surmount many difficulties.
2. *Desire:* It is comparatively easy to acquire and to maintain persistence in pursuing the object of intense desire.
3. *Self-reliance:* Belief in one's ability to carry out a plan encourages one to follow the plan through with persistence. (Self-reliance can be developed through the principle described in the chapter on the autosuggestion.)
4. *Definiteness of plans:* Organized plans, even though they may be weak and entirely impractical, encourage persistence.
5. *Accurate Knowledge:* Knowing that one's plans are sound, based upon experience or observation, encourages persistence; guessing instead of knowing destroys persistence.
6. *Cooperation:* Sympathy, understanding, and harmonious cooperation with others tend to develop persistence.
7. *Will-power:* The habit of concentrating one's thoughts upon the building of plans for the attainment of a definite purpose leads to persistence.
8. *Habit:* Persistence is the direct result of habit. The mind absorbs and becomes part of the daily experiences upon which it feeds. Fear, the worst of all enemies, can be effectively cured by *forced repetition of acts of courage*. Everyone who has seen active service in war knows this.

An Eight-Point "Persistence Inventory"

Before leaving the subject of persistence, take inventory of yourself, and determine in what particular, if any, you are lacking in the essential quality. Measure yourself courageously, point by point, and see how many of the eight factors of persistence you lack. The analysis may lead you to discoveries that will give you a new grip on yourself.

Here you will find the real enemies which stand between you and noteworthy achievements. Here you will find not only the "symptoms" indicating weakness of persistence,

but also the deeply seated subconscious causes of this weakness. Study the list carefully and face yourself squarely if you really wish to know who you are and what you are capable of doing. These are the weaknesses which must be mastered by all who accumulate riches:

1. Failure to recognize and to define clearly exactly what one wants.
2. Procrastination, with or without cause (usually backed up with a formidable array of alibis and excuses).
3. Lack of interest in acquiring specialized knowledge.
4. Indecision, the habit of "passing the buck" on all occasions, instead of facing issues squarely (also backed by alibis).
5. The habit of relying upon alibis instead of creating definite plans for the solution of problems.
6. Self-satisfaction. There is but little remedy for this affliction, and no hope for those who suffer from it.
7. Indifference, usually reflected in one's readiness to compromise on all occasions rather than meet opposition and fight it.
8. The habit of blaming others for one's mistakes and accepting unfavorable circumstances as being unavoidable.
9. Weakness of desire, due to the neglect in the choice of motives that impel action.
10. Willingness, even eagerness to quit at the first sign of defeat (based upon one or more of the six basic fears.)
11. Lack of organized plans placed in writing where they may be analyzed.
12. The habit of neglecting to move on ideas, or to grasp opportunity when it presents itself.
13. Wishing instead of willing.
14. The habit of compromising with poverty instead of aiming at riches, general absence of ambition to *be*, to *do*, to *own*.
15. Searching for all the short-cuts to riches, trying to get without giving a fair equivalent (usually reflected in the habit of gambling, endeavoring to drive "sharp" bargains).
16. Fear of criticism, failure to create plans and to put them into action because of what other people will think, do, or say. This enemy belongs at the head of the list because

it generally exists in one's subconscious mind, where its presence is not recognized.

(See the Six Basic Fears in a later chapter.)

Anyone Can Criticize

Let us examine some of the symptoms of the fear of criticism. The majority of people permit relatives, friends, and the public at large to so influence them that they cannot live their own lives because they fear criticism.

Huge numbers of people make mistakes in marriage, stand by the bargain, and go through life miserable and unhappy, because they fear criticism which may follow if they correct the mistake. (Anyone who has submitted to this form of fear knows the irreparable damage it does by destroying one's ambition and the desire to achieve.)

Millions of people neglect to acquire belated educations after having left school because they fear criticism.

Countless numbers of men and women, both young and old, permit relatives to wreck their lives in the name of duty because they fear criticism. (Duty does not require any person to submit to the destruction of his personal ambitions and the right to live his own life in his own way.)

