## THE SCIENCE OF GETTING RICH

BY WALLACE D. WATTLES. (All credits go to Wallace Wattles.)

## COMMENTARY BY LEO SCHREVEN.

Hello everybody, I'm really excited this month to share with you the book of the month. It is called, "The Science of Getting Rich."

This is going to be an unusual book. You'll see what I mean as you get into it. This book is more pragmatic than it is anything else. Some of the things you will have to take on faith. This is an exact science, and an area that we have made tremendous leaps in the last few years. What is interesting is that the book was written many years ago and it was way ahead of its time. Just a few years ago we had no idea what this was, but today it is one of the most fascinating studies of science, especially in the area of how it applies to your finances.

The book begins with a simple thought, that to really live a complete or successful life is only possible when one obtains wealth. None of us rise to our greatest heights or develop our talents without money. To develop your talent properly, requires money. Our society is so organized that you must have money to own things. So the science of becoming wealthy is actually the science of developing what you are capable of attaining. Life has advanced so far and become so complex that even the most ordinary men and women require great amounts of money in order to live today.

Every person is born with a desire to be all that we can be. Success in life is really simply becoming what you want to be. That's why there is nothing wrong with wanting to become rich. The desire for riches is really just a desire for a richer, fuller, and more abundant life.

All of us have three dimensions we live for. We live for the body, mind, and the emotions. True happiness is found when all three of these dimensions are functioning at their full capacity. Think about the simple truth of this. In your body you can't live without good food, comfortable clothing, warm shelter, rest and recreation. All those things take money. In your mind you can't live without good books, time to study them, travel and observation, surrounding yourself with objects of art and beauty, or intellectual companionship. All those things take lots of money.

In your emotions, you must have love, happiness, and giving. Many of these acts require large amounts of money. That's why it is perfectly right that you should desire to be rich. In fact if you are normal you can't help but have this desire. If you neglect this study, you do not fulfill your duty to God, to humanity, or yourself.

In the second chapter the author brings out that there is a science to getting rich and it is a very exact science just like algebra or math. There are certain laws that govern the process of becoming wealthy. Once you learn these laws, the outcome is certain. Financial freedom is the result of doing things in a certain way. Poverty is also the same thing in reverse. That's why many people no matter how hard they work still remain poor. Natural law always has causes and effects. Look at the following facts.

Becoming wealthy is not a matter of the environment around you. If it were, all the people in certain neighborhoods would become rich. Certain cities would be richer than others. But obviously we see rich and poor living side-by-side everywhere in the same environment. Some environments may be more favorable than others, but it really has no bearing on whether you become wealthy or not.

Becoming wealthy is not a matter of talent. There are a lot of talented people that are very poor.

Getting rich is not the result of saving or thrift as some say. There are many very thrifty people that are very poor!

Once you observe this you have to come to the conclusion that getting rich is one thing. It is doing things a certain way. Therefore any man or woman who can do things in that certain way can become wealthy. You're going to ask a question right away. "Is this "certain way" difficult?" The answer is an absolute no! Talented people, foolish people, brilliant people, stupid people, physically strong people, very weak people—they all become rich. So this is available to everybody. If anybody else in your town can become rich, so can you.

No one is prevented from getting rich by lack of capital. No matter how poor you may be, if you begin to do things a certain way you will begin to get rich and you will begin to have capital.

No man is kept poor because opportunity has been taken away from him. It is true there are certain businesses that are more difficult to do, but there are always other channels open to you. So it's important to start thinking, instead of competing with something that's already established. Look for a new opportunity in a new area. At different periods, the tide of opportunity sets in different directions according to the needs of the of human evolution. For example, the person who supplies the industries with what they need, often makes more money than the industry itself. In other words, the John Deere factory that supplies the farmer the tools and machines he needs, makes more money than the farmer who works all year long toiling in his fields. So there is always a lot of opportunity for the person who will go with the tide, it instead of trying to swim against it.

