

The Science of Getting Rich

by Wallace Wattles

Revised and updated by John Pearce

The National Home Business Center

“Making Business Possible for You!”

Resources, How-to information and Free Training

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Introduction to the Revised Version

In this revised and modernized version of Wallace Wattles' classic and inspirational book, you will find the book laid out in two-column format. The column on the left contains the original, unabridged, unaltered text of the original edition.

The right had column contains a modernized and updated version, in which the often hard-to-read antiquated English of the author has been revised, and his anecdotes and examples have been replaced with equivalents more obviously relatable to the modern reader.

In this manner you can read the modern, updated version while at any time cross-referring to the original book for thoroughness and accuracy.

John Pearce

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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 have, so far, found neither the time, the means, nor the opportunity to go deeply into the study of metaphysics, but 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. For the benefit, however, of those who wish to investigate philosophical theories and so secure a logical basis for faith, I will here cite certain authorities.

The monistic theory of the universe the theory that One is All, and that All is One; That one Substance manifests itself as the seeming many elements of the material world -is of Hindu origin, and has been gradually winning its way into the thought of the western world for two hundred years. It is the foundation of all the

Preface

THIS book is practical, not philosophical. It's a step-by-step manual, not a dissertation of theories. It is written for people who need money now; for someone that want to get rich first, and then philosophize about it later. It is a book for those that haven't found the time, the means or the opportunity to study metaphysics, but who want results and are willing to take the proven scientific conclusions at face value and take action, without going into all the "how's" and "whys" of how the conclusions were reached.

It is important that you take the fundamental statements of this book on faith, just as you would take statements about gravity from Newton or electricity from Edison. When you take these statements on faith, you'll prove their truth by acting, without fear and without hesitation. Everyone who does this will get rich; this science is an exact science, and when it's applied failure is impossible.

For those of you that want to dig deeper into these theories, to reach a "logical" basis for faith, I'll get you started by pointing you towards certain "authorities."

The monistic theory of the universe believes that One is All and that All is One; that one Creator manifests itself in the many elements

Oriental philosophies, and of those of Descartes, Spinoza, Leibnitz, Schopenhauer, Hegel, and Emerson.

The reader who would dig to the philosophical foundations of this is advised to read Hegel and Emerson for himself.

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. If you wish to know how the conclusions were arrived at, read the writings of the authors mentioned above; and if you wish to reap the fruits of their philosophies in actual practice, read this book and do exactly as it tells you to do----

The Author

of the material world. Hindu in origin, it has gradually been winning acceptance by the western world for hundreds of years. It is the foundation for philosophers of the past like Descartes, Spinoza, Leibnitz, Schopenhauer, Hegel and Emerson.

The writings of Hegel and Emerson would be good starting points to dig into the foundations of this philosophy.

In writing this book, I chose to sacrifice some things for simplicity, to make it easier to understand. The plan of action laid down here comes directly from the above philosophy; it has been thoroughly tested, and holds up to the supreme test of any practical experiment; it works. If you want to know how I came to these conclusions, read the works of the authors above; and if you want to reap the rewards of their philosophies in actual practice, read this book and do exactly as it tells you to do---

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 man 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 man 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 for man 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.

Man'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 man 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 every man should have all that can contribute to the power, elegance, beauty, and

Chapter 1: The Right to be Rich

MANY people praise poverty, thinking of it as somehow "noble." But the fact is it's not possible to live a complete, successful life unless you have money; unless you're rich.

You won't develop your talents or enrich your soul to their greatest potential without the resources to do it. And you won't get the resources you need without money.

We develop intellectually, spiritually and physically through the use of different resources, and because of the nature of our society, it takes money to acquire them.

It's that simple. For that reason, the starting point of all personal development must be the Science of Getting Rich.

The object of all life is growth, development. Everything that lives has an inalienable right to develop to its fullest potential.

Man's "right to life" means that we have the right to the unrestricted use of everything we need to reach our fullest intellectual, spiritual and physical potential. In other words, you have a right to be rich.

In this book, we won't talk about being "rich" in a symbolic, vague way. Let's define it; being "rich" does not mean that you're somehow satisfied and content with having only a little. No one should be content with little if they are capable of consuming and enjoying more.

Nature and all that surrounds us is here to

richness of life; to be content with less is sinful.

The man who owns all he wants for the living of all the life he is capable of living is rich; and no man 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 in life is becoming what 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 praise worthy. The man who does not desire to live more abundantly is abnormal, and so the man 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

advance and enrich our lives. All of us should have everything possible that would add to the power, elegance, beauty and richness of life. To be content with less is wrong.

The person who has everything they want to live the life that they are fully capable of living is rich. And no one without plenty of money can have that. Life has become so advanced and complex, that even ordinary people need wealth to live full, complete lives.

We naturally want to become all we are capable of being. This desire to realize our instinctive possibilities is part of our human nature; we can't help wanting to be all that we can be.

Success in life is becoming what you want to be. That only happens by using the range of resources that are available. And you can only use those resources if you're rich enough to buy them. For that reason, the understanding of the Science of Getting Rich is essential.

Also, there is nothing wrong with wanting to get rich. The desire for wealth is really the desire for a fuller, more abundant life. Having that desire is commendable. In fact, you could say that someone who doesn't want to live more abundantly is abnormal. And the person who doesn't want money to buy everything they want for an abundant life is abnormal!

There are three motivations for how we live; we live for physical, intellectual, and spiritual purposes. None of these is better or "holier" than the other; all are desirable.

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 man can give forth through body, mind, and soul. Whatever he can say, no man can be really happy or satisfied unless his body is living fully in 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.

Man 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.

He 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 he 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, man must have love; and love is denied expression by poverty.

A man's highest happiness is found in the bestowal of benefits on those he loves; love

None of the three, body, mind or soul, can be truly "full" if either of the others isn't "full" as well. It isn't right or "noble" to live only for spiritual reasons while denying your mind or body. It's also wrong to live only for your intellect while denying your body or soul. "Real life" is being all that you can be physically, intellectually and spiritually.

We've all seen the terrible consequences of living only for the body, for physical indulgence. How much addiction, disease and crime are caused by living only for physical pleasure? No matter what someone preaches, no one can ever really be happy or satisfied unless they are physically fit.

The same can be said about our minds and souls. Wherever we're not fully developed, not performing to our capabilities, there will be unsatisfied desires. It's been said that "desire is possibility seeking expression, function seeking performance."

Our bodies aren't capable of peak performance without good food, comfortable clothing and warm, dry shelter. We shouldn't "overdo it" physically and we need to get plenty of rest and play.

Also, we won't be intellectually "full" unless we exercise our minds. We need to read and study, travel and observe and have friends that are intellectually stimulating.

To be mentally "sharp," we have to have stimulating recreation by surrounding ourselves with objects of art and music, movies and theatre; beauty we can enjoy and

finds its most natural and spontaneous expression in giving. The man who has nothing to give cannot fill his place as a husband or father, as a citizen, or as a man. It is in the use of material things that a man finds full life for his body, develops his mind, and unfolds his soul. It is therefore of supreme importance to him that he should 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.

appreciate.

And to be fully alive spiritually, we must have true love. Not being “rich,” living in poverty denies love. True love is suppressed by poverty.

Isn't true happiness found by being able to give to our loved ones? Love finds its most natural and spontaneous expression in giving. A man with nothing to give can't be the husband or father he wants to be; a woman can't be the wife or mother she longs to be. We won't be members of the community we'd like to be; we won't be the man or woman we could be.

To recap, it's with our use of material things, the things money can buy, that we are able to live fully in body, develop our minds and enrich our souls. It is very important for us to be rich.

Again, it's perfectly “normal” to want to be rich; if you're normal, you can't help it. It's also perfectly normal to be very serious about the “Science of Getting Rich;” it is noble and very necessary. If you're casual and disregard this book, you're short-changing yourself, God and humanity. There is no greater service to God or humanity than to make the most of yourself.

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; once these laws are learned and obeyed by any man, he will get rich with mathematical certainty.

The ownership of money and property comes as a result of doing things in a certain way; 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 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 men 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 men 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.

Chapter 2: There is a Science of Getting Rich

THERE is a "Science of Getting Rich." It is an exact science, like algebra or calculus. There are certain, specific laws that govern the process of acquiring wealth and when these laws are learned and followed, you will get rich with mathematical certainty.

Having a lot of money and property comes as a result of doing things a Certain Way. If you do things in this Certain Way, whether on purpose or accidentally, you will get rich. If you don't do things in this Certain Way, no matter how hard you work or how capable you are, you will stay poor.

It is a natural law that states "like causes always produce like effects." As a result, any man or woman who learns to do things in this Certain Way will always get rich.

Do you wonder if the above statement is true? Think about this:

Getting rich is not a matter of your environment. If it were, every person in some neighborhoods would be wealthy; the people of one city would all be rich, while those in other towns would all be poor; or the population of one state would roll in wealth, while those of an adjoining state would live in poverty.

Everywhere we look we see rich and poor living side by side, in the same environment, often in the same business. When two men are in the same location and in the same business, and one gets rich while the other remains poor, it proves that getting rich is not primarily a matter of environment. Some locations may be more desirable than others, but when two men 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 other who have very little talent get rich.

Studying the people who have got rich, we find that they are an average lot in all respects, having no greater talents and abilities than other men. It is evident that they do not get rich because they possess talents and abilities that other men have not, 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 men 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, whether this Certain Way may not be so difficult that only a few may follow it. This cannot be true, as we have seen, so 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 in so far 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. Location counts for something;

Also, the ability to do things in this Certain Way isn't because of some special talents. Many people talented remain poor, while others who have very little talent get rich.

If you look at today's "rich," you'll find that they are "average" in many ways, with no greater talents and abilities than others. While some have college degrees, others dropped out of college or even high school. They didn't get rich because of higher education; they became wealthy because they do things in a Certain Way.

Getting rich is not the result of saving or being thrifty; many very frugal people are poor, while many "big spenders" often get rich.

Neither is getting rich a result of doing things that others aren't doing. Two men in the same industry often do business exactly the same way, but one gets rich while the other struggles or goes bankrupt.

From these examples, you have to conclude 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, if "like causes always produce like effects," and if any man or woman who does things in that same Certain Way becomes rich, then the whole matter falls within the realm of exact science; the Science of Getting Rich.

You might wonder if doing things in this "Certain Way" is so difficult that only a few can actually do it. Not at all. As far as natural ability, talented people get rich and blockheads get rich; intellectually brilliant people get rich, and really stupid people get rich; physically strong people get rich and weak, sickly people get rich.

Of course, some ability to think and reason is essential, but as far as natural ability is concerned, any man or woman who has enough sense to read and understand these words can get rich.

Getting rich isn't a matter of where you live.

one would not go to the heart of the Sahara and expect to do successful business. Getting rich involves the necessity of dealing with men, 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 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 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;

Realistically though, location does count for something. You couldn't go to the middle of the Sahara desert and expect to have a thriving business. Getting rich requires that you deal with other people and you have to be where there are other people to deal with. If those other people are inclined to do business the way you want to do business, so much the better. But that is about as far as location 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's not a matter of choosing a particular business or profession. People get rich in every business and in every profession; while their next door neighbors in the same field stay poor.

It's true that you'll have more success in a field you enjoy. And if you have certain well-developed talents, you will do better in a business where you can use your talents.

Also, you will do better in a business that is suited to your locale; an ice-cream parlour would do better in a warm climate like Arizona than in Greenland, and a salmon fishery will succeed better in Oregon than in Florida, where there are no salmon.

Aside from these basic limitations, getting rich is not dependent on being in a particular business, but on your learning to do things in a Certain Way. If you are now in business and anybody else in your area is getting rich in the same field but you're struggling, it's because you aren't doing things in the same Certain Way that the other person is doing them.

No one is prevented from getting rich by a lack of capital. True, when you've acquired capital the increases in your wealth can come easier and quicker. But someone who has capital is already rich and doesn't need to concern themselves with "how to become rich."

No matter how poor you are right now, if you

and it is a part of the result which invariably follows the doing of things in the Certain Way. You may be the poorest man 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 causes success.

begin to do things in the Certain Way you're about to learn, you will begin to get rich and you will begin to have capital. Acquiring capital is part of the process of getting rich. It is one of the results that consistently follows doing things in the Certain Way.