People refuse to take chances in business because they fear the criticism which may follow if they fail. *The fear of criticism in such cases is stronger than the desire for success.*

Too many people refuse to set high goals for themselves or even neglect selecting a career because they fear the criticism of relatives and "friends" who may say, "Don't aim so high, people will think you are crazy."

When Andrew Carnegie suggested that I devote twenty years to the organization of a philosophy of individual achievement, my first impulse of thought was fear of what people might say. The suggestion set up a goal for me far out of proportion to any I had ever conceived. As quick as a flash, my mind began to create alibis and excuses, all of them traceable to the inherent fear of criticism. Something inside of me said, "You can't do it—the job is too big and requires too much time—what will your relatives think of you? How will you earn a living? No one has ever organized a philosophy of success, what right have you to believe you can do it? Who are you, anyway, to aim so high? Remember your humble birth—what do you know about philosophy? People will think you are crazy (and they did). Why hasn't some other person done this before now?"

These, and many other questions flashed into my mind, and demanded my attention. It seemed as if the whole world had suddenly turned its attention to me with the purpose of ridiculing me into giving up all desire to carry out Mr. Carnegie's suggestion.

I had a fine opportunity then and there to kill off ambition before it gained control of me. Later in life, after having analyzed thousands of people, I discovered that most ideas are stillborn and need the breath of life injected into them through definite plans of immediate action. The time to nurse an idea is at the time of its birth. Every minute it lives gives it a better chance of surviving. The fear of criticism is at the bottom of the destruction of most ideas which never reach the planning and action stage.

Day 29 – The Study of Persistence, Part 2

***Excerpt from “Think and Grow Rich” by Napoleon Hill
Step 8: Toward Riches: Persistence (part 2)***

They Made Their Own “Breaks”

Many people believe that material success is the result of favorable “breaks.” There is an element of ground for the belief, but those depending entirely upon luck are nearly always disappointed because they overlook another important factor which must be present before one can be sure of success. It is the knowledge with which favorable “breaks” can be made to order.

During the depression, W.C. Fields, the comedian, lost all his money and found himself without income, without a job, and his means of earning a living (vaudeville) no longer existed. Moreover, he was past sixty, when many men consider themselves “old.” He was so eager to stage a comeback that he offered to work without pay in a new field (movies). In addition to his other troubles, he fell and injured his neck. To many that would have been the place to give up and quit. But Fields was persistent. He knew that if he carried on he would get the “breaks” sooner or later, and he did get them, but not by chance.

Marie Dressler found herself down and out, with her money gone, with no job when she was about sixty. She too went after the “breaks,” and got them. Her persistence brought an astonishing triumph late in life, long beyond the age when most men and women are done with ambition to achieve.

Eddie Cantor lost his money in the 1929 stock market crash, but he still had his persistence and his courage. With these, plus two prominent eyes, he exploited himself back into an income of \$10,000 a week! Truly, if one has persistence one can get along very well without many other qualities.

The only “break” anyone can afford to rely upon is a self-made “break.” These come through the application of persistence. The starting point is definiteness of purpose.

All They Wanted Was Each Other

Once there was a man who was king of a great empire.⁷ Yet in his heart he was not a king, but a lonely man. As the Prince of Wales, for more than forty years he had been sought in marriage; princesses throughout Europe languished at his feet. He lived without privacy, and when he became Edward VIII he faced only a personal emptiness, hardly understood by his cheering subjects—an emptiness that could be filled only by love.

And what of Wallis Simpson? Twice, when she had failed to find love, she had had the courage to continue her search. Her first duty was to love. What is the greatest thing on earth? The Master called it love—not man-made rules, criticism, bitterness or slander, not political marriage, but love.

When you think of Wallis Simpson, think of one who knew what she wanted, and shook a great empire to get it. Women who complain that this is a man's world, that women do not have an equal chance to win, owe it to themselves to study carefully the life of this unusual woman who, at an age most women consider “old,” won the world's most sought after bachelor.