People will always remain where they are as long as they continue to do as they do. It is important that you recognize, that you are not held down to the class you currently find yourself in. You too can follow the tide of opportunity to riches. No one is kept in poverty by shortness of the supply of riches. There is more than enough for everyone! So, the first step is to change the way you look at things.

The visible supply to humanity is practically inexhaustible. This is what we see. But the invisible supply is even greater. Think about this. Everything you see on earth is made from one original substance, out of which everything proceeds. I need to slow down here because this is really a profound thought. All around you new forms are constantly being made, but all come from just one thing. This original substance. What is it? The universe is made out of it. It is the raw material of everything. It is an inexhaustible storehouse, and the supply will never run short. For right now we are going to call this, "original substance."

Nature is a good example. When crops have been grown in soil, and the soil is exhausted, it renews itself through the very death process. The very plants that grew, combined with the other elements of nature such as sunshine, wind, and even the manure of other animals work together and the soil is renewed. God designed a universe in such a way that it responds to the needs of man, and will not let us go without any good thing. God is intelligent, he is the source of life and everything he creates is impelled to move toward life. Nature is formed for the advancement of life. So God designed it in such a way that everything which can possibly minister to life is bountifully provided. For there to be lack would be for God to contradict himself and nullify his own works. As a son and daughter of God you are not kept poor by the lack in the supply of riches. The resources are available to any man or woman made in the image of God.

What we have discovered in the last few minutes is so basic and so simple. It is often the most basic and simple things that go over our heads. The more I study the Bible the more I realize how simple everything God says is. So let's really delve into the first principle based on what we've just learned so far.

In our All Power Seminar we teach a principal that says, "As you think you create." Every form and process you see in nature is the visible expression of thought. Think about it. Look around you right now as I'm speaking. There are thousands of thing you can see. But every single thing you see was at one time formless. It only existed as a thought in somebody's head. Even God produces his things this way. I'm looking right now at a piece of paper. Where did that come from? Paper doesn't exist in the universe, so it had to come from somewhere. It came from a thought. So every thought you have, causes the creation of the form of that thought. The forming process varies in time as to how long it takes before it is actually produced to where you can see it. I can plant an oak seed in the ground and see the tree. The tree does not exist except in my mind and thought. But over a period of time what was invisible becomes visible. Then what becomes visible can produce things are still not visible like this piece of paper. It comes from wood pulp. Notice again, wood pulp is something you can see, but what is invisible is the paper that can come from it. Now that I hold this piece of paper in my hand, I can see a book. The book does not exist, it is only a thought in my mind, but through organized intelligence, I can make what is invisible, visible. Are you starting to get excited about this concept? It is more powerful than your wildest dreams!

God made man as a thinking center. All the things man fashions with his hands must first exist in his thoughts. You can't shape anything without it first being a thought. So let's simplify this.

First, recognize that there is one substance from which all things are made. Only one. All the many forms around you of organic and inorganic nature in all the different sizes and shapes are all made from one thing, your thoughts. You can form things in your thoughts, and take any of the resources around you and cause the thing you think about to be created. This again is incredibly powerful. Therefore you will have to acquire the ability to think the way you want to think. This is the first challenge. To see what is not visible is actually a step of faith. Most people see a piece of moldy bread and throw it away. Someone else saw penicillin and made billions of dollars. You see it requires more effort, *much more* effort to see the things that are not visible. To think according to what is visible is easy. But it takes labor to have sustained and creative thought. This is especially true when it is contrary to what's visible.

Taking all this in relation to riches, realize to look upon the appearance of poverty in your mind will produce that in your life. Most people today see poverty, and yet the truth is, there's nothing but abundance! Remember again, every thought becomes a form, and a visible thing. The same thing happens in your finances. When you realize this, we can lose all doubt and fear. For you now know that you can create what you want to create. So I am going to invite you to take a step right now. Quit listening to the culture in which you live that has programmed your brain for negativity and underachievement. Memorize these three steps.