You may be the poorest person on the continent and be deeply in debt; you might not have friends, influence or resources; but if you begin to do things in the Certain Way you're going to learn, you will always begin to get rich. "Like causes must produce like effects." If you don't have 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 get to the right location.

Right now, you can begin in your current business and in your current location to do things in a Certain Way which inevitably leads to success.

Chapter 3: Is Opportunity Monopolised?

No man is kept poor because opportunity has been taken away from him; 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. Probably it would be hard for you to get control of any of the great railroad systems; that field is pretty well monopolized. But the electric railway business is still in its infancy, and offers plenty of scope for enterprise; and it will be but a very few years until traffic and transportation through the air will become a great industry, and in all its branches will give employment to hundreds of thousands, and perhaps to millions, of people. Why not turn your attention to the development of aerial transportation, instead of competing with J.J. Hill and others for a chance in the steam railway world?

It is quite true that if you are a workman in the employ of the steel trust you have very little chance of becoming the owner of the plant in which you work; but it is also true that if you will commence to act in a Certain Way, you can soon leave the employ of the steel trust; you can buy a farm of from ten to forty acres, and engage in business as a producer of foodstuffs. There is great opportunity at this time for men who will live upon small tracts of land and cultivate the same intensively; such men will certainly get rich. You may say that it is impossible for you to get the land, but I am going to prove to you that

Chapter 3: Is Opportunity Monopolized?

No one stays poor because opportunity has been taken away from him; because others have “monopolized” all the wealth and shut him out. You may be “shut out” from certain businesses, but there are certainly other channels available.

It probably would be hard to compete against Dell, HP, Apple or Compaq; you could say that the computer manufacturing industry is fairly monopolized. But the software field still offers plenty of opportunity for profitable ventures.

Maybe it's not realistic to want to become a leader at Ford, GM, Toyota or Honda. But why not turn your attention to developing alternative forms of transportation? Personal, smaller-sized, alternative-fuel vehicles are in their infancy. Why not develop hybrid, hydrogen or electric transportation instead of competing against Chrysler, Nissan and Hyundai?

It's true that if you are on the assembly line in a factory you have very little chance of becoming the owner of the plant. But it's also true that if you start to act in a Certain Way, you might soon be able to leave your job at the factory.

For instance, the internet is just beginning to scratch the surface of the opportunities available to creative entrepreneurs. It enables a small business person to set up

it is not impossible, and that you can certainly get a farm if you will go to work in a Certain Way.

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. At present, in America, it is setting toward agriculture and the allied industries and professions. To-day, opportunity is open before the factory worker in his line. It is open before the business man who supplies the farmer more than before the one who supplies the factory worker; and before the professional man who waits upon the farmer more than before the one who serves the working class.

There is abundance of opportunity for the man who will go with the tide, instead of trying to swim against it.

So the factory 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 combinations of capital. As a class, they are where they are because they do not do things in a Certain Way. If the workers of America chose to do so, they could follow the example of their brothers in Belgium and other countries, and establish great department stores and co-operative industries; they could elect men of their own class to office, and pass laws favoring the development of such co-operative industries; and in a few years they could take peaceable possession of the industrial field.

The working class may become the master class

without significant cost and market a product or service to the entire world, from a room in their home. You may think that you lack the technical ability to run such a business, but I'm going to prove to you that you can acquire or pay for such technical services, and that you can certainly own an internet-based business if you start working in a Certain Way.

At different periods of time the tide of opportunity changes directions, adapting to the needs of society and the stage of social evolution which has been reached. Currently, it's leaning towards the internet and related skills and professions. Today, opportunity is wide open for a businessperson who supplies or provides services to the internet sector even more than the one who supplies brick and mortar establishments.

There is an abundance of opportunity for the person who goes with the tide, instead of trying to swim against it.

Factory or office workers in the free world, either as individuals or as a class, are not deprived of opportunity. They aren't being "kept down" by their supervisors; they're not being "suppressed" by the giant corporations. Both blue-collar and white-collar workers are where they are because they do not do things in a Certain Way.

The "working class" can become the "upper class" whenever they begin to do things in a Certain Way; the law of wealth is the same for them as it is for all of us. If you are

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 the ignorance or the mental slothfulness of his class; 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 cloth 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

“working class,” you have to learn this. You will remain where you are as long as you continue to do as the “working class” does. The individual, however, does not have to be held down by the ignorance or the mental laziness of his class. You can follow the tide of opportunity to riches and this book will tell you how.

No one stays in poverty by a limit in the supply of riches; there is more than enough for everyone. A palace as large as the Capitol in Washington D.C. could be built for every family on earth from the natural resources available in the United States alone. With intensive cultivation, the country could produce enough wool, cotton, linen, and silk to cloth each person in the world better than Solomon in all his glory; together with enough food to feed them all luxuriously.

The visible supply of resources is practically inexhaustible; and the invisible supply really *is* inexhaustible.

Everything you see on earth is made from one Original Substance; one Original Substance out of which all things come.

New Forms of everything are constantly being made from the Original Substance while older forms are dissolving. Everything new is different shapes of one thing, the Original Substance.

There is no limit to the supply of Formless Stuff, the Original Substance. The Universe is made out of it; but it wasn't all used in making the Universe. The spaces in, through,

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 man, 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 man is still in such a stage of social development that he needs gold and silver, more will produced from the Formless. The Formless Stuff responds to the needs of man; it will not let him 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 man 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

and between the parts of the visible Universe are permeated and filled with the Original Substance; in other words they are filled with the "Formless Stuff"; with the raw material of all things. Ten thousand times as much as has been made could still be made, and even then we would not have exhausted the supply of the universal raw material.

For that reason, no one is poor because nature is poor or because there are not enough resources to go around. Nature is an inexhaustible storehouse of riches; the supply that will never run short.

Original Substance is alive with creative energy and is constantly reproducing in more forms.

When a supply of building material is exhausted, more will be produced. When the soil is exhausted so that food crops and materials for clothing will no longer grow, it will be renewed or more soil will be made. When all the gold and silver has been dug from the earth, if more gold and silver is needed, more will be produced from the Formless Original Substance. The Formless Stuff responds to the needs of man; it will not let him go without anything that's needed.

This is true of man collectively; the race as a whole is always abundantly rich. If an individual is poor, it's because they don't follow the Certain Way of doing things which always makes an individual rich.

The Formless Stuff is intelligent; it is stuff that thinks. It is alive and always striving towards

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; its impelling motive is the increase of life. For this cause, 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.

more life.

It is the natural and inherent impulse of life to seek more life. It is the nature of intelligent life to grow and of consciousness to seek to extend its boundaries and to find a fuller expression.

The Universe has been made by Formless Living Substance, making itself into its current form to be able to express itself more fully.

The Universe is a great Living Presence, always moving naturally toward more life and fuller function.

Nature is formed for the advancement of life; its overpowering motive is the increase of life. Because of that, everything which can possibly add to life is provided to us in abundance. There can't be a lack of anything unless God contradicts himself and nullifies his own works.

To sum it up, you aren't kept poor by a lack of supply of riches. I'll demonstrate a little farther on the fact that even the resources of the Formless Supply are at the command of the man or woman who act and think in a Certain Way.

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; 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.

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 that thinks, and a thought of a form of this substance produces the actual 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 maintain 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 then moves them as it thinks.

Thinking in the form of a slow-growing oak tree, it moves accordingly and produces the tree, though it might take centuries to do that. In creating, the Formless Stuff seems to move according to lines of motion it has

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.

Man is a thinking center, and can originate thought. All the forms that man fashions with his hands must first exist in his thought; he cannot shape a thing until he has thought that thing. And so far man has confined his efforts wholly to the work of his hands; he has applied manual labor to the world of forms, seeking to change or modify those already existing. He has never thought of trying to cause the creation of new forms by impressing his thoughts upon Formless Substance.

When man has a thought-form, he takes material from the forms of nature, and makes an image of the form which is in his mind. He has, so far, made little or no effort to co-operate with

already established. The thought of an oak tree doesn't cause the instant formation of a full-grown tree, but it does start in motion the forces which will produce the tree along the already established lines of growth.

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

Thinking of a certain type of house won't cause the instant formation of the house, but it could cause the motion of creative energies already working in the construction industry to begin the process of the building of the house. If there were no existing channels through which the creative forces could work, then the channels would be created, again resulting in the construction of the house.

No thought of form can be impressed upon Original Substance without causing the creation of the form.

Man is a "thinking center" that can originate thought. Everything that man makes with his hands must first exist in his thoughts; he can't shape a thing until he has thought about that thing.

So far, mankind has limited our efforts solely to the work of our hands; we have applied manual labor to the world of forms, seeking to change or modify those forms that already exist. We have never thought of trying to cause the creation of new forms by impressing our thoughts only on the

Formless Intelligence; to work "with the Father." He has not dreamed that he can "do what he seeth the Father doing." Man reshapes and modifies existing forms by manual labor; he has given no attention to the question whether he may not 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. Man is a thinking center, capable of original thought; if man 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.

Man can form things in his thought, and, by impressing his thought upon formless substance,

Formless Substance.

When man has a thought, he takes materials and makes an image of the form that he has in mind. Again, he has made little or no effort to cooperate with Formless Intelligence; to work "with the Father." For the most part, mankind does not dream that he can "do what he sees the Father doing."

We reshape and modify existing forms through manual labor and give no thought to the question of whether or not we can produce things from the Formless Substance by communicating our thoughts to it.

This book will prove that we can do that; that anyone can. And we'll show you how.

As a first step, we must lay down three fundamental propositions.

First, we assert that there is one original "Formless Substance" from which all things are made. All of the many elements are simply different presentations of one element. All the forms found in organic and inorganic nature are just different shapes made from the same substance.

This substance is a "Thinking Substance." A thought held in it produces the form of the thought. Thought in Thinking Substance produces shapes.

Man is a "thinking center," capable of original thought. If man can communicate his thoughts to the original Thinking Substance, he can cause the creation, the formation, of the things that he thinks about.

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 man's power to cause the formation of the thing he thinks about.

And by experiment, I find the reasoning true; and this is my strongest proof.

If one man 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 man who does what it tells him to do gets rich, that is positive proof until some one goes through the process and fails. The theory is true until the process fails; and this process will not fail, for every man who does exactly what this book tells him to do will get rich.

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

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

To do things in a 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.

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

Every man has the natural and inherent power to

To summarize:-

There is a Thinking Substance from which all things are made, and which, in its original form, permeates, penetrates, and fills the Universe.

A thought, in this Substance, produces the object of the thought.

Man can form things in his thoughts, and by impressing his thoughts upon Formless Substance, can cause the thing he thinks about to be formed.

Can I prove these bold claims? Without going into too much detail, the answer is yes, I can, both by logic and experience.

Reasoning backwards from the phenomena of form and thought, I came to one original Thinking Substance. Reasoning forward from this Thinking Substance, I concluded that man has the ability to cause the formation of the objects he thinks about.

This reasoning is true and here's the proof;

If one man who reads this book gets rich by doing what it tells him to do, that supports my claims. But if everyone who does what this book says gets rich, that is positive proof, and will remain positive proof until someone goes through the process and fails.

The theory is true until the process fails and this process will not fail. Everyone who does exactly what this book tells him to do will get rich.

We've learned that men get rich by doing

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 appearance is easy; to think truth regardless of appearances is laborious, and requires the expenditure of more power than any other work man is 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 appearance of disease will produce the form of disease in your own mind, and ultimately in your body, unless you hold the thought of the truth, which is that there is no disease; it is only an appearance, and the reality is health.

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 appearances of poverty, requires power; but he who acquires this power becomes a MASTER MIND. He can conquer fate; he can have what he wants.

This power can only be acquired by getting hold

things in a Certain Way and to do that, you must become able to think in a Certain Way.

A man'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 have to learn to think the way you want to think.

This is the first step to getting rich.

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

Every man has the natural and inherent power to think what he wants to think, but it takes much more effort to do that when appearances suggest something different. To think according to appearance is easy, but to think the truth regardless of appearances is difficult and requires more strength and energy than any other effort you'll ever perform.