And what of King Edward? Did he pay too high a price for the love of the only woman he wanted?

We only can conjecture. But we can see the *decision*, we can see that the decision had a price, and that the price was paid, and paid openly.

The British Empire has given way to a new order in the world. The Duke of Windsor and his wife were finally reconciled with the Royal Family. Their story of love, of *persistence*, of a price paid and love made triumphant seems to belong to a long-ago time. But we still should remember how these two people sought the world's greatest treasure and claimed it.

Examine the first hundred people you meet, ask them what they want most in life, and ninety-eight of them will not be able to tell you. If you press them for an answer, some will say “security”, many will say “money”; a few will say “happiness”; others will say “fame and power”; and still others will say “social recognition,” “ease in living,” “ability to sing, dance, or write”; but none of them will be able to define these terms or give the slightest indication of a plan by which they hope to attain these vaguely expressed wishes. Riches do not respond to

⁷ The story that follows refers to King Edward giving up his crown to be with Wallis Simpson, the woman he loved (1931).

wishes. They respond only to definite plans, backed by definite desires, through constant persistence.

Four Steps To Persistence

There are four simple steps which lead to the habit of persistence. They call for no great amount of intelligence, no particular amount of education, and but little time or effort. The necessary steps are:

1. A definite purpose backed by burning desire for its fulfillment.
2. A definite plan, expressed in continuous action.
3. A mind closed tightly against all negative and discouraging influences, including negative suggestions of relatives, friends and acquaintances.
4. A friendly alliance with one or more persons who will encourage one to follow through with both plan and purpose.

The preceding four steps are essential for success in all walks of life. The entire purpose of the thirteen principles of this philosophy is to enable one to take these steps as a matter of habit.

They are the steps by which one may control one's economic destiny.

They are the steps that lead to freedom and independence of thought.

They are the steps that lead to riches, in small or great quantities.

They are the steps that lead the way to power, fame, and worldly recognition.

They are the four steps that guarantee favorable "breaks."

They are the steps that convert dreams into physical realities.

They are the steps that lead to the mastery of fear, discouragement, indifference.

There is a magnificent reward for all who learn to take these four steps. It is the privilege of writing one's own ticket, and of making life yield whatever price is asked.

Can You Get Help from Infinite Intelligence?

What mystical power gives to men of persistence the capacity to master difficulties? Does the quality of persistence set up in one's mind some form of spiritual, mental or chemical activity which gives one access to supernatural forces? Does Infinite Intelligence throw itself on

the side of the person who still fights on after the battle has been lost, with the whole world on the opposing side?

These and many other similar questions have arisen in my mind as I have observed men like Henry Ford, who started from scratch, and built an industrial empire of huge proportions with little else in the way of a beginning but persistence. Or Thomas A. Edison who with less than three months of schooling became the world's leading inventor, and converted persistence into the talking machine, the moving picture machine, and the incandescent light, to say nothing of half a hundred other useful inventions.

I had the happy privilege of analyzing both Mr. Edison and Mr. Ford, year by year over a long period of years, and therefore the opportunity to study them at close range, so I speak from 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.

As one makes an impartial study of the prophets, philosophers, miracle men, and religious leaders of the past, one is drawn to the inevitable conclusion that persistence, concentration of effort, and definiteness of purpose were the major sources of their achievements.

Consider, for example, the strange and fascinating story of Mohammed; analyze his life, compare him with men of achievement in this modern age of industry and finance, and observe how they have one outstanding trait in common, persistence!