- 1. There is an invisible, endless supply from which all things are made and the supply will never run out.
  - 2. Your thoughts create *visible* things from this *invisible* endless supply.
- 3. By intelligently organizing your thoughts on this invisible substance you can cause the thing you think about to be created.

Compare this to many religious people's belief, that there is a God who thinks you should be poor, or whose purpose will be best served by keeping you in poverty. You can begin to see why so many people fail in life. Let's go back to nature. A seed dropped into the ground, springs into active life, and by the act of living, produces hundreds of more seeds. By living, life multiplies itself. It is forever becoming more. In the same way, every thought we think makes it necessary for us to think another thought. Every fact we learn leads us to learn another fact. Knowledge is continually increasing. God designed you to know more, to do more, and to be more. But in order to know more do more and be more, we must <u>have</u> more. We must have more resources. So when you think about it, the desire for riches is simply the capacity for larger life seeking fulfillment. The reason you want more money, is the same reason that makes the plants grow, its life seeking to grow.

This is why the Bible teaches it is the desire of God that you should be rich. He wants you to be wealthy, because he can express himself better through you if you have plenty of things to use in giving him expression. You do not want to get rich in order to live for self-gratification; we all know that does not produce happiness. You do not want to get rich to be famous, because you will never be satisfied with this. Wealth has one purpose, so that you can make the most of yourself and reach your full capacity as God special creation so you can bless and inspire others to achieve the abundant life their creator intended for them! You see, true riches are not built on a competitive platform. The reason is that the supply is not limited. Most people look at the visible supply, and they see limitations. God wants you to look at the limitless riches that are not visible, and will come to you as fast as you can receive and use them. Therefore nobody who controls the visible supply can prevent you from getting yours.

This kind of thinking has so changed my outlook on life. It takes a lot of stress out of life. I don't worry about missing that good deal, or someone else beating me to it, because I'm not seeking anything that anyone else has. I get to create what nobody else has seen, and the supply it is limitless.

In the next chapter the author discusses how riches come to you by understanding these principles we discovered so far. There is a concept here that's a little bit hard to articulate, so spend a few moments soaking it in. You can't give people more in <u>cash market value</u> then you can take from them. But you can give them more in <u>use value</u> then the cash value of the thing you take from them. An example would be college education. The cash market value of the books you receive in college may be \$1000. But the <u>use value</u> of the education you gain could be worth millions. I can go to Alaska with a painting from Rembrandt and trade it for \$500 for a bundle of furs. But the painting will not do the Eskimo any good. If on the other hand I gave him a gun worth only \$100 for the furs, it will help the Eskimo get many more furs and much more food. It will make him rich in his capacity.

It is this principle that helps you realize you don't have to beat anybody else in business. All you have to do is give every man more of a *use value* than you take from him in cash value. If you do you can make a fortune. One of my favorite quotes in the book says this.

"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."

You see, all the possibilities of the universe have their expression in people. God wants those who can play music to have pianos and every other instrument. He wants those who can appreciate beauty to surround themselves with beautiful things. He wants those who can discern truths to have every opportunity to speak it and tell others around the world. God wants all these things because it is

himself that enjoys and appreciates them. God loves to play, and sing, and enjoy beauty, and proclaim truth, and enjoy good food. That's why Paul says, "it is God that works in you to will and to do his good pleasure."

My friends this is the most difficult point for most people. We are so programmed to believe that poverty and having nothing is pleasing to God. People have the idea that God has finished his work, and made everything that he can make, so the majority of people must stay poor because they think there's not enough to go around. That's why people feel ashamed to ask for wealth. So changing your mind is critical in this area.

You have to convey in your mind and words, the idea of what you want, even though it doesn't exist at this point. The author then brings up a point that was a new concept to me, but I should have picked it up through the years because it is so obvious. The whole process of changing my mental attitude in this way is done by one word. Gratitude. Follow me through this process.

Number one. You believe in God, and all good things proceed from him.

Number two. You believe that God wants to give you everything you desire and at the supply is limitless.