There's no manual labor people shy away from as much as they do sustained, concentrated thought. Thinking is hard work, and it's especially true when the truth is contrary to appearances.

Every appearance in the visible world tends to produce a corresponding form in the mind that observes it. That can only be prevented by concentrating on the TRUTH.

To look at the appearance of disease will produce the image of the disease in your mind and ultimately in your body, unless you hold the thought of the truth. That truth is that there is no disease; it is only an appearance

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.

Man 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 than this monistic one; and you must dwell upon this until it is fixed in your mind, and has become your habitual thought. Read these creed statements over and over again; fix every word upon your memory, and meditate upon

of one, and that health is the reality.

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

To think health when surrounded by the appearances of disease or to think riches when in the midst of the appearance of poverty requires power.

The one who acquires that power becomes a MASTER MIND. He can conquer fate. He can have whatever he wants.

This power can only be acquired by getting hold of the basic fact that is behind all appearances. And that fact is that there is only one Thinking Substance from which and out of which all things are made.

Then you have to grasp the truth that every thought held in this Substance becomes an actual form and that by impressing your thoughts upon it you'll cause them to take shape and become visible, tangible things; they will become reality.

When you realize this, you lose all doubts and fears. You'll know that you can create what you want to create, get what you want to have, and become what you want to be.

As a first step toward getting rich, you must believe the three fundamental statements I've made in this chapter. Again, I'll reemphasize them to make my point very clear:

them until you firmly believe what they say. If a doubt comes to you, cast it aside as a sin. 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 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 faith.

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.

Man can form things in his thoughts and by impressing his thoughts upon Formless Substance, can cause the thing he thinks about to be created.

You have to stop thinking about all the other concepts of the Universe other than this monistic one. You must concentrate and dwell on this until it is fixed in your mind and has become a natural, habitual thought. Read the creed statements over and over again; memorize every word and meditate on the statements until you firmly believe what they say.

If doubts come to mind, toss them aside as a sin. Don't listen to arguments against this idea. Don't go to churches or lectures where a contrary concept of things is taught or preached. Don't read articles online or books that push different ideas. If you begin to doubt and get mixed up in your faith, all of your efforts will be in vain.

Do not ask why these things are true. Don't speculate as to how they can be true. Simply trust that they are truth.

The Science of Getting Rich begins with the absolute acceptance of this faith.

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

Chapter 5: Increasing Life

YOU have to get rid of the idea that there is a God whose will it is for you to be poor; that His purposes are better served by keeping you in poverty.

The Intelligent Substance which is All and in All, that lives in All and lives in you, is a conscious Living Substance. Being a conscious living substance, it has the same inherent desire of every living thing; the increase of its own life. Every living thing must continually seek out the enlargement of its own life. Life, simply in the act of living, must increase itself; it must grow.

A seed dropped into the ground springs into activity and in the act of living produces hundreds of seeds. Life, by living, multiplies itself. It is always becoming more. It must do that to continue to survive.

Intelligence also has the same need to continually increase itself. Every thought we have makes it necessary for us to think another thought; our consciousness is continually expanding. Every fact we learn leads us to the learning of another one; our knowledge continually increases. Every talent we cultivate gives us the desire to cultivate more talent. We are subject to the natural desires of life; to seek growth and expression. We are naturally driven to know more, to do more and to be more.

To know more, to do more and to be more, we must have more. We must have the resources.

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; that is why it is under the necessity of creating things.

The One Substance desires to live more in you; hence 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*

We learn and do and become only by using resources we have at our disposal. You must get rich so you can have more to live more.

Having the desire to be rich is simply the capacity for a “larger” life seeking to be fulfilled through you. Every desire is the effort of an unrealized possibility to be made real. It is power wanting to express itself that causes the desire. The desire that makes you want more money is the same as the desire that makes the plant grow. It is life; life seeking full, complete expression.

The One Living Substance must follow this inherent law of all life. It overflows with the desire to live more fully. That is why it is driven, to create more things, more resources.

The One Substance desires to live more in you. It wants you to have an abundance of everything you could possibly use.

It is God’s desire that you get rich. He wants you to get rich because He can express Himself better through you if you have plenty of resources to use to give Him expression. He can live more in you if you have an unlimited command of everything that life has to offer.

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; decide that this is true.

It is essential, however that *your purpose should harmonize with the purpose of the*

All.

You must want real life, not mere pleasure of 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 man 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 men and do kind things, and be able to play a good part in helping the

Universe, with God's purpose.

You have to desire a real life, not just sensual gratification and pleasures. Real life is only lived when you perform every physical, mental, and spiritual function fully, to the extent of which you're capable, without excesses in any area.

You don't want to get rich so that you can live a life of decadence, to gratify some animal desires; that isn't real life. But the performance of every physical function is part of life and no life is complete by denying the physical impulses of the body through normal, healthy expressions.

You don't want to get rich solely to pursue intellectual pleasures, to acquire knowledge, to satisfy ambitions, to outperform others, or to be famous. All these are legitimate parts of life, but the one who lives only for that will have a sad, partial life. You will never be satisfied.

You don't want to get rich only for the good of others, for the "salvation of mankind," for the joys of philanthropy. These "joys of the soul" are only part of life and they are no better or nobler than any other part.

You do want to get rich so that you can "eat, drink and be merry" when it is time to do those things. You want to be rich so that you can surround yourself with beautiful things, see distant lands, feed your mind, and develop your intellect. You want to get rich because you care about mankind and want to do good things. You want to play a major role in helping the world to

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 he 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 some one 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 any one.

You do not have to drive sharp bargains.

You do not have to cheat, or to take advantage. You do not need to let any man

find truth.

But remember, extreme selflessness is no better and no nobler than extreme selfishness; both are big mistakes.

Get rid of the idea that God wants you to sacrifice yourself for others, that you can gain His favor by doing that. God requires nothing like that from you.

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

You can make the most of yourself only by becoming rich. It is right and commendable that you should give your first and best thoughts to the work of acquiring wealth.

Remember though that the desire of Substance is for all, for the Universe, and its movements must be for more life for all. It can't be pushed to strive for *less* life for anyone or anything, because it is equally in all of us, seeking more riches and more life.

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

Forget about the thought of competition. You are to create, not compete for what is already created.

You do not have to take anything away from any one.

You do not have to drive hard bargains.

You don't have to cheat or take advantage of

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 man 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 man will have more than he has now.

I am aware that there are men 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. Men of the plutocratic 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 racial upbuilding through industrial evolution. Rockefeller, Carnegie, Morgan, et al., 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. 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.*

The multi-millionaires are like the monster reptiles of the prehistoric eras; they play a necessary part in the evolutionary process, but

others. You don't need to have anyone working for you for less than fair wages.

You don't have to long for the property of others or to be envious or jealous of someone; no one has anything that you can't have. You can have anything you desire without taking it away from someone else.

You are going to become a creator, not a competitor. You are going to get what you want, but do it in such a way that when it happens, everyone around you will benefit.

Of course there are men and women who've made huge, vast fortunes by conducting themselves in direct opposition to the above statements. Can I add a word of explanation here?

Many people, who have become very rich, have done so sometimes purely by their extraordinary competitive abilities. Sometimes they have unknowingly attached themselves to Substance, its purposes and movements, in the natural progression and evolution of markets and industry.

Microsoft's Bill Gates, Dell Computer's Michael Dell, Oracle's Lawrence Ellison and other high-tech billionaires, have been the unconscious agents of the Supreme in its work of systematizing and organizing the industry. Their efforts have contributed immensely toward enhancing life for all of us.

Their day "at the top" will eventually be over though, like it was for the Carnegies, Rockefellers and Morgans. Gates and the rest

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 the most abject and wretched of the poor.

Riches secured on the competitive plane are never satisfactory and permanent; they are yours to-day, and another's tomorrow. Remember, if you are to become rich in a scientific and certain way, you must rise entirely out of the 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 bankers and 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 instituted.

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,

have launched the high-tech boom and *will soon be succeeded by the agents of the multitude, who will organize the machinery of the Supreme's next efforts.*

In a way, the multi-billionaires are like the dinosaurs of prehistoric eras; they play a necessary part in the evolutionary process, but the same Power which "produced" them will eventually "dispose" of them. Keep in mind also that many of their lives have not truly been "blessed;" the nasty tabloid headlines about the private lives of some in this class reveal miserable, dismal, lonely lives.

Riches secured through competition are never satisfactory and permanent; they are yours today and someone else's tomorrow. Remember, if you're going to become rich in this scientific and Certain Way, you have to rise entirely above competitive thought. Never think for a moment that the supply is limited.

Just as soon as you begin to think that all the wealth is being "cornered" and controlled by corporations or others, and that you have to push for legislation to stop the "unfair" process, you've become "competitive," and your power to create is gone for the time being. Worse still, you will probably kill the creative movements you had already begun.

KNOW that there is countless billions of dollars worth of gold in mountains around the world that has not yet been mined. Also know that if the gold was not there, more would be created from Thinking Substance to supply your needs.

KNOW that the money you need will come,

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 all 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 any thing 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.

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

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.

Never allow yourself to think for an instant that all the best business ideas will be taken before you are ready to build your business. Never worry about monopolies and corporations. Don't become anxious out of fear that they will come to own everything. Never be worried that you will lose out on what you want because someone else "beats you to it." That can't possibly happen because you aren't seeking anything that is possessed by anybody else. You are causing what you want to be created from Formless Substance and the supply is unlimited.

Memorize and live by these statements:--

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.

Man can form things in his thought, and, by impressing his thought upon Formless Substance, can cause the thing he thinks about to be created.

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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 man more than you take from him*. You cannot give every man 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 any civilized community, is worth thousands of dollars. I take it to Baffin Bay, and by "salesmanship" induce an Eskimo 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.

Chapter 6: How Riches Come to You

WHEN I said that you don't have to drive hard bargains, I didn't mean that you don't have to negotiate or that you are above the need for having to deal with other people. My point is that you won't need to deal with anyone unfairly. You don't have to try to get something for nothing, *but you can give to everyone more than you take from them*.

Of course you can't give everyone more in "market" value than you get, but you can give more in "use" value than the "cash" value of what you get back. The paper, ink, and other material in this book may not be worth the money you pay for it, but if these ideas bring you thousands or millions of dollars, you haven't been taken advantage of by those who sold it to you. They have given you a great "use" value for a small "cash" value.

Suppose I owned a painting by Picasso, which would be worth millions of dollars to a collector. I take it to an isolated village in Alaska and through my "salesmanship" persuade an Eskimo to give me a bundle of furs worth \$5,000 for the painting. Actually, I have really wronged him. He has no real use for the painting; it has no "use" value to him. It will not *add to his life*.

But suppose I gave him a gun worth \$500 for his furs. Then he has made a good bargain. He has use for the gun; it will get him more furs and help supply food. It will add to his life

When you rise from the competitive to the creative plane, you can scan your business transactions very strictly, and if you are selling any man 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 every man 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.

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, 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

in many ways; it will make him rich.

When you rise from the “competitive” to the “creative” plane, you’ll begin to look at your business transactions very differently. And if you are selling a product that doesn’t add more to the buyer’s life than what you receive in exchange, you can afford to stop it. You don’t have to “beat up” anybody in business. If you’re in a business that does “beat up” people, get out of it.

Give everyone more in “use” value than you take from him in “cash” value. When you do that, you’re adding to the life of the world with every business transaction.

If you have employees, they must earn for you more in cash value than you pay them in wages. But you can structure your business so that your employees will have opportunities to advance and that any employee who wants to can grow or advance a little every day.

Your business can do for your employees what this book is doing for you. You can conduct your business in a way that it will be sort of a “ladder” by which every employee that makes the effort can “climb to riches.” You can give them the opportunities; if they don’t pursue them, it won’t be because you’ve “held them down.”

And finally, when I say that you will cause the creation of your riches from the Formless Substance which flows through the Universe, I’m not implying that money will magically form “out of nowhere” and take shape right before

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 man 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 man'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 men 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.

your eyes.

If you want a new car, for instance, I'm not telling you that you are to impress the thought of a new car on Thinking Substance until the car forms in the driveway or your garage. But if you do want a new car, hold onto the mental image of that exact vehicle; "visualizing" it being assembled, fine-tuned and on its way to you. Once you've formed the thought of your new car, have absolute and unquestioning faith that your new automobile is coming. Never think of it or speak of it in any way other than being on its way to you. Claim it as if it is already yours.