If you are keenly interested in studying the strange power which gives potency to persistence, read a biography of Mohammed, especially the one by Essad Bey. This brief review of that book, by Thomas Sugrue, in the *Herald Tribune*, will provide a preview of the rare treat in store for those who take the time to read the entire story of one of the most astounding examples of the power of persistence known to civilization:

The Last Great Prophet

Reviewed by Thomas Sugrue

Mohammed was a prophet, but he never performed a miracle. He was not a mystic; he had no formal schooling; he did not begin his mission until he was forty. When he announced that he was a messenger of God, bringing word of the true religion, he was ridiculed and labeled a lunatic. Children tripped him and women threw filth upon him. He was banished from his

native city, Mecca, and his followers were stripped of their worldly goods and sent into the desert after him. When he had been preaching ten years he had nothing to show for it but banishment, poverty and ridicule. Yet before another ten years had passed, he was dictator of all Arabia, ruler of Mecca, and the head of a new world religion which was to sweep the Danube and the Pyrenees before exhausting the impetus he gave it. That impetus was threefold: the power of words, the efficacy of prayer and man's kinship with God.

His career never made sense. Mohammed was born to impoverished members of a leading family of Mecca. Because Mecca, the crossroads of the world, home of the magic stone called the Caaba, great city of trade and the center of trade routes, was unsanitary, its children were sent to be raised in the desert by Bedouins. Mohammed was thus nurtured, drawing strength and health from the milk of nomad, vicarious mothers. He tended sheep and soon hired out to a rich widow as the leader of her caravans. He traveled to all parts of the Eastern World, talked with many men of diverse beliefs and observed the decline of Christianity into warring sects. When he was twenty-eight, Khadija, the widow, looked upon him with favor, and married him. Her father would have objected to such a marriage, so she got him drunk and held him up while he gave paternal blessing. For the next twelve years Mohammed lived as a rich and respected and very shrewd trader. Then he took to wandering in the desert, and one day he returned with the first verse of the Koran and told Khadija that the archangel Gabriel had appeared to him and said that he was to be the Messenger of God.

The Koran, the revealed word of God, was the closest thing to a miracle in Mohammed's life. He had not been a poet; he had no gift of words. Yet the verses of the Koran, as he received them and recited them to the faithful, were better than any verses which professional poets of the tribes could produce. This, to the Arabs, was a miracle. To them the gift of words was the greatest gift, the poet was all-powerful. In addition the Koran said that all men were equal before God, that the world should be a democratic state—Islam. It was this political heresy, plus Mohammed's desire to destroy all the 360 idols in the courtyard of Caaba, which brought about his banishment. The idols brought the desert tribes to Mecca, and that meant trade. So the businessmen of Mecca, the capitalists, of which he had been one, set upon Mohammed. Then he retreated to the desert and demanded sovereignty over the world.

The rise of Islam began. Out of the desert came a flame which would not be extinguished—a democratic army fighting as a unit and prepared to die without wincing.

Mohammed had invited the Jews and Christians to join him; for he was not building a new religion. He was calling all who believed in God to join in a single faith. If the Jews and Christians had accepted his invitation Islam would have conquered the world. They didn't. They would not even accept Mohammed's invitation of humane warfare. When the armies of the prophet entered Jerusalem not a single person was killed because of his faith. When the crusaders entered the city, centuries later, not a Moslem man, woman, or child was spared. But the Christians did accept one Moslem idea—the place of learning, the university.

Day 30 – Completion and ... The Beginning Reflect, Review and Continue!

I want to take this moment to congratulate you for recognizing the importance of continuous learning, personal development and for having the desire to learn how to have riches in every area of your life from the place of creation rather than competition.

In today's world, where there *appears* to be scarcity of resources, it is more important than ever that we stay present and aware that:

1. There is enough to go around;
2. That we are in fact in control of our own destiny; and
3. That the quality of our lives is determined by our thoughts, our attitudes and what we choose to create and allow into our minds and our hearts.

This final chapter is delivered with the intention of providing you with additional insights and suggestions on how you can use and benefit from these timeless principles as shared by Wallace Wattles in the *Science of Getting Rich*.