Number three. You relate to this by expressing a deep feeling of gratitude.

Think about it. Most people are kept in poverty by their lack of gratitude. The person that is always grateful lives in closer touch with God. So the more you are grateful as good things come to you, the more you will receive, simply because the attitude of gratitude draws your mind in closer touch with the source from which the blessings come. If God is the creative source of everything, then gratitude brings your whole mind into closer harmony with the creative energies of God. Therefore it is absolutely necessary that you observe the law of gratitude to get the results you seek. The Bible says, "draw nigh unto God and he will draw nigh unto you."

You see the minute you begin to dwell upon the things in your life that are wrong, you begin to lose ground. Your focus is on things that are common, ordinary, and poor, and your mind takes the form of these things. What happens next? The same principle in reverse. The things that are not yet visible become visible. Soon your life will be ordinary, common, and poor. Isn't it amazing that it works both ways? Look at the state of America today. When you begin to analyze what people are thinking about it, really becomes a staggering reality of why our country is so messed up. Think of the hours people spend with television, movies, Nintendo games, music, magazines, all of which permit the mind to dwell on inferior things. Then they wonder why those inferior things keep coming up in their lives! On the other hand, when you surround yourself with things that are excellent, godly, pure, and right, you become the same. You become the image of what you give your attention to.

Remember what we learned earlier. You are a thinking substance. And thinking substance always takes the form of that which it thinks about. The byproduct of all this is faith. Expectations becomes faith. So every time you express grateful thanksgiving, your faith increases.

As you relate this to your financial wealth, you begin to pick up little tools that will make all the difference. It is important you form a clear and definite mental picture of what you want financially. You're thinking can't be vague, or a general desire. It has to be specific. You can't say, "I want to travel and see things and live more." Everybody wants that. You must know specifically what you want, in detail, in a clear mental picture. This picture needs to stay in your thoughts as you contemplate it through the day. Fix your attention upon these things. To do this you have to overcome the mental laziness, and the love of ease. That's why most people never attain it. They would rather let the TV program their mind with mediocrity.

The more clear and definite you make your picture, the more you dwell on it, the more you bring out all the happy details, the stronger desire will be. The next step must be the purpose to realize it, and bring it out into reality. This is where the faith factor comes in. Just like Israel seeing the Promised Land, they only had to take possession of it. Jesus said, "whatsoever things you ask for when you pray, believe that you receive them, and you shall have them.

See the things you want as if they were actually around you all the time. Dwell on your mental picture until it is clear and distinct. Take possession of it in your mind, with full faith that it is actually yours. Combine this with what we've learned in the last chapter about gratitude. A person who can sincerely thank God for things that are still only in his imagination, has real faith. Jesus taught us to not repeatedly ask for things because he said "your father knows that you have need of these things before you ask him." Prayer has a powerful effect, because it clarifies your vision and strengthens your faith. Jesus also taught us to pray without ceasing. What that really means is to hold steady that vision throughout the day. When you do that, God's promise will be fulfilled to you, "Believe and you shall receive."

Once you have taken this step you can then take the next step, which is the proper use of the will.

The next chapter brings out some really good points. The first one is, the science of getting Rich does not require you to apply force to any other person. Attempting to use your will upon others will only defeat your purpose. To become wealthy, you only need to use your will upon yourself. You use your will to keep yourself thinking and acting in a certain way. If you use your mind to form a mental image of what you want, and hold that vision with faith and purpose, then you use your will to keep your mind working in that direction. As you discipline yourself to do this, everything is set in motion moving toward this realization. And the thing that is not yet created, begins to form. On the other hand, doubt or unbelief will destroy any possibility. This is why Jesus spoke so strongly against doubt

and unbelief. Every moment you spent in doubt, fear, worry, and unbelief, will destroy the reality coming to pass. Jesus said the promises are to those that believe. Things are not brought into being by thinking about their opposites. For example, you don't get healthy by studying disease and thinking about disease. You don't become righteous by thinking and studying about sin. And no one becomes wealthy by studying poverty. You don't need to think about poverty, or investigate it, or concern yourself with it. What concerns you is the cure.