What you desire will be brought to you by the power of the Supreme Intelligence, acting upon the minds of others. If you live in Maine, it may be that someone will be brought from Texas or Japan for some transaction which will result in your getting what you want.

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

Never forget, even 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 already caused the creation of all the cars that have been made. It can cause the creation of millions more whenever men set it in motion by their desire and faith and by acting in a Certain Way.

You can certainly have a new car in your driveway. And it is just as certain that you can have anything else you desire to advance

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 or will use for the living of the most abundant life.

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

Once I saw a little boy sitting at a piano, and vainly trying to bring harmony out of the keys; and 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 men. 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

your life as well as the lives of others.

In the Bible, Jesus taught not to hesitate; to be bold when asking big things from God. "It is your Father's pleasure to give you the kingdom..." he said.

Original Substance wants to live through you in every way possible and wants you to have everything you can use to live a rich, abundant life.

If you fix upon your consciousness the fact that your desire for riches is the same, "at one" with the desire of Omnipotence for a more complete expression, your faith will become invincible.

I once saw a little boy sitting at a piano, trying in vain to bring a melody out of the keys. I could tell that he was upset with himself by his inability to play real music. I asked him what was bothering him and he said, "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 life. The music, the Original Substance, was seeking expression through that child at the piano.

God, the One Substance, is trying to live and do and enjoy things through us; through all of 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 my mighty truths and to sing marvelous songs."

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; 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 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 focalize and express the 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 men 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

Everything that is possible is seeking expression through men and women. 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 fine fashion to be beautifully clothed and those who can appreciate good food to dine in luxury.

He wants all these things because He Himself enjoys and appreciates them. 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 works in you to will and to do" said Paul.

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

Don't hesitate to boldly ask big things from God.

Your part is to focus on your desires, then express them to God.

This is difficult for most people because they think that poverty and self-sacrifice are somehow 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 has made all that He can make. They believe that God wants the

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 an anthracite 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 it is so with you and with all of us.

majority of mankind to stay poor because there is not enough to go around. They hold to so much of this erroneous thinking that they are ashamed to ask for wealth. They try not to want more than a very modest existence, just enough to get by and be fairly comfortable.

I once had 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 would be impressed on the Formless Substance. He was very poor, living in a rented house, day-to-day, paycheck-to-paycheck. Because of his circumstances, he could not grasp the fact that all wealth was his.

After thinking it over, he decided that he would be reasonable and ask for a new rug for one of his rooms and a coal stove to heat the house during the cold weather. Following the instructions in this book, he obtained these things in a few months. Then it dawned on him that he had not asked for enough. So he went through the house and planned all the improvements he would like to make; 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 out the furnishings.

Clearly visualizing the entire picture in his mind, he began living in the Certain Way and moving toward what he wanted. He owns the house now and is rebuilding it to fit the mental image he held onto. And now, with still larger faith, he is going on to get even greater things.

	<p>He has proven the passage “unto him according to his faith.” It is that way too with you and with each one of us.</p>
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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 God.

The whole process of mental adjustment and atonement 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

Chapter 7: Gratitude

THE illustrations given in the last chapter pointed out that the first step toward getting rich is to communicate the idea of your desires to the Formless Substance.

That is the truth. And now you'll see that to do that you must be able to relate to the Formless Intelligence in a harmonious, amicable way.

Securing this harmonious relationship is so important that I need to spend some time discussing it here. I'll give you instructions that, if you follow them, will bring you into perfect unity with the mind of God.

The whole process of mental adjustment and atonement can be summed up in one word, simply "gratitude."

First, you believe that there is one Intelligent Substance from which all things come. Second, you believe that this Substance gives you everything you desire. And third, you relate to it with a feeling of deep and profound gratitude.

Many people who otherwise have their lives together in all almost every way are kept in poverty by their lack of gratitude. After having received a gift from God, they then "cut the wires" that connected to Him by failing to acknowledge that their gifts are from Him.

It's not hard to understand that the nearer we are to the source of wealth, the more wealth we'll receive. It's also easy to understand that

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 already have 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 *is a liberation or expenditure of force; it cannot fail to reach that to which it addressed, and the reaction is an*

the soul that is always grateful lives closer to God than someone that never looks to Him with gratitude.

The more we gratefully focus our minds on the Supreme when good things come to us, the more good things we'll receive and the more rapidly they'll come our way. The reason is simply that the mental "attitude of gratitude" draws the mind into closer touch with the source from which the blessings have come, God.

If this is a new concept for you, the idea that gratitude brings you to closer harmony with the creative energies of the Universe, seriously think about it and test it. You'll prove to yourself that it is true. Whether you realize it or not, the good things you already possess came to you because of your obedience to certain laws. Feeling and expressing gratitude will lead to the mindset where even more things will come your way. It will keep you in close harmony with creative thought, with God and prevent you from becoming too competitive.

Gratitude alone can keep you looking toward the All and prevent you from making the mistake of thinking that the supply of riches is limited. To do that is fatal to your hopes and dreams.

There is a Law of Gratitude and it is absolutely necessary that you observe this law if you want to get the results you desire.

The Law of Gratitude is a natural principle that states that action and reaction are

instantaneous movement towards 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, and the squalid and 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 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

always equal and in opposite directions.

Reaching out in gratitude and thankful praise to the Supreme *is a liberation or expenditure of force; it will not fail to reach the One to which it is addressed, and the reaction is an instantaneous movement towards you.*

"Draw near to God, and He will draw near to you." That is a statement of psychological truth.

If your gratitude is strong and constant, the reaction in Formless Substance will be strong and continuous; the movement of the things you desire will always be towards you. Think about the grateful attitude that Jesus took; how He always seems to be saying, "I thank You, Father, that You hear me." You won't exercise much power without gratitude because it is gratitude that keeps you connected with Power, with God.

The value of gratitude isn't limited just to your blessings of the future. Without gratitude, you'll never be satisfied with the way things in your life are now.

The moment you allow yourself to dwell on your dissatisfaction with the way things are now, you begin to lose ground. When you fix your attention on the common, the ordinary, the poor, the squalor and the mean-spirited, your mind takes the form of these things. You then transmit these forms or mental images to the Formless, and the common, the poor, the squalor, and the mean-spirited come to you.

are Thinking Substance, 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. He 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 time thinking or talking about the shortcomings or wrong actions of plutocrats or trust magnates. Their organization of the world has made 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.

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

To allow yourself to dwell upon the inferior is to become inferior and to surround yourself with inferior things.

On the other hand, focusing on the best will result in surrounding yourself with the best and becoming the best.

The Creative Power within us transforms us into the image that we focus on. We are Thinking Substance and Thinking Substance always takes the form that it thinks about.

The grateful mind that is constantly focusing on the best tends to become the best; it takes the form or character of the best and will receive the best.

Also, faith is born out of gratitude. The grateful mind always expects good things and that expectation becomes faith. The reaction of gratitude on your mind is faith and every time you give thanks or express gratitude, your faith increases. If you don't have a feeling of gratitude, you won't have a living faith for long. And without a living faith you can't get rich by the creative method we'll learn about in the following chapters.

It is absolutely necessary to cultivate the habit of being grateful for every good thing that comes to you; to continuously give thanks.

And because everything contributes to your advancement, you should be grateful for everything.

Don't waste time thinking or complaining about the failings or deceits of tycoons or

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, behold they are all very good. Remember that they are all helping to arrange the lines of transmission along which your riches will come to you, and be grateful to them all. This will bring you into harmonious relations with the good in everything, and the good in everything will move toward you.

corporate leaders. What they've done for the world has really produced your opportunity; all you'll acquire comes to you indirectly because of them.

Don't rage against corrupt politicians. Without politicians our society would fall into anarchy and you would have fewer opportunities.

God has very patiently worked a long time to bring us up to this point in industry and government and He will continue with His work. Don't doubt for a moment that He will do away with deceitful, corrupt corporate leaders and politicians as soon as they can be spared. In the meantime, think of them as doing God's will, helping to arrange the processes and means from which your riches will come your way. Be grateful for all of them. This will bring you into a more harmonious relationship with the good in everything and the good in everything will move closer to you.

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 Substance, remember that it must be done by a coherent statement; you must know what you want, and be 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

Chapter 8: Thinking in the Certain Way

TURN back to chapter 6 and reread about the man who formed a mental image of his house and you'll have a good idea of the initial step toward getting rich. You have to form a clear, definite mental picture of what you desire. You can't communicate an idea unless you have it yourself first.

You must have it before you can give it. Many people fail to impress their thoughts to the Thinking Substance because they have only a vague, misty concept of the things they want to do, to have or to become.

It isn't enough to have a general desire for wealth "to do good things." Everybody has that desire.

It isn't enough for you to wish to travel, to see things, to live large, etc. Everybody has those desires.

When you send an email, you don't send the letters of the alphabet in A to Z order and let the recipient try to figure out the message on their own. And you wouldn't pick out random words from the dictionary; you would send coherent sentences that had specific meanings.

When you try to impress your desires on the Substance, remember that it has to be done with a clear, coherent statement. You must know exactly, precisely what you want. You can never get rich or start the creative power

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 steersman 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. There 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 worth while for you to try to carry out the instructions given in this book.

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

The more clear and definite you make your

into action by sending out unclear longings and vague desires.

Go over your desires just as the man in chapter 6 went over his house. See exactly what you want. Visualize it precisely the way you want it to be when you acquire it, when you achieve it.

That clear mental picture of your desires must constantly be on your mind. Just as a pilot has in mind the airport he's flying to, you must keep your face toward "your destination" all the time. You must no more lose sight of your desires than the pilot would lose sight of his flight instruments.

It isn't necessary to practice yoga or some other similar exercise in concentration. You don't need to set aside special times for prayer and affirmation, to "take a vow of silence" or to practice some occult ritual. Although those things might have some value to some, all you really need is to know what you want and to want it badly enough so that it your thoughts stay focused on it.

Spend as much of your usual leisure time as possible contemplating your "picture." It isn't difficult to concentrate on something you really want; it's the things you don't really care about that require a lot of effort to hold and keep your attention.

Unless you really want to get rich, unless your desire is so strong that you can't help but stay focused on that purpose, just as the magnetic North Pole holds the needle of a compass, don't bother trying to carry out the instructions

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

given in this book.

These methods are for people whose desire for wealth is so strong that they'll overcome mental laziness and slacking off and want to work.

The clearer and more defined you can visualize your desire, and the more you dwell on it, bringing out all its wonderful details, the stronger your desire will be. And the stronger your desire, the easier it will be to visualize it, to fix your mind on the picture of your desire.

Something more is necessary though than merely to "see" the picture clearly. If that is all you do, you're only a dreamer and you'll have little or no power to accomplish anything.

Behind your clear vision must be a strong desire to realize it; to bring it out in a tangible way.

And behind this desire must be an invincible and unwavering FAITH that the object of your desire is already yours; that it is "at hand" and that all you have to do is take possession, to grab hold of it.

"Live" in the new house mentally until it takes actual form around you physically. In the mental realm, experience the full enjoyment of the things you want.

"Therefore I say to you, whatever things you ask for when you pray, believe that you receive them, and you shall have them," said Jesus.

Visualize the things you want as if they were actually around you all the time. See yourself

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 man 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 whatsoever he wants.

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

"Use not vain repetitions as the heathen do," said Jesus said to his pupils, "for your Father knoweth the ye have need of these things before ye ask Him."

Your part is to intelligently formulate your desire for the things which make for a larger life, and to get these desire 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 the forgetting Him during the rest of the week. You cannot impress Him by having special hours to go into your closet and pray, if

as owning and using them. Use them in your imagination just as you will 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 your mind, with the full faith that it is actually yours. Hold to this mental ownership and don't waiver for an instant, having faith that it is real.

Remember what was said in the previous chapter about gratitude? You should be as thankful for it all the time now, as you will be when it has taken actual form. The man, who can sincerely thank God for things which he owns only in his imagination, has real faith. He will get rich. He will cause the creation of whatever he wants.

You don't need to repeatedly pray for things you want. It isn't necessary to tell God about it over and over every day.