1. **Stay in the conversation** Keep your thoughts and discussions with others focused on the principals of creation, infinite possibilities, abundance and gratitude on a daily basis. When things appear to be 'going wrong' or not happening fast enough, this is the most crucial time to do all you can do to get yourself and keep yourself in a place of gratitude to shift your energy and your feelings to what you want, rather than focusing on what you do not have or do not want. Here are some suggested action items to support you in staying in the conversation with yourself and others.
 - a. Re-read Chapter 7 on Gratitude
 - b. Engage in discussions with people who have similar beliefs on the science and the law of attraction.
 - c. Join the conversation in our Facebook Group "[Receiving Your Riches.](#)"
 - d. Be certain to register at NancyMatthews.com to stay informed as to my upcoming tele-classes and live events.

In Chapter 9 Wallace says:

"To get rich, you need only to use your will power upon yourself. When you know what to think and do, then you must use your will to compel yourself to think and do the right things. That is the legitimate use of the will in getting what you want – to use it in holding yourself to the right course."

While we know this to be true, it's not always easy. For example, we may know all the right things to do to remain healthy and strong – eat right, and exercise --- and results come about when we control our will to keep us on the right course and following the right actions.

The same is true for the process of getting rich that Wallace lays out in *The Science of Getting Rich*. If we all simply followed the formula, just as $2 + 2 = 4$, we would easily and abundantly create riches in accordance with our dreams and desires.

One of reasons this course was created with instructions for you to commit to a minimum of 15 minutes per day is to help build your faith and gratitude muscles, strengthening you on a daily basis and supporting you in controlling your own will and believing in these universal principles.

In Chapter 10 Wattles goes on to state:

“...you cannot retain a true and clear vision of wealth if you are constantly turning your attention to opposing pictures, whether they be external or imaginary.”

And further:

“no matter how horrible in seeming may be the conditions in certain countries (or perhaps in your own backyard or home) ... you waste your time and destroy your chances by dwelling on them.”

Which leads to my second suggestion:

2. Guard Your Thoughts and Words

Fear, doubt and negativity are like poison. Imagine having a pot of delicious soup, filled with great vegetables, spices and all the nourishment your body needs. Now what happens if just 1 teaspoon of arsenic would be put in the pot? The whole pot would be ruined and if you ate the soup with the poison in it, you would be destroyed.

The same happens with our goals and dreams. Imagine your mind as a fertile garden and the flowers and plants are your goals and dreams. In order for your goals and dreams to grow, they must be nurtured and watered. And, if just one poisonous insect were to get into the garden, it could infect the entire garden and all would be lost.

Fear, worry and doubt are the poison which can destroy your garden of dreams and as Wallace shares – controlling our minds to stay away from those negative thoughts is the most important of all.

Now I know most of you have heard this before (I know I have) ... “Don't let fear or doubt creep in!” Although I've heard it a thousand times before, I still am susceptible to periods

of doubt or worry. Fortunately, those thoughts and feelings of worry or doubt no longer create a spiraling effect sending me down the rabbit hole.

Because I know how powerful just one seed of doubt can be in destroying my fertile garden of goals and dreams, I am acutely aware and have measures in place to help me recognize those seeds of doubt. With this awareness, I can then pull myself back into the truth that everything IS okay. That even if things aren't going the way I want right now or are not happening as fast as I'd like them to, I must simply remember that my life is like a tree in winter – the leaves are still there – I just can't see them right now. I must have faith and stay in action and preparation to receive the leaves as the season for their blooming arrives.

And ... I don't do this alone! Not only do I have the benefit of a community of like minded and like spirited people that I speak with regularly (WPNGlobal.com), I have mastermind teams and coaches that I trust and who I've asked to hold me accountable and help me recognize when I may be slipping down that slippery slope of fear and doubt and worry.

Who do you have on your team? That really gets you? That gets the big game you're up to and understands the patience, commitment and faith that you have and who will support you and help you reinforce these principles so that you can more easily realize your abundance.

If you don't have someone, find someone ASAP! Someone that you trust to share your big dreams with, someone who will lift you up from those moments of despair.

