

Consider this—money will have a greater influence on your life than almost any other commodity you can think of. Indeed, the sudden loss or acquisition of money will affect your attitude to a tremendous extent. Therefore, you must agree that everyone should have a deep understanding of exactly what money is, and of the laws governing its attraction.

Money is valuable only as long as it is being used.

Picture yourself, in your mind's eye, sitting in a room with several of your friends. Then, I want you to visualize yourself announcing to them your intention of becoming wealthy; at least, wealthy enough to live the way you choose to live.

Now, imagine how that would make you feel. If you are like most people, you would probably feel very uncomfortable.

Perhaps you would feel so uncomfortable, that you might even retract what you had said by informing your friends you were only joking. You should understand, however, that people who are wealthy never feel uncomfortable when the subject of money is brought up.

"Why don't they," you ask? The most obvious answer would be, because they already have "lots" of it. But that is not the correct answer. You should realize that people don't feel comfortable about money because they have it; they have it because they feel comfortable about it. In other words, one of the reasons that wealthy people have money is that they have developed that state of consciousness we will hereinafter refer to as, a "prosperity consciousness."

Most people who fail to accumulate enough money to live in the style they choose are the same people who are most easily influenced by other people's opinions.

Begin immediately to play a mental game with yourself—get into the habit of visualizing yourself in the possession of great wealth. Think of some of the things you would do with that money and then mentally start doing them. Since your subconscious mind cannot tell the difference between actually doing something and visualizing yourself doing it, this exercise will very quickly help you to develop a prosperity consciousness. Remember, it is an absolute law of your being, that you must have something mentally before you will ever have it physically!

For you to get this prosperity concept into high gear, you must be specific—exactly how much money do you want? Remember, you are working with your subconscious mind and the subconscious does not think. It merely accepts images and then moves them into form.

Napoleon Hill spent almost his entire life studying five hundred of the world's greatest achievers and the essence of his exhaustive studies and writings is contained in his great book, *Think and Grow Rich*. "Whatever the mind can conceive and believe it can achieve." Not many people believe this, but the ones who do, prove it to themselves. Why don't you prove it to yourself, now.

Just build the image of prosperity on the screen of your mind and watch what happens. Remember though, regardless of how tough things get, you must continue to hold the picture of personal prosperity. You will very likely run up against a series of circumstances that will, for a time, almost have you convinced you are actually going backwards; but, persistence is the key. Continue to hold the picture of personal prosperity and understand that what is happening to you, is what must happen, to prepare you to receive the good you desire.

Napoleon Hill devoted an entire chapter in *Think and Grow Rich* to persistence. In that chapter he said, "There may be no heroic connotation to the word persistence, but the character is to the quality of man what carbon is to steel." Hill also pointed out in another part of the same chapter, that the only thing which separated Thomas Edison or Henry Ford from the rest of the people in the world was persistence. For both of these great men had an image and they would not let anyone or anything dissuade them—they were persistent. One illuminated the world, the other put the world on wheels. Both were, of course, richly rewarded.

Relax and see yourself already in possession

Money & Wealth

Building an image in your mind and developing the mental strength to hold it.

Persistence

of the good that you desire.

Your enthusiastic attitude will, in turn, cause your actions to change and you will start behaving differently. Moreover, not only will you begin to act differently yourself, but because of the new vibration you are in, you will begin to gravitate toward, and to attract to you, other like-minded people. Strange and wonderful things will begin to happen to you and with such regularity that you will be at a loss to explain or even to comprehend what is going on— so “don’t even make the attempt.” Just understand it is “God’s Way,” or “The Way of the Creative Force,” and accept the good as it comes and expect more of the same in the future.

On the surface, it might appear, from time to time, that things are not going well and you may begin to worry you are moving in the wrong direction. But let me assure you, this will not be the case, as long as you keep the image of the good you desire firmly planted in your subconscious mind. For if you do this, you will continue to move in the only direction in which you can move, in order to get to where you want to go.

Letting go & Enthusiasm

There should be no force associated with the manifestation of your image, because “Force Negates.” Trying to do it your way, by forcing things to happen, is not necessarily God’s way. Therefore, learn to follow the quiet voice within that speaks in feelings rather than words; follow what you “hear” inside, rather than what others may be telling you to do. Be aware that the quiet voice within often tells you to do things which run counter to the way most people live their lives. But do not be unduly concerned by this.