The author then brings out a point that I have felt very strongly about for years. It is a controversial point. But I believe it is right on. He says not to spend your time doing charity work. Because all charity only perpetuates the wretchedness it tries to eradicate. And then he brings out the fact, that the best way to help the poor is to get rich, and show them how to do the same thing. Eradicating poverty is not done by getting pictures of poverty into your mind. But rather by getting pictures of wealth into the minds of the poor. Poverty cannot be done away with by increasing the number of well-meaning people who think about poverty. It is done by increasing the number of poor people whose purpose with faith is to create wealth. The poor do not need charity; charity just keeps them alive in the wretchedness. What they need is inspiration that will cause them to rise out of their misery. So if you want to help the poor, demonstrate to them that they can become wealthy, and prove it by becoming wealthy yourself. When you give the poor inspiration, they begin to search for a way out of poverty.

Some people remain in poverty because they are ignorant of the fact that there is wealth available for them. Others are poor because they feel there is no way out, or they don't want to put forth the mental effort necessary to find a way out. So the best way he to inspire these people is to show them the happiness that comes from becoming wealthy. So if you want to help the poor, the best thing to do is make the most of yourself and lead by example.

In the next chapter the author deals with taking action. We've learned together how important it is to form a clear and distinct mental image of what you want. But after you do this you must act. What you are going to receive is primarily in the hands of other people. And when they share these things with you, they will ask for something in return just as you will. This is where thought and personal action must be combined together. Taking action has to begin right now. You cannot act in the past or the future. You only have today. There is never any better time to act than right now. And there will never be any other time but right now. Even if you present circumstances are not anywhere near you want them to be, you still must begin acting now. Do not wait for a changing environment before you act, but recognize you change your environment by action. If you are working a job and feel like it's not the right one for you, don't wait to get into the right business before you act. Act now. Don't feel discouraged or lament your situation. Because if you act, you can change that situation.

Every day is either a successful day or day of failure. And it is successful days, which get you what you want. Every day that is a failure, will prevent you from becoming wealthy. But every day that is

a success, you cannot fail to become wealthy. Even a simple act in the right direction can open doors of opportunity with great possibilities. Therefore do every day all that can be done that day.

Recently I was listening to an audio CD that was really good in this particular area. The gentleman was bringing out a principal I had never studied before. This premise was, it is the little actions every day that culminate together to make you a success or failure. For example no one wants to die of a heart attack. And yet millions of people do. How does that happen? It doesn't happen in one day. That's where gets deceptive. You see, if I drink the milk shake **today**, I don't get a heart attack. If I eat too much fat and cholesterol **today**, I don't get a heart attack. If I don't exercise **today**, I don't get a heart attack. If I choose to be a couch potato and eat potato chips, I don't get a heart attack **today**. But as I continue these "today" actions, the end result is a heart attack and I have failed in my health. The same principle applies to you taking action to become wealthy. Every action you take, will move you toward wealth, or move you away from it. Every act in itself is either a success or failure. Every act is either effective or ineffective.

Some people fail at this point, because they fail to separate mental power from personal action. They use the power of the mind in one place but they act in another place. The two must be working together.

The author then continues with a very practical chapter about getting into the right business. I like his opening illustration. He gives an example of a carpenter who has a saw, hammer and a square. These tools in the hands of a capable carpenter can produce a beautiful article of furniture. But in the hands of someone that is not deeply gifted for this, the best tools in the world cannot produce a nice piece of furniture. So it is important to realize that success in business becomes much easier if you are equipped to use the right tools. In other words use your strongest talents and the things you are best fitted for if you want to create wealth. What things come naturally to you? What do you enjoy doing? What is something you're passionate about? It goes back to the simple saying, "Pick a job you love and you will never work a day of your life." Your chances of success in becoming wealthy, become much greater when you do something you love and are passionate about. The things that come naturally to you in using your natural talents, is the direction you want to move toward. For example, my greatest strengths personally are my mind and my mouth. I process information rapidly and memorize it easily and organize it quickly. My mouth can speak those things and communicate them to others easily. So being a seminar speaker is as natural as breathing. On the other hand I'm not good with kids. So for me to open a day care center with 50 screaming kids would drive me insane! Obviously that's not a business I want to get into. I could probably start a day care center and become wealthy, but it would not be satisfactory to me and I would not enjoy it.