"And when you pray, do not use vain repetitions as the heathen do," said Jesus to his pupils, *"for your Father knows the things you have need of before you ask Him."*

Your part is to intelligently, clearly formulate your desire for the things that will make for a larger life and to arrange these desires into a coherent, whole picture. Then you impress your Whole Desire upon the Formless Substance, which has the power and the will to bring you what you want.

You don't make this impression by repeating strings of words; you make it by maintaining

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."

The whole matter turns on receiving, once you have clearly formed your vision. When you have formed it, it is well to make an oral statement, addressing the Supreme in reverent prayer; and from that moment 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 imaginary environment and financial condition. 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 the 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

your vision with an unshakable PURPOSE to attain it and with the steadfast FAITH that you will attain it.

The answer to prayer doesn't depend on your faith while you are *talking*; but depends on your faith while you are *working*.

You can't impress God by having a special Sabbath day set apart to tell Him what you want and then forgetting about Him the rest of the week. You won't impress Him by having a special time to go into a closet and pray if you then forget about it until your next "prayer time" comes around.

Praying aloud is good and has an effect on you especially when you're clarifying your vision and strengthening your faith. But it isn't your verbal prayers that get you what you want. To get rich you don't need a special "prayer time," you need to "*pray without ceasing*." And by "prayer," I mean to focus on your vision, knowing that you will cause the creation into solid form of the object of your prayers and having the faith that you are already doing so.

"*Believe that you receive them.*"

Once you have clearly formed your vision, its then becomes about the "receiving." When you have formed a clear picture of your desires, declare it aloud to the Supreme in heartfelt, respectful prayer. From that moment, in your mind you must "receive" what you've asked for. Live in the new house; wear the stylish clothes; ride in the new car; go on the cruise and confidently make plans for

this fact, it is here that you must learn the proper use of the Will.

additional vacations.

Think and speak of all the things you have asked for as if they are already in your possession. Imagine your surroundings and financial condition exactly as you want them, then “live” all the time in your imaginary surroundings and ideal financial condition.

Remember though that you’re not doing this as a mere dreamer; hold on to the FAITH that what you’ve imagined is being realized. Hold on to the PURPOSE of realizing your vision. It is faith and purpose in the use of the imagination which make the difference between the scientist and the dreamer.

Having learned these facts, it’s now time for you to learn the proper use of the Will.

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, as well as

Chapter 9: How to Use the Will

TO get rich in a scientific way, you don't try to apply your willpower to anything or anyone outside of yourself.

Besides, you have no right to do that.

It's wrong to force your will upon others in order to get them to do what you want done.

It's just as wrong to coerce people by mental or emotional means as it is to coerce them with physical bullying. If compelling people by force 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 force is robbery, then taking things by mental and emotional force is also robbery; there's no difference in principle.

You have no right to use your willpower upon another person even if it is "for his own good." You don't really know what is "for his good."

The Science of Getting Rich doesn't require you to apply power or force to any other person, in any way. There isn't the slightest reason for doing that. In fact, any attempt to force your will upon others will usually defeat your purpose; it will backfire.

Don't try to force your will on things to make them to "come" to you. That would be like trying to coerce God. That's foolish and useless, not to mention disrespectful.

irreverent.

You do not have 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

Besides, you couldn't "force" God to give you anything, any more than you could use willpower to make the sunrise.

Don't try to use your willpower to overcome "evil spirits" or "bad karma"; to make them "work for you." God will take care of those things for you.

Substance is friendly. It's on your side and is as anxious to give you what you want as you are to get it.

To get rich you only need to use your willpower on yourself.

When you know what to think and what to do, you then "force" yourself through willpower to think and do the right things. That is the only legitimate use of willpower in getting what you want; using it to make yourself take the right course of action.

Use your willpower to keep yourself thinking and acting in the Certain Way.

Don't think that you can "project" your will or your thoughts out into space to manipulate things or people.

Keep your mind "at home." It can accomplish more there than anywhere else.

Use your mind to visualize the images of things that you want and to hold that vision with faith and purpose.

Use your willpower to keep your mind working in the Right Way.

Using your willpower, you'll develop a strong, continuous faith and purpose while getting

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 I 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 who try to make use of "mental science" in getting rich 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. Notice how insistent Jesus was upon this point of belief; and now you know the reason why.

Since belief is all important, it behooves you to guard your thoughts; and as your beliefs will be

rich quicker. You'll be making only POSITIVE impressions upon Substance, not neutralizing or offsetting them by negative impressions, negative thoughts.

The vision of your desires, held strong through your faith and purpose, is "taken up" by the Formless that projects and permeates it, throughout the entire Universe, for all we know.

As this impression spreads, all things begin moving toward realization. Every living thing, every inanimate thing and even things not yet created are stirred up to bring into being the object of your desire. Forces begin to exert themselves in that direction, everything moving towards you. The minds of people everywhere are influenced to do the things that are needed to fulfill your desires. All this work is happening for you, unconsciously.

Be warned that you can hinder or halt all of these forces working for you by inserting even a small negative impression into 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. Not understanding this is why most people who try to use these techniques fail in their efforts to get rich.

Every moment you spend with fear, every minute you spend worrying, every hour you spend with doubts and unbelief sets the current of forces of Intelligent Substance

shaped to a very great extent by the things you observe and think about, it is important that you should command 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 charitable work, or charity movements; all 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

away from you.

“All the promises are unto them that believe and unto them only.”

Jesus was insistent about this point of belief and now you know why.

Since belief is so important, it's in your best interest to guard your thoughts. Since your beliefs are shaped by things you observe and think about, it's very important that you should be aware of what you think about.

And this is where your will comes in, because it's your willpower that determines what you think about, what you pay attention to.

If you want to become rich, you must not spend time thinking about being poor.

Things are not brought into being by thinking about their opposites. Health is never achieved by thinking about disease; righteousness doesn't come by thinking about sin, and no one ever got rich by studying poverty and thinking about being poor.

Don't talk about being poor; don't think about it or concern yourself with it. What caused it or how you got there doesn't matter.

What concerns you is the cure.

Don't spend your time doing charitable work or with charity organizations. Most charities only perpetuate the conditions they aim to eradicate.

I'm not saying that you should be hard-hearted and unkind, that you should refuse to

"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. 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 wide-spread 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 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 will cause them to rise out of their misery. If you

hear the cries of those in need. I am saying that you must not try to eradicate poverty by any of the current, conventional methods.

Put poverty behind you and put all that pertains to the poor behind you. You are going to "make good" by getting rich.

Getting rich is the best way for you to help the poor.

You can't maintain the mental images that will make you wealthy if you fill your mind with images of poverty. Don't read about or watch programs covering the misery in the slums or the squalor of a third world country and so on. Don't fill your mind with gloomy images of desperation and suffering.

You won't help the poor one bit by knowing about their conditions. The widespread knowledge of their suffering does nothing to do away with their poverty.

What does do away with poverty is not the planting of poverty images in your mind, but instead getting pictures of wealth into the minds of the poor.

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

Poverty can be eliminated, not by increasing the number of well-off people who think about poverty, but by increasing the number of poor people who think about getting rich.

The poor don't need charity; they need inspiration.

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 man who becomes rich by competition throws down behind him the ladder by which he rises, and keeps others down; but every man who gets rich by creation opens a way for thousands to follow him, 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.

Charity only gives them a bowl of rice or loaf of bread to keep them alive in their same miserable conditions. Charity might make them forget about their desperate state for an hour or two.

But it is inspiration that will cause them to rise up out of their misery.

If you want to help the poor, demonstrate to them that they can become rich. Prove it to them by first getting rich yourself.

The only way poverty will ever be eliminated 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.

Everyone who becomes rich by competition “climbs the ladder” and then throws it down to keep others from rising up.

But every person who gets rich by creation opens the way for thousands to follow and inspires them to do it as well.

You aren't being cold or heartless when you refuse to pity poverty, see poverty, read or watch about poverty. You're not uncaring or unfeeling when you don't think or talk about it or listen to those who lecture or preach about it.

Use your willpower to keep your mind OFF of the subject of the poor and poverty and instead keep it fixed, with faith and purpose, ON the vision of what you want.

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.

"Let the dead bury their dead," as Jesus said.

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; and what can you gain by giving heed to conflicting theories?

Do not read religious books which tell you that the world is soon coming to an end; and do not read the writing of muck-rakers 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 wonderful Becoming.

True, there may be a good many things in

Chapter 10: Further Use of the Will

YOU will not hold on to a true, clear vision of wealth if you constantly focus your attention on opposing images, real or imagined.

Don't talk about your past or present financial struggles. If you've had financial troubles, don't think about them at all. Don't share stories about how poor your parents were or the hardships of your childhood. When you do, you're mentally classifying yourself with the poor for the time being and that will certainly slow down the movement of things in your direction.

"Let the dead bury their dead," as Jesus said.

Put poverty and everything about being poor completely behind you.

You have now accepted a certain theory of the Universe and you're putting all your hopes of happiness on this theory being correct. What can you gain by paying attention to conflicting theories?

Don't read religious books that predict the world is coming to an end soon. Don't read, watch or listen to the "gloom and doom" philosophers who tell you that it is going to the hell.

The world is not going to hell; it is going to God.

True, there are many things in today's world that are disagreeable, disheartening and even disgusting, but what good comes from focusing on them when doing that only tends to keep

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 check 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 considering 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; ignore 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.

them in the forefront? Why spend time and attention on things that ultimately will be removed by natural, evolutionary cycles? Why not hasten their removal by promoting your own growth?

No matter how horrible conditions are in certain countries, cities or regions, you waste your time and destroy your own chances by worrying about them.

Instead, you should concern yourself with the world and everyone in it becoming rich.

Think of the riches the world could be coming into, instead of the poverty it struggles to grow out of. Keep in mind that the only way you can assist the world in growing rich is by growing rich yourself through the creative method, not the competitive one.

Give your complete attention to riches while completely ignoring poverty.

Whenever you think or speak about the poor, think and speak of them as if they are becoming wealthy; someone who should be congratulated rather than pitied. Only then will they and others be inspired to begin the search for a way out of their poverty.

When I say that you should devote your entire time and mind and thoughts to riches, it doesn't mean that you should be unpleasant or mean.

To become wealthy is the noblest aim you can have in life because it really includes every area of your life.

When you're competitive, the struggle to get rich is a godless scramble for power over

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 other men; but when we come into the creative mind, all this is changed.

All that is possible in the way of greatness and soul unfoldment, of service and lofty endeavor, comes by way of getting rich; all is made possible by the use of things.

If you lack for physical health, you will find that the attainment of it is conditional on your getting rich.

Only those who are emancipated from financial worry, and who have the means to live a care-free existence and follow hygienic practices, can have and retain health.

Moral and spiritual greatness is possible only to those who are above the competitive battle for existence; and only those who are becoming rich on the plane of creative thought are free from the degrading influences of competition. If your heart is set on domestic happiness, remember that love flourishes best where there is refinement, a high level of thought, and freedom from corrupting influences; and these are to be found only where riches are attained by the exercise of creative thought, without strife or rivalry.

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 riches, to the exclusion of all that may tend to

others. But when we come into the creative mind, all that changes.

All that is possible in the way of greatness and fulfillment, of service and selfless endeavors, comes by way of getting rich. Remember, everything is made possible by the use of resources.

If you're in poor physical health, you'll find that becoming healthy is conditional on becoming wealthy.

It's only when you are free from financial worries, when you have the financial means to live a care-free life combined with a good and common-sense lifestyle that you'll have and keep good health.

Moral and spiritual greatness is possible only to those who remain above the competitive battle for their existence. Only those becoming rich through creative thought are free from the demeaning and degrading side-effects of competition.

If you really desire domestic happiness, remember that love flourishes best where there is style and elegance, stimulating thought and the freedom from distracting negative influences. Circumstances like that are only found where riches come through the exercise of creative thought, without the strife or rivalry that competition brings.

Let me repeat this; you can have no goal greater or nobler than becoming rich. You must focus your attention on visualizing riches, to the exclusion of everything else that might dim or

dim or obscure the vision.

You must learn to see the underlying TRUTH in all things; you must see beneath all seemingly wrong conditions the Great One Life ever moving forward toward fuller expression and more complete happiness.

