

THE SCIENCE OF SUCCESS

*When Science and Passion Collide,
Dreams Become Real*

The Science of Success
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Every person who follows the instructions that are incorporated in each of the lessons in this program will be successful—there are no exceptions. James Ray has done a masterful job with this program. He has filled a void that has existed for centuries. James has corralled the concept of Success and presented it to the world as a science. He clearly explains how and why real success can be enjoyed by anyone willing to follow a series of lawful guidelines.

The *New Lexicon Webster's Dictionary*, which sits on the corner of my desk, defines the word "Science" as: knowledge acquired by careful observation, by deduction of the laws which govern changes and conditions, and by testing these deductions by experiment.

James Ray has done his homework. He has invested years testing every move he suggests you make to enjoy a balanced and successful life. His courage, persistence and total dedication to a mission has enabled him to gather this valuable information. It is his personal genius which presents success as a science in such an organized, coherent manner. These lessons are jewels that will improve the life of any teenager or business of the most erudite corporate executive alike.

James' warm and caring personality is reflected in his work. I have enjoyed the work we have done together and I value our friendship. It was thirty-seven years ago that I began to study success. My insatiable hunger for information which brings about personal growth has taken me around the world many times. I have had the rare privilege of studying with many of the world's greatest teachers. When I first became acquainted with James Ray and his work, it was obvious he had a lot to offer the personal growth movement. "The Science of Success" is, in itself, a tremendous contribution. However, it merely represents a very small part of what is to come from this man.

I am grateful to James Ray for this marvellous program and I am truly happy for you. These lessons will add a dimension of success to your life that you have only dreamed of previously.

Bob Proctor

THE SCIENCE OF SUCCESS

The Power of Understanding



“SUCCESS IS THE PROGRESSIVE REALIZATION
OF A WORTHY IDEAL.”

— *Earl Nightingale*

THE SCIENCE OF SUCCESS

Success as a concept has fascinated us for centuries. It has probably been studied and pursued more than any other concept in modern history. Unfortunately, the majority of individuals rarely feel totally successful. And only few ever achieve success to the level of their full capabilities.

Like Earl Nightingale, Napoleon Hill and many others, I have spent all of my adult life studying the highly-successful; and I can assure you that success is yours for the taking. It is your birthright! Not only are you able to achieve the success you desire...it is guaranteed if you understand and apply the lawful guidelines in the Science of Success.

What is Success

Success is a *direction* that *you choose*. If you are like most, you have believed success to be a result, destination or outcome. Furthermore, you have believed that success is based upon a set of circumstances, skills, environmental factors, or opportunities. Both of these beliefs are in error.

First, success is a never-ending journey. It is the constant progress toward your own vision, purpose, and life of *your* dreams.

Second, while external issues (circumstances, environment, etc.) influence your achievement of success, they do not determine your success and they are not the greater cause of success.

It makes no difference what neighborhood you grew up in, the amount of money you currently have in your bank account; how your parents did or did not treat you; your age; your education; or what you are currently doing. History proves that literally hundreds of individuals with less than perfect circumstances have become highly successful in spite of what appeared to be "insurmountable odds". How is this explained?

All achievers have become successful through thinking and acting in a "Certain Way". If you review all the times in your life that you have succeeded...you have done *Certain Things in a Certain Way*. This is true regardless of the context...whether in the area of finances, relationships, health or business your process has always been the same. Furthermore, your doing certain things in a certain way has been true whether you were consciously aware of it or not.

This is not random. Any time you have succeeded in your life, you have done so in the scientific manner. By acting in this *Certain Way*...there can only be one result.

Any time you have *not been* successful, you have been out of alignment with these laws of success. We live in an orderly universe...nature never expresses herself other than perfectly.

***“Success comes in abundance only when you commit
to a continuous process of your own making,
by doing things in a certain way.”***

► What are the important points to remember about success?

Notes:

“The past does not equal the future.”

Once you understand that success is a process, the next step is to stop looking at your current results to define who you are. To the degree that your reality is based only upon your five senses (what you see, hear, taste, touch, and smell), you will be limited to create more of the same results you have been creating.