You don't want to fall into the trap of being compelled to do something you don't like to do. If your current conditions have you doing something that you don't enjoy doing, it may be necessary for some time to do what you do not like to do, but you can change your environment by choosing to grow and

taking an action every day. Remember to stay out of the competitive mindset. No one else is going to beat you to the thing that you want to do. There's enough room for everybody. Sometimes just taking a day or two to contemplate your vision of what you want with gratitude will move you in the right direction in a calm and intelligent way, step-by-step. We often make mistakes by acting hastily, or in acting in fear and doubt. As you focus on your vision and take positive actions every day, opportunities will come to you. These opportunities will increase in numbers. So be very steady in your faith and purpose, and you will move to where you want to be.

The fundamental law of making money boils down to one word. Increase. Increase is what everybody in the world is seeking. We know this simple principle today as the law of supply and demand. Everybody is seeking more. More food, more clothes, better shelter, more luxury, more beauty, more knowledge, more pleasure—everybody wants to increase these areas of their life. God designed creation to continually advance forward. Without it, we die. We instinctively know this, and this is why we are always seeking more. It is that desire for the abundant life of Jesus that he came to give us. Therefore people are attracted to others who can give them more of this. That's the bottom line business principle. Your goal is to become a creative center from which increase is given to others. As long as you can show people that you are increasing their life in some way you will become wealthy. I was speaking yesterday with a lady who's involved in a weight loss company. You could sense her excitement and happiness because she's helping so many people lose weight. She's making a huge income and the people are thanking her for what she is doing for them. Any business you engage in on this principle cannot help but make you wealthy.

So whatever business you choose to engage in you must have an unshakable faith in your self that you are increasing other people. That has to permeate every action you take every day. As you make others rich you become rich. Your life must impress others that they will feel in associating with you, that they will increase themselves. You must know that what you give them is greater value than the cash you are taking from them. People will go anywhere if they are given increase.

As this takes place one caution is important. Do not seek to become powerful over other people. This is where so many people take a wrong turn. The main drive in the business world today is to make money. As they do they hurt people, take advantage of people, and end up in a mass scramble for power over others. Jesus spoke a lot about this if you read Matthew chapter 23, about the Pharisees who sat in high places, dominating over others and laying burdens on the backs of the less fortunate. You must stay out of this competitive mindset to make money at all costs. Continue to see yourself as a servant who is giving something to others, blessing others, increasing others, as you do this the wealth will flow into you.

You can start using this principle right now. No matter what your present occupation, if you can increase the life of others and make them aware of that fact, they will be attracted to you and you will

become wealthy. If you are in the medical field, or labor field, or a teacher, or any other area, and you can inspire increase, you will become wealthy.

Let's say you are an employee working for a wage and you do not feel that you have any chance of advancement. Form in your mental vision exactly what you want, be grateful it is yours, and begin to act with faith and purpose. Do all the work that you can do, every day, and do each piece of work in a perfect, successful manner with the purpose to become financially free in everything you do. Take action in the vision every day. Give it your heart and soul. And you'll soon find yourself out of your present condition into a new world of wealth. It's the same story I've seen a million times. The single mother in Alaska working three jobs to provide for her children after her husband left her. She was stuck in a rut as they call it. But she formed a vision of a business she was passionate about with a health product in a multilevel marketing company. She had something she was passionate about, she knew she could help people with all kinds of physical problems, and she saw herself as a healer, and someone that could help others become financially free. During her lunch break she shared her product with others. She made a vow to herself not to end any day without talking to 10 people about her product. She work every weekend sharing her product with others. In three months she was able to quit her three jobs and move into her business full-time. Within eight months, her income was \$13,000 a month. That's how it works.