It is the truth that there is no such thing as poverty; that there is only wealth.

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 by travel it; and 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 metaphysical and occult 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 man in no more effective way than by getting rich; that is, if you

obscure that vision.

You must learn to see the underlying TRUTH in everything. You have to see beneath the surface of the seemingly “wrong” conditions, knowing that God, the Intelligent Substance of life, is always moving forward toward a fuller expression and more complete happiness.

Do you believe the truth that there is no such thing as poverty; that there is only wealth?

You should. Many people stay poor because they are ignorant of the fact that there is wealth “waiting” for them. These people are best taught by your example, showing them the way to affluence with your actions and practices.

Others that are poor might feel that there is a way out, but they are too intellectually lethargic to put forth the mental effort necessary to find that way out and pursue it. For people like this, the best thing you can do is to stir up their desire by showing them the happiness that comes from being rightly, honestly wealthy.

Still others are poor because, while they acknowledge some ideas of the Science of the Mind, they have become so lost in a maze of new age and occult theories that they don’t know which path to take. They try a mixture of many things and fail in all of them. Again, for these people the best thing to do is to show the right way through your own life. An ounce of “doing” is worth a pound of theorizing.

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

There is no more effective way for you to serve

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 man has yet formulated a briefer or less complex "system" than the one set forth herein; 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; but until you are quite sure that you have gained what you want, do not read anything on this line but this book, unless it be the authors mentioned in the Preface.

And read only the most optimistic comments

God and man than by getting rich, providing you become wealthy by the creative method and not by the competitive one.

We have claimed that this book will give you detailed principles of the Science of Getting Rich. If that is true, and it is, you don't need to read or study anything else on the subject of getting rich.

That statement might come across as closed-minded and egotistical but think about this; there is always only one shortest distance between two points. Scientifically speaking, there is only one way to think, and that is to think in the way that is the most direct and simple route to the goal.

No one has created a "formula" that is briefer or less complex than the "system" in this book. It has been stripped of all filler, fluff and non-essentials. When you begin down the path this book takes you, put all of the "get rich quick" theories aside; put them out of your mind completely.

Read from this book every day; keep it with you; memorize the principles, and don't even think about other "systems." If you do entertain other theories, you'll begin to have doubts. When your thoughts waver, when you become uncertain, you will begin to experience failures.

After you've become rich and successful, you can dabble with other systems and theories all you want to. But until you're certain that you have gained everything you desire, that you're as wealthy as you want to be, don't expose yourself to any other material along these lines

on the world's news; those in harmony with your picture.

Also, postpone your investigations into the occult. Do not dabble in theosophy, Spiritualism, or kindred studies. It is very likely that 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 their own problems to solve; 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.

Man 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, man must pass from the competitive to the creative mind; he must form a clear mental picture of the things he wants,

except for this book. (The books mentioned by the author in the Preface would be acceptable.)

Read and watch only the most optimistic coverage and comments about world news, only stories that are in harmony with your personal picture. Don't fill your mind with stressful, negative images of which you can do nothing about.

Avoid completely anything having to do with the occult. Don't dabble with fortune tellers, palm readers, astrologers, spiritualism, numerology, witchcraft, new age studies and mediums who claim to be in contact the dead. Remember that Jesus said "*Let the dead bury their own dead,*" and leave it at that.

If you begin to experiment and mix with the occult, you'll start mental and emotional turmoil and confusion that will certainly wreck your hopes and desires for a better life.

This and the preceding chapters have brought us these statements 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.

Man 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, man must pass from the competitive to the creative mind; he must form

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.

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.

We are now ready to proceed to the next principle; why we must live and act in a Certain Way.

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 metaphysical 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 man can create directly from Formless Substance without nature's processes or the work of human hands; man 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, men's affairs will be so ordered that some one will be led to mine the gold for you; other men's business transactions will be so directed that the gold will be brought toward you, and you must so arrange your 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

Chapter 11: Acting in the Certain Way

THOUGHT is the creative power, the driving force that causes the creative power to take action. Thinking in a Certain Way will bring you riches, but you can't rely on thought alone while ignoring personal action. That is the "glitch" that has tripped up many otherwise intelligent "creating wealth" thinkers; the failure to connect thoughts with personal action.

Mankind has not yet reached the stage of development, if there is such a stage, in which we can create directly from Formless Substance without the forces of nature or the work of human hands. We must not only use our minds, but we have to take personal action to supplement our thoughts.

With thought, you can cause the gold in the mountains to be "propelled" toward you. But it won't mine itself, refine itself and coin itself into American Eagles that come rolling down the street looking for your address.

Because of the driving power of the Supreme Spirit, a process will be started in which someone will mine the gold, others will refine it and coin it, and still others will arrange transactions that will direct it towards you, as long as your own affairs will enable you to receive it.

Your thoughts make all things, animate and inanimate, work to bring you what you want. But your personal activities must be done in

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 the 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; so that you can meet the things you have in your picture, and put them in their proper places as they arrive.

such a way that you can receive what you want when it reaches you. You aren't going to receive anything as charity and you aren't going to steal it. Remember that you must give everyone more in "use" value than they give you in "cash" value.

The scientific use of thought consists in forming a clear, distinct mental image of what you want, holding on tight to the purpose of getting what you want and realizing with a grateful faith that you will indeed get it.

Don't try to "project" your thoughts in any mysterious, cult-like ways, with the idea of having them go out and "do things" for you. That is a waste of time and effort, not to mention how it might affect your sanity.

Let's recap the role of your thoughts in getting rich; 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 is to focus on your vision, stick to your purpose and maintain your faith and gratitude.

But you have to act in a Certain Way so that you can "take possession" of what is yours when it comes to you; so that you can "claim" the things you have visualized and then put

You can really see the truth of this. When things reach you, they will be in the hands of other men, who will ask an equivalent for them.

And you can only get what is yours by giving the other man what is his.

Your pocketbook is not going to be transformed into a Fortunata's purse, 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 combined. 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

them in their proper places when they arrive.

You really can see the truth of this. When things "reach" you, they're owned or controlled by other people, who then ask you for something of equivalent value in return.

Never forget that you can only get what is yours by giving the other party what is theirs.

Your bank account is not going to be transformed into a "bottomless" account, magically always full of money without any effort on your part.

This is the main, crucial point in the Science of Getting Rich; it is here where thought and personal action must be combined. There are many people who, consciously or subconsciously, have set the creative forces into action with their strength and persistence of desires, but remain poor because they aren't prepared for the arrival of the things they desire when they come to them.

By your thoughts, the things you want are brought to you. By your actions, you're able to receive them.

Whatever your action needs to be, it is crucial that you must act NOW.

You can't change your actions of the past. In fact, it is essential for the clarity of your mental vision that you dismiss the past from your mind.

You can't "act in the future," because the future is not here yet. And you don't really know how you'll want to act in any future

when it arrives.

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 to-day'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

situation until that situation has arrived.

Because you are not in the right business or right location today, don't think that you have to postpone taking action until you get into the right business or location.

Don't spend present time thinking about the best course of action in possible future emergencies. Have faith in your ability to meet any emergency head-on when and if it arrives.

If you act "in the present" with your mind "on the future," your actions will be with a divided mind, and won't be nearly as effective as they could be.

Put your whole mind into present action.

Don't give your creative energies to Original Substance and then think that you can kick back, relax and wait for results. If you do that, you'll never see good results.

Act now. There is never any time but "now" and there never will be any time but "now." If you are ever going to be ready for the arrival of what you desire, you must begin to act now, today.

Your actions, whatever they are, most likely will be within the context of your present business or employment. Your actions most likely will involve people and things in your present environment.

You can't act somewhere that you're not; you can't act somewhere that you've been and you can't act somewhere that you're going to be. You can only act where you are right now.

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 those 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 man was ever so misplaced but that he could not find the right place, and no man ever became so involved in the wrong business but that he could 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 to move the

Don't worry about how you did yesterday's work; whether or not you did the job well. Concentrate on doing today's work as well as you can do it. Don't try to do tomorrow's work today; there will be plenty of time to do that when you get to it.

Don't try by some mystical means to influence people or things that are out of your reach.

Don't wait for a change of your environment or location before you act; cause a change to take place by your actions. You can act in your current environment in a way that will cause you to be transferred to a better environment, a better location.

With faith and purpose, hold fast to the vision of yourself in that better environment, but act now in your current environment with all your heart, all your strength and with all your mind.

Don't spend time daydreaming or fantasizing; hold on to the one vision of what you want and act NOW.

Don't run around looking for some "new thing" or some unusual, "earth shattering" action to perform as a first step towards getting rich. It is probable that your initial steps, at least for the time being, will be steps that you've performed some time past. The difference is that now you'll perform these actions in the Certain Way, which will surely make you rich.

If you are currently in a business and feel that it isn't the right one for you, don't wait until you get into the "right" business before you begin to act.

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.

Man 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, man 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

Don't be discouraged; don't sit around complaining that you're not where you think you should be. Everyone that finds themselves in the "wrong" place can find the "right" place and everyone involved in the "wrong" business can get into the "right" business.

Hold tight to the vision of yourself in the "right" business with the purpose of getting into it, and have faith knowing that not only that you'll get into it, but that you actually are getting into it. But do that while you 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, when held with faith and purpose, will cause the Supreme to move the right business toward you. Your actions, when performed in the Certain Way, will cause you to move toward the "right" business.

If you are an employee and feel that you have to change places in order to get what you want, don't just 'project" your thoughts into the Universe and hope it will get you another job. It will probably won't.

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

Your vision and faith will set the creative forces in motion that will bring it toward you and your actions will cause the forces in your

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.

That he may receive what he wants when it comes, man must act NOW upon the people and things in his present environment.

current environment to move you toward the place you want to be.

In closing this chapter, we now 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.

Man 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, man 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.

That he may receive what he wants when it comes, man must act NOW upon the people and things in his present environment.

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 man 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 man 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 retarded only by those who do not fill the places they are holding; they belong to a former age and a lower stage or plane of life, and their tendency is toward degeneration. No society could advance if every man 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;

Chapter 12: Efficient Action

YOU MUST use your thoughts as we explained in the previous chapters. You must begin to do what you can do wherever you are. And you must do ALL that you can do where you are RIGHT NOW.

You can advance only by being “larger” than your present circumstances. No one can be “larger” than their present situation if they leave undone or half-done any of the duties of their current situations.

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

If everyone only half-performed in their present positions, it isn’t hard to imagine that the world would soon be going “backwards” in almost every way. People who “don’t quite” perform on the job are a dead weight upon society, government, business and industry. These people have to be carried along by others at considerable effort and expense. The progress of the world is retarded by those that don’t do more than simply “fill” the positions they hold. They belong on a lower plane of life and their lives will only worsen and degenerate. No society can advance if everyone in it is “smaller” than their place.

Social evolution is guided by the law of physical and mental evolution. In the animal world, evolution is caused by an “excess” of life. When an organism has more life than it can express within the realms of its own plane, it develops the organs of a higher

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 everyday 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 in so far 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; 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 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

plane and a new species originates.

There never would have been any new species had there not been organisms which "outgrew" their places. The law is exactly the same for you. Getting rich depends upon you applying this principle to every area of your life.

Every day is either a successful day or a day of failure. The successful days get you what you want. If everyday is a failure, you'll never get rich. On the other hand, if every day is a success, you can not fail to get rich.

If there is something you can accomplish today and you don't do it, in a way you have failed and the consequences can be more disastrous than you can imagine.

You can't foresee the results of seemingly trivial acts. You don't realize the workings of all the forces that have begun moving in your behalf. Much more than you realize may be dependant on you doing some small, simple act. It might be the very thing that would open your door of opportunity to very great possibilities. You never know all the combinations which Supreme Intelligence is lining up for you in the world of resources and human relationships. Your neglect or failure to do some small, trivial thing might cause a long delay in getting you what you want.

Every day DO ALL that can be done that day.

Of course there are limitations and qualifications that you have to consider.

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 or 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 questions 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

Don't overwork yourself. Don't rush into things blindly in an effort to do the greatest possible number of things in the shortest possible time.

Don't try to do tomorrow's work today or to do a week's work of work in one day.

It isn't the number of things you do, but the EFFICIENCY of each thing you do that counts.