Enthusiasm

Many of the world’s greatest leaders were considered heretics by their peers, simply because they chose to “march to the tune of a different drummer!” These individuals were following the quiet voice within them, rather than doing the things considered fashionable in their day.

Let me repeat—desire without expectation is nothing more than wishful thinking and as we have already pointed out, since the vast majority of people wish positive but expect negative, they seldom attain what they are after.

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

You Were Born Rich  
Bob Proctor

Principles

Expecting Abundance

You must reach the stage in your mental development where you don’t just believe that your image of material wealth will manifest in form, but you actually know it will.

You must guard your mind constantly against doubt, because it is a crippling vibration.

doubt

The instant you become aware you are entertaining thoughts which create doubt, become quiet, start relaxing and image yourself already in possession of the prosperity you desire. When you do this, you are altering the mental current which is flowing into your marvelous mind.

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

Positivity & Negativity

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

You automatically like people who cause you to feel good. It would necessarily follow, therefore, that others will like you when you cause them to feel good, or when you move them into a more positive vibration.

You must gain the awareness, therefore, that regardless of what anyone may have told you to the

	<p>contrary, none of us was ever “born” with a fear of taking risks. As I have clearly indicated above, the fear of taking risks is something which we learned, only after we entered this wonderful world of ours.</p> <p>People who are irresponsible very rarely accomplish anything of importance and quite often they invite real harm to themselves. They might occasionally become involved in some activities which are successful, but these results occur so infrequently, and they are so overshadowed by negative results that they are hardly even worth mentioning.</p>
<p>Risk-Taking vs. Irresponsibility</p>	<p>Consider this—if one were to examine the statistics regarding the number of business failures each year, without closely studying each situation separately, one could very easily conclude that going into business for oneself is an “irresponsible act.”</p> <p>Business Failures Nevertheless, despite the woeful statistics, there certainly are many individual risk-takers who have succeeded in establishing businesses of their own.</p> <p>Remember, it makes no difference whether your goal is starting a new business, buying or building a new home, getting a new automobile, a new position at work, setting a sales record, or getting an honors mark in school. Whatever it may be, you must step out and boldly pursue it.</p>
<p>The Razor’s Edge</p>	<p>You are only one inch ... one step ... one idea ... away from turning onto the boulevard of beauty in your own life.</p> <p>Now, just consider the tremendous difference you could create in your own life if you were to adopt a similar mental attitude. For example, if you are a person who is working in sales and currently selling only three units a week, what would the consequences be for you if you were to decide to make one additional sale per week, through a conscientious application of the second effort concept? Well, on a weekly basis, it might not appear to be a major breakthrough. However, viewed over the time frame of an entire career, it would actually amount to well over two thousand extra sales.</p> <p>You will never obtain any substantial measure of material wealth if you insist upon living your life as if you were looking back through the rearview mirror of your automobile.</p> <p>Then, there is another large category of people, who consume the majority of their waking hours, reliving in their minds, past negative events which have occurred in their lives. They either spend valuable hours thinking of some past injustice which someone has done to them, or possibly about some unkind remark which someone had once directed in their direction.</p>
<p>Don’t Think In Reverse</p>	<p>Most people are unable—in their own mind— to figure out how everything necessary will come together. But you must understand, you need not know how everything will come together. All you have to understand is the underlying principle, by which your good comes; namely, everything which you receive in life comes by virtue of the “Law of Attraction.”</p> <p>negative concepts which you hold in your mind are obstructing the flow of energy which could, if it were given a chance to, breathe new life into you and into your results in life.</p> <p>God never expresses Himself other than perfectly. Therefore, whatever imperfection does exist, it is always the result of our individual or collective modes of thinking. Since this is true, it is not necessary that you hold onto anything, “for fear of losing it.” In fact, the truth is, you will never truly enjoy anything you must hold on to, because freedom in all negative areas of your life is absolutely essential if you are to grow into the truly great human being who you are quite capable of one day becoming.</p>
<p>Removing the kinks from your mind</p>	<p>Your problem—whether you realize it or not—is that you haven’t created the space for the beautiful image which you are trying to create. Therefore, you must resolve yourself to let go of all of these obstructions, to enable you to make a space for the good you desire.</p>