All of your current results are the direct outcomes of your past thoughts, decisions, and actions.

This is different thinking for the majority of us. But true success begins when you turn away from the current state of affairs (results of the past), the things that you *don't want*, and begin to focus on the things you *want*.

Most people don't get what they want in life because *they don't know* what they want. Oh, they may have a vague idea...but most cannot clearly articulate what it is that will mean true success in their lives.

Because success is a process, it must be more than a goal. While goals are an important part of measuring your progress, they are not, in-and-of-themselves success.

In his definition, Earl Nightingale called success a progressive realization. This indicates an ever-increasing and ever-unfolding awareness and wisdom. The people who achieve success, and are able to sustain it, possess wisdom.

► Key points to remember!

There was a time we believed that knowledge and information was power...but this is absolutely untrue.



“Knowledge is not power...wisdom is power!”

Our world is full of knowledge, but knowledge is nothing more than unorganized information. Wisdom on the other hand is information that is organized and aligned with universal law. *The Science of Success* program teaches the *only approach* that aligns and acts in accordance with timeless laws. This is wisdom...and it guarantees results.



“IN TIMES OF CHANGE THE LEARNERS WILL INHERIT THE EARTH,
WHILE THE LEARNED FIND THEMSELVES BEAUTIFULLY EQUIPPED
TO DEAL WITH A WORLD THAT NO LONGER EXISTS.”

— *Eric Hoffer*



“Wisdom is information and action aligned with _____.”



“WHATSOEVER THINGS ARE TRUE,
WHATSOEVER THINGS ARE HONEST,
WHATSOEVER THINGS ARE JUST, PURE, LOVELY, AND OF GOOD REPORT;
IF THERE BE ANY VIRTUE AND IF THERE BE ANY PRAISE...
THINK ONLY ON THESE THINGS.”

— *St. Paul*

Your “worthy ideal”, your idea of success, must be a vision with which you can fall in love. The scientific approach to success must instill passion and high emotion. Therefore, you must know you are worthy, to choose something worthy.



“A mediocre vision has no ability to instill passion!”

*“Thinking worthy comes from ‘being’ worthy,
and you are worthy ... recognize it!
You are God’s greatest creation.”*

Being Worthy

Unfortunately, many individuals have allowed themselves to believe that they are not worthy of the good they desire. *Nothing* could be further from the truth!

All great works throughout history, whether from religion, science, philosophy, psychology, or metaphysics, teach that we are God’s highest creation. Therefore, if you come from God...you must be a part of God. For this reason alone, you are worthy of the good you desire. For how can God be unworthy?

If you have a desire, you have the ability to attain that desire. You wouldn’t be given the desire if this were not true! In fact, the word desire comes from the Latin, *da-sire*, meaning “of the father”.

Begin to know right now that you are worthy of the good that you desire...and you can have it! No question! God’s greatest gift to you is *unlimited* potential! Your greatest gift to God is to use that potential to the fullest.

► I know I am worthy of my desires because:

Choosing Worthy

Could you become consumed with the idea of a new house or car? Could you literally fall in love with these ideas? These items are great at making your life more comfortable...and they are wonderful to have...but there is no way you would trade your life for them.

Understand, you can and will create *anything* and *everything* you want! This includes material possession, toys, relationships, trips and adventures. But to experience the *fullness* of success, you must choose something larger than these goals. You must choose a worthy ideal as a foundation, one that is worthy of who and what you are, something beautiful and magnificent. And you must *really* want it...no matter what.

► Based on what you've learned, summarize the key points to remember about success.

Notes:

Why is Success a Science

Many people think that high-levels of success in life happen by chance; or by extremely hard work. But I can assure you, *nothing* in our universe, or our world, happens by chance or by hard work alone. Everything happens by exact laws.

First, if you look up the word science it will be defined as, "a proven body of knowledge, skills, or principles." Therefore, a scientific approach is a set of skills and approaches that are tested and proven.

Second, if you were to study modern physics, you would find that there is really but one great and universal law: Everything is Energy. In reality, the things we believe to be of material substance are actually impulses of energy and information.