Every act you perform, in and of itself, is either a success or a failure.

Every act you perform, in and of itself, is either efficient or inefficient.

Every inefficient act is a failure and if you spend your life 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 and if every act of your life is an efficient one, your whole life **MUST** be a success.

Failure is caused by doing too many things in an inefficient manner and not doing enough things in an efficient manner.

You'll learn this as you go. It will become evident that if you don't do things inefficiently but instead accomplish a number of things efficiently, you will become rich. If right now it's possible for you to make each act an efficient one, you'll see that getting rich is reduced to an exact science.

efficient you have only to put power into it.

Every action is either strong or weak; and when every one 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 fail who separate mental power from personal action. They use the power of mind in one place and at one time, and they act 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 as in the nature of things 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 man 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

Then it's a matter of whether you can make each separate act you perform a success. You can certainly do that.

You can make each act you perform a success because ALL Power is working with you. Remember, ALL Power cannot fail.

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

Every action you take is either strong or weak. When every one of your actions is strong, you are acting in the Certain Way, the way that will make you rich.

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

It's at this point that people who try to separate mental power from personal action fail. They use the power of their mind in one place at one time, and then act another way in another place and time. Many of their acts are not successful by themselves; many of them are inefficient. But if ALL Power goes into every act, no matter how trivial or commonplace, every act performed will be a success.

It is the nature of things that every success opens the way to another success. Your progress toward what you want and the pace of what you want coming towards you, will rapidly increase.

Remember that successful action is

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.

Man 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, man must pass from the

cumulative in its results. Since the desire for more life is inherent in everything, when you begin to move toward a larger life, more things attach themselves to you and your influence on what you desire is greatly multiplied.

Every day DO ALL that can be done that day and do each act as efficiently as you can.

Saying that you should hold on to your vision while you do each act, however trivial or commonplace, doesn't mean that you have to picture your vision's smallest details with everything you do. Do that during your time off, when you use your imagination to work out the details of your vision; to contemplate them until they are firmly ingrained on your mind.

If you want rapid results, spend all your spare time visualizing the life you desire.

By continuously contemplating your vision, you get a detailed picture of what you want so firmly fixed in your mind and so completely transferred to the mind of Formless Substance, that in your working hours you only have to remind yourself of that picture. That will stimulate your faith and purpose, causing you to give your best efforts in everything you do.

Contemplate your vision in your off-hours until your consciousness is so aware of it that you can instantly grab hold of it. You'll become so enthused with your future's bright promises that just the slightest thought of it will bring out the strongest energies of your

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

entire being.

Let's end this chapter by again repeating our syllabus and by slightly changing the closing statements to bring us to the point we've 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.

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

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 men 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, a 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

Chapter 13: Getting into the Right Business

SUCCESS in any particular field depends largely on whether or not you possess the natural abilities appropriate to the business.

Without musical talent, you probably wouldn't succeed as a concert pianist. Lacking some mechanical aptitude, you aren't likely to have much success as an auto mechanic. Without a knack for computer science and engineering, you'd struggle to become wealthy as a software designer.

However, being talented in your particular vocation doesn't insure that you'll get rich. There are remarkable musicians who remain poor, well-trained and skilled mechanics who struggle financially and software design geniuses creating programs that are headed towards failure.

Talent, aptitude and skills are "tools" and it is important to have good tools. But it's also essential that you use your "tools" the Right Way. One man can take a jigsaw, a square, a miter and a glue gun and build a beautiful piece of furniture while another one, using the same tools and materials to try and duplicate the piece, constructs a hideous, unrecognizable wooden mess. To be successful, you have to know how to use good tools in a successful way.

The abilities of your mind are the "tools" you must work with that will make you rich. It will be much easier for you to succeed if you get

make you rich; 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 man 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 for 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 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 point 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.

into a business for which you are well-equipped with good "mental tools."

Generally speaking, you'll do best in a field that uses your strongest talents; the one for which you are naturally "gifted." There are limitations to that statement though. No one should feel "stuck" or "trapped" in a vocation because they happened to have been born with the "natural abilities" required for that job.

You can get rich in ANY business. If you don't have the required skills for a field, you can learn those skills. What that means though is that you'll have to develop your "tools" as you go along instead of using the abilities that come naturally; the "tools" you were born with. It will be EASIER for you to succeed in a business for which you already have well-developed talents.

You CAN succeed in any vocation because you can develop the basic talents to succeed. And remember, there really aren't any talents that you don't already possess at least the basic starting points for.

You will get rich more easily if you do what you are best suited for. But you will also get rich if you do what you really WANT to do.

Doing what you want to do is "real" life. There's no genuine satisfaction in a life in which we feel forced to do something we don't like doing and can never do what we really want to do.

You can do what you want to do. Having the desire to do it proves that you have within you

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 things else 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

the power which *can* do it.

Your desire is a manifestation of that power.

The desire to play music is the power, the talent that can play music, seeking to develop and express itself. The desire to create software is the engineering and computer science talent seeking to develop and express itself.

Where there is no power, developed or undeveloped, to do something, there is never a real desire to do that thing. Where there is a strong desire to do something, it's proof that the power, the ability to do it, is strong, and it only needs to be developed and applied in the Right Way.

All things being equal, it is best to select the business for which you have the best developed talents. But if you do have a strong desire to be in another line of work, you should make that your ultimate goal.

If you have the desire, you have the ability to fulfill it; you were meant for that other line of work.

You can do what you want to do. It is your right and privilege to pursue the business or career which you'll enjoy the most.

You aren't obligated to do what you don't like to do and you shouldn't do it unless it's a means to bring you to the things that you really want to do.

If the consequences of past mistakes have put you in a business or environment you don't want to be in, you might be forced to do what

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.

you don't like doing for awhile. You can make the circumstances somewhat more enjoyable though, knowing that what you're doing now will make it possible for you to do what you want later.

If you feel like you're not in the right profession, don't be too quick in trying to get into another one. Usually the best way to change business or environment is by growth.

Don't be afraid to make a sudden or radical change if the right opportunity presents itself. Only do that though after you've carefully considered the opportunity. And never make a sudden or radical change when you have any doubts about it.

There is never any hurry on the creative plane and there will never be a lack of opportunities.

When you get out of the competitive mindset, you'll understand that you never need to act too quickly. No one else is going to beat you to what you want to do; there is enough for everybody. If one opportunity is taken, another, better one will open for you eventually; there is plenty of time. When you are in doubt, wait. Fall back on your vision, increase your faith and purpose and by all means, in times of doubt and indecision, nurture your gratitude.

A day or two spent concentrating on the vision of what you want and giving thanks knowing that you're getting it, will bring you into such close relationship with the Supreme that you will make no mistake when you do decide to

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 All 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 plane 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.

act.

There is a “mind” that knows all there is to know. You can come into close unity with that mind through your faith and purpose to advance in life, as long as you have deep gratitude.

Mistakes come from acting too quickly, from acting out of fear or doubt, or when you’ve forgotten the Right Motive, which is more life for all and less for no one.

As you go through life in the Certain Way, more and more opportunities will come to you. Remember always to be very steady in your faith and purpose and to keep in close touch with the All Mind through your always 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 the moment you begin to hurry, you’ll cease being a “creator” and instead become a “competitor,” dropping you back to the old plane again.

Whenever you find yourself in a hurry, call a “time out,” fix your attention on the mental image of what 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.

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 a Certain Way.

And in so far as your business consists in dealing with other men, 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 hence he is forever seeking more. This law of perpetual increase is set forth by Jesus in the parable of

Chapter 14: The Impression of Increase

WHETHER or not you change occupations, the actions you take today must pertain to the business you're in today.

You can get into the business you want to by doing your best in the business you're already in. And you'll do that by doing everything in a Certain Way.

In all of your business interactions with others, whether personally, on-line or on the phone, the focus of your efforts must be to convey to them the impression of growth.

Growth is what all men and all women are seeking. It is the Formless Intelligence within them seeking to express itself.

The desire for growth is inherent in all of nature. It's the basic impulse of the universe. All human activities are based on the desire for growth, for increase. People seek more or better food, stylish clothes, bigger homes, more luxury, more beauty, more knowledge, more pleasure; they seek growth in something. They seek growth in life.

Every living thing has this necessity for continuous advancement. Where the desire for an increase of life ceases, dissolution and death set in.

We all instinctively know this and because of that, we are always seeking more. This law of perpetual growth is explained by Jesus in the parable of the talents; "*For everyone who*

the talents; only those who gain more retain any; from him who hath not shall be taken away even that which he hath.

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 him 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 Man, 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,

has will be given more, and he will have an abundance. Whoever does not have, even what he has will be taken from him."

The normal desire for increased wealth is not evil or something reprehensible; it is simply the desire for more abundant life; it's normal aspirations.

And because it's one our deepest instincts, we all are attracted to someone who can give us more of what we want out of life.

In following the Certain Way as described in these pages, you're getting continuous growth for yourself and you're giving it everyone you deal with.

You are a "creative center," and from you, increase is given off to everyone.

Be very certain of this, and make sure you convey that fact to every man, woman, and child you come in contact with. No matter how trivial the transaction, even if it's just a soda to a child, be sure you do it with the attitude and thought of "growth," and make sure the other party is aware of it.

Give the impression of growth and increase in everything you do, so that people will know that you are "going somewhere," and that you're taking others with you. Even with those you socialize with, without any thought of ever doing any business, give off the impression of growth, of increase.

You'll give them this impression by having the unshakable faith that you are in fact "going places," 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

and fill everything you do.

Do everything with the firm conviction that you are advancing in life and that you are helping those around you advance as well.

Feel that you are getting rich and that by doing that you're making others rich along with you.

Don't boast or brag of your success or talk about it unnecessarily. True faith never boasts. Wherever you find someone that brags a lot, you're seeing someone who is really is doubtful and afraid.

Feel the faith and "let it out" in every transaction. Let your acts, attitude and appearance express a quiet assurance that you are getting rich; that you're already rich. Words won't be necessary to communicate the feeling to others; they'll feel the sense of increase in your presence and will be attracted to you.

You need to impress others in this way so that they'll want to associate with you for their own benefit. Be sure to give them a "use" value greater than the "cash" value you receive from them.

Take pride in doing this, letting everybody know it, and you'll never have a shortage of customers. People gravitate towards successful people. The Supreme, which desires success in all of us and knows everything, will move men and women towards you who have never even heard of you.

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 in 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 men.

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; this 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.

Jesus saw in this desire for mastery the moving impulse of that evil world He sought to overthrow. Read the twenty-third chapter of Matthew, and see how He pictures the lust of the Pharisees to be called "Master," to sit in the high places, to domineer over others, and to lay burdens on the backs of the less fortunate; and note how He compares this lust for dominion

Your business will explode and you'll be pleasantly surprised at the unexpected benefits that come your way. You'll be doing much more business and at terms more advantageous to you. Eventually, you'll be able to move to the vocation of your desire if you still choose to do so.

While doing all this, you must never lose sight of the vision of what you want or your faith and purpose to acquire it.

Let me give you another word of caution regarding your motives;

Beware of the subtle temptation to seek power over others.

Seeking and exercising power or control over others is immature and egotistical. *The desire to rule for selfish gratification has been the curse of the world.* For countless ages kings, dictators and lords have drenched the earth with blood in battles to extend their domination, not to seek more life for everyone, but to get more power for themselves.

Today, the main motive in the industrial world is much the same; egotistical moguls commanding armies of dollars laying waste to the lives and hearts of people everywhere in a mad scramble for power over others. Many industry kings, like political kings, are inspired by their lust for power.

Jesus saw this desire for control over others as the driving force of the evil world He sought to save. Read the twenty-third

with the brotherly seeking for the Common Good to which He calls His disciples.

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 Toledo: "What I want for myself, I want for everybody."

chapter of Matthew and you'll see how He describes the lust of the Pharisees to be called "Master," to sit in their high places, to dominate others and to lay burdens on the backs of the less fortunate. Read how He compares the Pharisees lust for domination to the cause for which He calls His disciples; to seek the Common Good for everyone.

Guard yourself against the temptation to seek authority, to become a "master," to be considered as someone who is "above" others, to impress others by showing off.