That's one of the reasons that I have set up the [Facebook Group \("Receiving Your Riches"\)](#), and have the text accountability built into this course. I extend the offer to you again – send me your text messages every day after you've done your 15 minutes of study, focus and intention setting. **The number is 954-903-7182.** While I may not be able to respond to each of you every day, do know that I get your messages personally and that your very action of texting on a daily basis builds your own faith and persistence muscle and adds to the collective shift of energy and transformation to thinking and acting in the certain way. So come on - text me "Done!"

3. Awareness

In order to have control of your thoughts you must first have awareness of the good ones and the bad ones. Consider this, the moment a 'bad' feeling or worry or stress show up it's not actually based upon the facts of your present circumstances. Fear and worry are projections into the future based on your memory of a past event.

Because thoughts become things – ***the very nature of worrying about things can cause the thing you worry about to come into existence.***

So, you must catch yourself and have people around you who are aware and who will help you guard against creating that which you most fear.

Worry, fear or doubt may still show up. We are, after all, human and emotional beings and most of us have years, even decades of old programming that had been running the show and there are times when those old buttons still get pushed.

In those moments the first step is to be aware and to recognize what's happening and how you are feeling. If my feelings are not good and my thoughts are based in "Oh I don't have enough", "That's not going to work out" (or a myriad of other worse case scenarios that my brain is capable of creating), I recognize that I am not in a state of gratitude and faith. The fearful thought itself is a reflection of my lack of faith in The Science, and in God's promise of an abundant life.

While there are times that recognition is enough to help me shift back into the place of faith and certainty, there are other times when I have to pull out my entire tool box! Times when the crazy monkeys in my mind are working overtime to try to win the fight. It is then that I kick it into high gear and choose to win the fight with faith and my total focus becomes fixed upon shifting my attitude – before sending that next email, working on the next project or picking up the phone. I know that my attitude drives everything else in my life and the quality of life I get to experience. So here are a couple of the other tools I use to shift my attitude.

- a) Journaling to fully express and experience my concerns. I learned this technique through a course called the Self Discovery Life Mastery Techniques (www.SelfDiscoveryTechniques.com) and I fully express my worries and concerns on a piece of paper until they finally dissolve. I'm sure you've heard the phrase "that which we resist persists." By fully addressing the problem or the issue it is the perfect way to stop resisting the fears and worries. Once you write them out, you can then realize that they are figments of your imagination, based in previous perceived bad luck or bad fortune and you are then set free to refocus your thoughts on your desired outcome and results.
- b) Calling one of my mastermind partners or coaches, who will help me see what I may not be able to in the midst of the storm. Through healthy discussion my mindset is shifted. CAUTION: Be very careful who you choose to call in these moments, as you do not want to call people that will stay in the muck with you and enjoy it as well!
- c) Focus on the simple things. Find gratitude in the most basic things that I **do have**, that you do have. If you are reading this, you have the ability to read, you most likely have a telephone, a computer, clothes on your back and a myriad of other things. Center yourself in that feeling of gratitude for what you do have and feel the shift begin.
- d) Turn up the music! Dance, rejoice, celebrate and simply do something that brings your heart and soul joy. What a great way to create an instant shift in your energy!

John Maxwell, one of my mentors and coaches shares that people often get it backwards when they say they're looking for the motivation to take action, when the action itself creates the motivation to continue.

If find yourself feeling down, bring yourself back to this book, re-read one or more of the Chapters. Chapter 7 on Gratitude and the Chapter 17 Summary are part of my regular routine.

Consider this, if you're trying to find the motivation to go to exercise and you just go begin to take action, i.e. putting on your sneakers, then go ahead and get in your car and drive to the gym, more likely than not you'll actually go inside. Once there, you'll actually get on the treadmill!

Action precedes motivation and motivation feeds action.

Wallace speaks to this in Chapter 11 – “Acting in the Certain Way” when he says:

“Do not wait for a change of environment before you act; get a change of environment by taking action. You can so act upon the environment in which you are now, as to cause yourself to be transferred to a better environment. Hold with faith and purpose the vision of yourself in a better environment {i.e. hold with faith and purpose the vision of your goals} but act upon your present environment with all your heart, and with all your strength and with all your mind.”