Under this one great law there are seven subsidiary laws that align and coordinate. In other words, you will find that they are all interdependent and interrelated:

The Law of Perpetual Transmutation

Energy is in a constant state of transmission and transmutation. Energy is forever moving into form, through form, and back into form. Everything we see, hear, taste, touch, smell is in a constant state of change. Change is all there is.

The Law of Vibration

Everything from thought to thing, from the electron to the cosmos, is in a constant state of vibration. There are millions and millions of varying degrees of vibration which we call frequencies. The higher the frequency the more intense the vibration. Man, the earth, and the universe are all but varying degrees of the same scale. The only difference being the degree and rate of vibration. It is well known that X-rays and gamma rays can penetrate "solids". Much like these rays, all matter becomes transparent to the vibration of thought. Thought is the *most potent* form of energy. Thought waves are cosmic waves that penetrate all time and space.

The Law of Relativity

First articulated by Albert Einstein, this law is rarely understood in its fullness. Relativity says that all that is only exists by comparison. In other words, "Relationships are everything... and Everything is due to Relationships". Hot only exists because we compare it to cold... "good" exists by comparison to "bad" and so on. Everything in life "just is" unless and until we compare it to something. With true understanding of this law, we realize that nothing in life has any meaning, except the meaning we give it.

The Law of Polarity

Everything in existence has its opposite and cannot exist otherwise. Consequently, all opposites are different manifestations of the same thing. The only separation is by degree. For instance, there is no absolute hot or absolute cold. You cannot define where one begins and the other leaves off. Only by comparison (relativity) can you define each. Therefore, positive or negative (or any opposites you choose) cannot exist alone. High potential is always accompanied by a low potential, failure must be accompanied by the seed of success, and so forth.

The Law of Rhythm

This law states that everything in existence is a dance. In other words, swaying, flowing, swinging back and forth. What may seem to be random is actually very orderly. Everything has an order, a rhythm and a pattern. Something must advance when anything retreats, high tide sweeps in...low tide sweeps out, something must rise when something sinks and so forth. This law is observed regularly in the rising and the setting of the moon, the ebb and flow of tides, the coming and going of seasons, the rhythmic swing of consciousness and unconsciousness. The Law of Rhythm can be compared to a pendulum which when swung to the left must come back to the right. You will have highs and lows intellectually, emotionally, and physically, however, through understanding, you can be at your best regardless.

The Law of Cause and Effect

This law is a perpetual and never-ending cycle. Every effect must have a cause, and in turn, every cause an effect. Therefore, you will begin to understand that it is impossible to start a "new" chain of events. Nothing happens by chance, everything in the cosmos happens according to law. Consequently anything you may "cause" is actually the "effect" of something that came before.

The Law of Gender

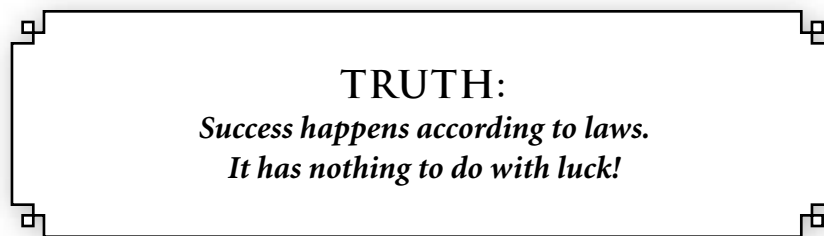
Nothing is ever created or destroyed. All so called "new things" are merely the results of changing something that already existed. This law governs what we call creation, and states that for anything to manifest it must have an incubation or gestation period. A baby takes nine months; plants, trees, flowers and corn all have their respective gestation. Gender is manifested in our world as the different sexes. For creation to take place The Law of Gender states that the male and female, yin and yang must unite. In order to reap you must first sow.

Because our universe is governed by exact laws, and because *The Science of Success* program teaches you to understand and utilize these laws, it is the most effective program in existence for you to realize your dreams and achieve lasting success.

The Science of Success program is proven, tested, and aligned with universal laws and therefore scientific. Once understood...it is impossible to fail.

If you will study and apply the lessons here *you will* succeed in every area of your life. Every great achiever throughout history has utilized these principles to achieve the desires of their heart...and so can you.