The mind that seeks to "master" over others is a competitive mind and a competitive mind will not be a creative one. To master your environment and your destiny, it's not necessary to rule over others. When you fall into the world's struggle for authority, titles and power, you begin to rely on fate and environment, and becoming rich then becomes a matter of chance.

Beware of the competitive mind!! There is no better statement of this principle of creative action than this: "*What I want for myself, I want for everybody.*"

Chapter 15: The Advancing Man

WHAT I have said in the last chapter applies as well to the professional man and the wage-earner as to the man who is engaged in mercantile 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 the 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, no matter what remedies he may use.

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

Chapter 15: The Advancing Man

EVERYTHING we said in the last chapter applies not only to executives and “blue-collar” types but to current business owners as well.

Even if you’re a doctor, teacher, or in the clergy, if you can add to the lives of others and make them aware of it, they’ll be drawn to you...and you will get rich.

The physician, who visualizes himself as a great and successful healer, working towards the realization of that vision with the faith and purpose we described in previous chapters, will become so close with the Source of Life that he or she will be hugely successful with throngs of patients coming their way.

No one has a better opportunity to put the concepts of this book into practice than a doctor in their own practice. It really doesn’t matter what type of practice it is; the principles of healing are common to all of them. The Advancing Man in medicine, who holds a clear mental image of himself as successful and who obeys the laws of faith, purpose, and gratitude, will cure every curable case he comes in contact with.

In the field of the faithful, the world cries out for clergy who can teach the true science of abundant life. Pastors who can master the Science of Getting Rich, together with the sciences of being healthy, of being great, and of winning love, who can then teach these topics from the pulpit, will see their

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 the gospel that the world needs; it will give increase of life, and men will hear it gladly, and will give liberal support to the man 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 man, 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 gravitation; getting rich is an exact science.

The wage-earner will find this as true of his

congregations explode in size and prominence. This is the gospel the world needs; one that gives an increase of life. People want to hear it and will support those that bring it to them.

Think about how effective a demonstration of the science of life would be from the pulpit. Imagine pastors who can not only tell us how to do it, but who can show us how with their own lives as examples. The world needs preachers who are rich, physically healthy, morally healthy, and well-liked. We long for pastors like this to teach us how to do these things. When they are discovered, their followers are loyal and numerous.

The same is true of a teacher who inspires children with the faith and purpose of the advancing life. They will never be "out of a job." Any teacher who lives with this faith and purpose themselves can give it to their students. In fact, they can't help but give it to them if it is part of their own lives.

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

The personal attitudes and actions that have been written about in this book are foolproof; they will not fail. Every man and woman who follows these instructions consistently, perseveringly and to the letter, will get rich. The law of the Increase of Life is as mathematically certain as is the law of gravity. Getting rich is an exact science.

The average wage-earning "working stiff" will

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 man who is merely a "good" workman, 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 man who is certain to advance is the one who is too big for his place, and 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,

find this as true for him or her as it is for the other occupations I mentioned. Don't feel that you don't have a chance to get rich because you are working for someone else where there is no obvious opportunity to advance, where wages are low and the cost of living is 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 perform each of your tasks perfectly. Put the power of success and the purpose to get rich into everything that you do.

But don't work that way just to impress your employer in the hopes that they'll notice and give you a promotion or a raise; that's not likely to happen.

An employee who is just a "good" employee, doing the job to the best of their ability and satisfied with that, is valuable to their employer. It wouldn't be in the employer's best interest to promote him because he's more valuable, to the employer at least, where he's at.

To "advance" in life, you have to do more than just be "too large" for your current position.

Not only do you have to be "too large" for the position, you also have to have a clear concept of WHAT you want to be, KNOW that you can become what you want to be and be determined to BE what you want to be.

Don't perform on your present job solely with the idea of pleasing your employer. Do it with the idea of advancing your life. Hold tight to

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 workman, or social acquaintance, will feel the power of purpose radiating from you; so that every one will get the sense of advancement and increase from you. Men 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 Man 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 workmen more opportunity, or go out of business. Nobody has to work for a trust; the trusts can keep men in so called hopeless conditions only so long as there are men who are too ignorant to know of the science of getting rich, or too intellectually slothful to practice it.

your faith and purpose of increase at work, after work and before work. Hold on to it in such a way that everyone who comes in contact with you, whether a supervisor, a coworker or an acquaintance, will feel the power of purpose radiating from you; so that everyone will get a sense from you that you're "going places." People will be attracted to you. If there is no possibility for advancing in your present job, you'll soon see an opportunity to take another, better position.

There definitely is a Power which will never fail to present opportunities to those who are obedient to the law.

God cannot help but to help you if you act in a Certain Way. He must do that to help Himself.

There is nothing in your past or present circumstances that can keep you down. If you can't get rich working for a big corporation, you can get rich with a home-based internet business or whatever type of venture you desire. If you begin to think and act in the Certain Way, you'll escape the "clutches of the cubicle" and be wherever you want to be doing what you want to do.

No one has to work for a corporation or any other business that keeps them in helpless, hopeless conditions. Only the ignorance of The Science of Getting Rich, or being too apathetic to put it into practice, will keep you mired where you're miserable.

Begin thinking and acting in this Certain Way and your faith and purpose will make opportunities to better your conditions "jump

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, 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 man 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.

out” at you.

Opportunities will come quickly, for the Supreme, working in All and for you, will bring them to you.

Do not wait for an opportunity to be all that you want to be; when an opportunity to better yourself is presented and you’re drawn toward it, take it. It will be the first step toward more and even greater opportunities.

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

It is an inherent feature of the cosmos that all things will work together for your benefit and you’ll certainly get rich, as long as you act and think in the Certain Way. If average, “blue-collar” men and women study this book carefully and confidently take up the course of action it prescribes, it will not fail. You will not fail.

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 men who get rich on the competitive plane, the worse for others; the more who get rich on the creative plane, the better for others.

Chapter 16: Some Cautions and Concluding Observations

MANY will ridicule and laugh at the idea that there is an exact Science of Getting Rich. They prescribe to the theory that the supply of wealth is limited and they'll insist that social and government institutions have to change before people can get their "fair share."

This is simply not the truth.

It is true that some existing governments keep their masses in poverty by their corruption. But if those populations would begin to think and act in the Certain Way, that would not be the case.

If the people in these countries began to move forward as suggested in this book, neither corrupt governments nor greedy corporations could hold them back. Systems and programs would be modified to accommodate the progress, the forward movement.

If people have the Advancing Mind, if they have the faith that they can become rich and begin to take action with the fixed purpose to become rich, nothing can possibly keep them in poverty.

Individuals can begin to live the Certain Way, anytime under any form of government, to make themselves rich. When a sizable number of people do that, they'll cause the systems to be changed and open the way for others to do the same.

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 Mind of the Whole.

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

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 it is for others.

The economic recovery of the masses will only happen when a large number of people begin to practice the scientific method in this book and become rich. They'll 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 time being though, know that neither the government under which you live nor the corrupt, competitive systems of corporations can keep you from getting rich. When you begin to view life along the creative plane of thought, you'll rise above all those things and become a citizen of another type of kingdom.

Remember, your thoughts must always be with the creative plane. Never for a moment be fooled into believing that the supply is limited or that you have to act on the same moral level of those who compete.

Whenever you fall into those old ways of thinking, correct yourself instantly. Never forget that when you are in a competitive frame of mind, you will have lost the cooperation of the Mind of the Whole.

Don't spend any time planning how you will meet possible future emergencies, except where the necessary contingencies affect your actions today. You should be concerned only with doing today's work perfectly, not with emergencies that may come up tomorrow.

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, 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; it 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

You can deal with them as they happen.

Don't be bothered with questions about how you'll overcome obstacles which might loom on the business horizon, unless you can clearly see that you should change your course today to avoid them.

No matter how tremendous an obstacle appears from a distance, you'll discover that if you approach it in the Certain Way, it will disappear as it gets closer. Often, you'll realize that there will always be ways over it, through it, or around it.

No possible combination of circumstances can defeat a man or woman who is beginning to get rich along these strictly scientific lines. No man or woman who obeys these laws can fail to get rich any more than multiplying two by two will fail to equal four.

Never worry or be anxious about possible disasters, obstacles, panics or unfavorable economic conditions. There will be time enough to deal with those things when they happen. You'll find that every difficulty you encounter will carry with it the way to overcome it.

Be careful how you speak. Never talk about yourself, your business or anything else in a discouraged or negative way.

Never admit the possibility of failure or even speak in a way that hints that you believe failure is a possibility.

Never speak of times as being hard or of the economy as being terrible. Times may be hard

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. 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

and the economy bad for those who do business on the competitive plane, but it will never be that way for you. You can “create” what you want and will always be above fear.

When others are having hard times and business is bad, that’s when you’ll discover your greatest opportunities.

Train yourself to look at the world as a something which is Becoming; something that is evolving and growing. Think of evil and immorality in terms of being undeveloped. Always speak of everything in terms of advancement; doing otherwise is really denying your faith. And to deny your faith is to lose it.

Don’t allow yourself to be disappointed. You may have expected to have something or accomplish something at a certain time and that didn’t happen. This will appear to you as a failure.

But if you hold to your faith, you’ll find that your perceived failure is a misconception.

Acting in the Certain Way, if you don’t receive that thing or accomplish that task, you’ll soon receive something even better or accomplish an even greater feat. You’ll see that what you thought of as a “failure,” was really a great success.

One student of the Science of Getting Rich was determined to succeed with a business transaction that seemed at the time to be very desirable. He worked for weeks to bring it about, but when the crucial time came around

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

the deal fell apart in a truly bizarre way. It was as if some unseen influences had been working behind the scenes against him and the deal.

He wasn't disappointed though; just the opposite in fact. He thanked God that the transaction didn't happen and continued forward with thankfulness and gratitude.

In just a few weeks, an opportunity even better than the first one came his way; a transaction that he would not have been able to make had the first deal come together. He realized that a Mind which knew more than he knew had prevented him from losing the better transaction by entangling itself with the first transaction.

That is the way every apparent failure will work out for you. If you keep your faith, hold to your purpose, have gratitude, do all you can every day and perform each task as well as you can do it, every "failure" will turn to "success."

When you have a failure, it's because you haven't asked for enough. Keep on "keeping on" and better things, bigger transactions than you were seeking will undoubtedly come to you. Always remember that.

You won't fail because you lack the necessary talent. If you do as this book has spelled out, you will develop all the talents you need to do the work you desire.

It's not within the scope of this book to deal with the science of cultivating talent. But it is

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. Do very little reading, outside of the writers mentioned in the Preface. Spend most of your leisure time in contemplating your vision, and 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.

as certain and as simple as the process of getting rich.

You should never hesitate or waver out of fear that you'll fail for lack of talent or ability. Keep right on, and when you come to that place, the ability and talent will come to you. The same source of Ability which enabled the unschooled Abraham Lincoln to end slavery and keep the United States united is available to you.

You can draw upon the Mind of the Universe for the wisdom to meet the responsibilities which present themselves to you. Go forward in full faith.

Study this book. Make it your constant companion until you have mastered all these ideas. While you are building your faith in these concepts, give up most of your usual recreation and pleasure activities. Stay away from places where ideas conflicting with these are taught on websites or in sermons. Don't read pessimistic or conflicting material or get into arguments about the subject. Do very little reading outside of the writers mentioned in the Preface and the Bible. Spend most of your leisure time in contemplating your vision, in cultivating gratitude and reading this book.

This book contains all you need to know of the Science of Getting Rich. You will find all the essentials of the book summed up in the following final chapter.

Chapter 17: 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.

Man 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, man must pass from the competitive to the creative mind; otherwise he cannot be in harmony with the Formless Intelligence, which is always creative and never competitive in spirit.

Man 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. Man can remain upon the creative plane only by uniting himself with the Formless Intelligence through a deep and continuous feeling of gratitude.

Man 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

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Man 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

him. The man 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 man 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 shall come to him, man must be active; and this activity can only consist in more than filling his present place. He must keep in mind the Purpose to get rich through the 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 man a use value in excess of the cash value he receives, so that each transaction makes for more life; and he must so hold the Advancing Thought that the impression of increase will be communicated to all with whom he comes in contact.

The men and women who practice the foregoing instructions will certainly get rich; and

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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.

The End

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The End

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