There is nothing in your present circumstances it can keep you down. Do not wait for an opportunity to be all that you want to be. The opportunity is already there. Move toward it and take it. Remember the early law we discussed. There is no end to the supply waiting for you. See beyond what is visible to the invisible. The existing culture in which you live keeps the masses of people in poverty. And the masses of people do not want to think or act according to these principles. They would rather depend on the government to take care of them. So it is simply a matter of you and I making a choice to step out of the masses and have the courage to follow these principles. The more of us who do this, the more we can help change the world.

As I am taking today we are in a huge economic crisis. The economic salvation of the masses can only be accomplished by getting a large number of people to practice what we've learned in this book. We have to show others the way and inspire them that wealth can be obtained and help them take action to do it. As you choose to do this yourself, think of yourself becoming a citizen of a different government. The government of heaven. I love that thought. I'm not subject to the loser mentality of the government I live under. I'm not subject to the dependence mentality of the government I live under. I represent a different government, the kingdom of heaven. Whenever you find yourself falling into the old ways of thought, correct yourself instantly. Keep your mind fixed on the divine principles.

No circumstances can affect a man or woman who is following these principles. No man or woman who will obey the laws we discuss can fail to become wealthy anymore than one can multiply 2 plus 2 and fail to get number 4.

Do not give in to anxious thoughts of possible disasters, or obstacles, or unfavorable circumstances. Watch your words as we teach you the all power seminar. Never speak discourage words or in a discouraging way. Never admit the possibility of failure. Never speak about times being hard, or business conditions is being doubtful. That may be true for those who are on the competitive playing field, but not for you. When others are having hard times in their business, you will find your greatest opportunities. Continually train your brain to look upon the world as something that is becoming, growing and always speak in terms of advancements. To do otherwise is to deny your faith, and to deny your faith is to lose it. Never allow yourself to feel disappointed. Keep your faith, loyalty, purpose, and gratitude. Do every day all that can be done that day in a successful way.

Study these principles. And while you are becoming firmly established in them, stay away from places and situations that will conflict with these principles. Watch the outside influences such as television, news, magazines, and others who would deter you from this mindset. If you have leisure time spend that time contemplating your vision, cultivating gratitude, and taking actions.

Let's summarize now everything that we have learned

- 1. There is a stuff from which all things are made, in an endless supply in the universe.
- 2. Your creative thought in this substance produces the thing that is not yet visible.
- 3. When you form things in your mind, you can cause the thing you think about to be created.
- 4. When your mind has created its and you can see it, you can begin to express deep gratitude to your Creator for it. Remember that gratitude is the first step in the creation process of what's already in your mind.
- 5. You must then form a clear and definite mental image of the things that you wish to have. This image must become your clear purpose in life and you hold it in your thoughts while being deeply grateful to your Creator. You must spend your leisure hours contemplating this vision thanking God has already been given to you. I can't emphasize enough how important this contemplation of your vision is. Continue to think about it with unwavering faith and about gratitude, because this sets the creative forces in motion.
- 6. In order to receive the vision a man must be active and take action. You must do every day all that can be done that day in positive actions, and doing every action in a successful manner. Daily taking action toward your vision makes it come to pass. The smallest little action can have huge consequences.
- 7. You must follow the law of increase in whatever business you conduct. You must stay away from the competitive mindset, and focus on one item, "how can I give something that will increase this other person's life?" If you do that you will become wealthy.

That's it! I hope you have fun with it!

I hope you have enjoyed this month's book as much as I have enjoyed sharing it with you. As always, I want to thank you for your kind support of the All Power ministry and helping us to spread the good news around the world. I appreciate each one of you.

Till next month, may God bless and favor you as you continue to be a good steward of His money!

Love you all,

Leo