The last piece I want to share with you is what Wallace speaks of throughout the book and in particular, in Chapter 12, addressing continuous contemplation of the vision for what you want to create. He states:

“It should be the work of your leisure hours to use your imagination on the details of your vision and to contemplate them until they are firmly fixed upon memory. If you wish speedy results, spend practically all of your spare time in this practice.”

So this last suggestion I offer is to ensure that you are regularly and consistently focusing on your goals and dreams and the details of it as well. My suggestion is to take a separate sheet of paper for each goal you are going for and then to begin to list all of the possible action items and/or things you will need to achieve the goal.

Now, understand that our job is NOT to worry about the how, but we are to be in action towards the goal and as Wattles states:

“And since it is the nature of things that every success opens the way to other successes, your progress toward what you want and the progress of what you want toward you will become increasingly rapid.”

And further **“By thought, the thing you want is brought to you. By action, you receive it.”**

Focus every day on the things you want and the actions you can now take to move you closer to those things. It is this process, combined with your faith, your purpose and your resolve to guard your mind from negative thoughts, fears and doubts that will bring about the realization of your goals; often times in unexpected and surprising ways.

RECAP OF THE SUGGESTIONS

- 1. Stay in the Conversation.** Encourage other people in your circle to get this course so you can share and grow together.
- 2. Guard Your Thoughts and Words.** Commit to the daily study and practice of these principles to build your faith muscles
- 3. Have a Team to Support You.** Whether it's a coach or a mastermind partner, a friend, whatever, don't go this alone. Through community and with others you have the most strength.
- 4. Focus on Your Goals and Desires.** Every day, every night as often as possible. Hold your vision with faith and purpose and be in action – efficient action – making continuous progress towards those goals.

And finally, as you begin to experience success and receive the riches that are already yours for the asking and taking, remember to continue with these principles infused and ingrained into your way of being. All too often (and I've experienced this myself), once I have some success I stop doing the very thing that brought me the great results in the first place.

It is essential to have a coach or a partner that you work with consistently to remind you of your greatness, of what is possible, to clear the path of the roadblocks and resistance that may show up to try to stop you.

Receiving Your Riches

15 Minutes a Day for 30 Consecutive Days for BIG Results!

Daily Accountability to Support Your Goals:

Text "Done!" to 954-903-7182 When You Have Completed Your 15 Minutes

Day 30 --- Completion and ... This is Just the Beginning!

CONGRATULATIONS!

By virtue of the fact that you are reading this page, you are a true champion and committed action taker who will continue to create, manifest and accumulate great riches!

You are making a difference for yourself and the world through your consistent and persistent actions, backed by faith and infused with purpose. It is an honor to have shared this portion of the journey with you and I look forward to continuing to travel together.

Use, apply and integrate *The Science of Getting Rich* in all you do and experience the magic of thinking, living and acting in the certain way.

Take the time now to jot down notes about this 30 day process, the triumphs, the challenges and the excitement of realizing greater levels of awareness, expansion and abundance!

Notes, Reflections, New Ideas and Ah-Ha's!

| |
|--|
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |



NANCY MATTHEWS



“Receiving Your Riches”

**A One of a Kind Course & Guide Through The
Science of Getting Rich by Wallace D. Wattles**

*Create Extraordinary Results for Your Life & Your
Business in Just 15 Minutes a Day*



“Be Aware of the Still Small Voice Within You”

FREE Audio Download

*“How to Realize, Trust and Follow Your Intuition to Live in
the Flow and Access Your Inner Power.*

Go to: NancyMatthews.com/Intuition

Join in the Conversation:

[Facebook.com/groups/ReceivingYourRiches](https://www.facebook.com/groups/ReceivingYourRiches)

www.NancyMatthews.com
(800) 928-6928 / (954) 440-3789