If you will think back to the times in your life when you have truly succeeded...whether in the business, financial, relationship, health, emotional or spiritual arenas, you have done *Certain Things* in a *Certain Way*. If you are like most...you don't consciously know that combination. The *Science of Success* program will teach you the exact combination.



All students of success have understood and followed the scientific approach to success. To the degree that you understand and align with these laws your success is guaranteed.

“It works for everyone...every time.”

*“Success is a science.
Passion...an awesome power.
When science and passion collide,
dreams become real!”*

► What is success?

► What is science?

► How can success be scientific?

THE POWER OF PARADIGMS



“TO IGNORE THE POWER OF PARADIGMS TO INFLUENCE
YOUR JUDGMENT IS TO PUT YOURSELF AT RISK WHEN
EXPLORING THE FUTURE. TO BE ABLE TO SHAPE YOUR
FUTURE, YOU HAVE TO BE READY AND ABLE TO CHANGE
YOUR PARADIGM.”

—*Joel Arthur Barker*
Author of “Paradigms”

THE POWER OF PARADIGMS

What are Paradigms

There has been much talk in recent years regarding paradigms. However, few individuals really know what paradigms are, or their importance in our lives.

Your personal and professional results are founded on habits, work practices, attitudes, values, beliefs and expectations otherwise known as paradigms. Armed with your paradigms, you approach, react, and create the world around you. These paradigms are the filters through which you interpret what you see and experience. A paradigm tells you that there is a game, what the game is, and how to play it successfully.

When you have a “paradigm shift”, you change to a new game, and a new set of rules. When your game and rules change...your whole world can appear to be changing.

Many individuals and organizations attempt to make changes but they rarely last. Why? Paradigms drive all behavior, and behavior drives results. Unless paradigms shift, any change or improvement will be short-term at best.

When you attempt to change without making a paradigm shift, you set yourself up for frustration and failure. The organization you are a part of will also lose.

The first step in The Science of Success program is to understand how to make these shifts.

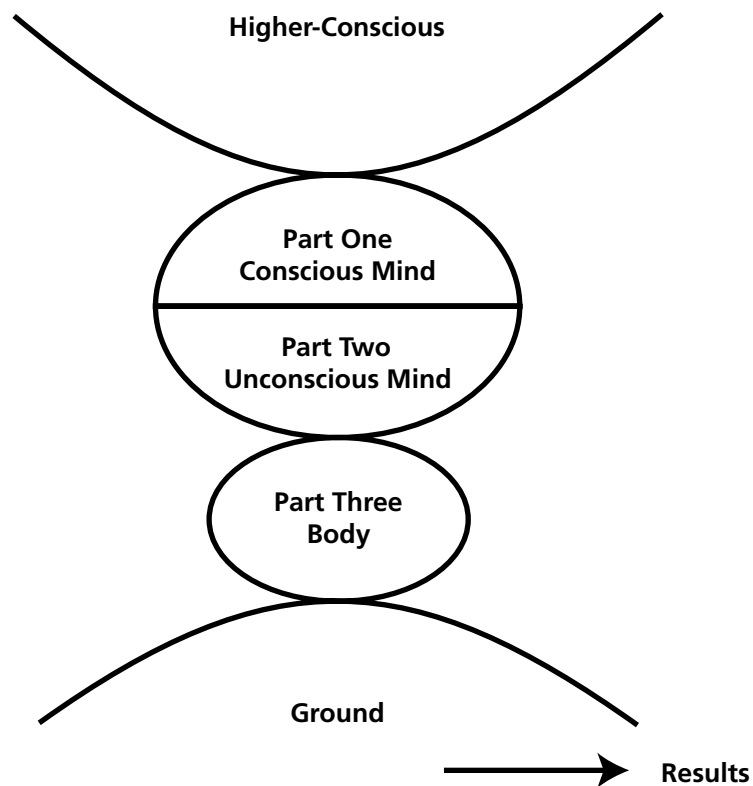
The following pages outline:

- The Mind
- How paradigms create results
- How paradigms are formed
- How paradigms are changed
- How to design and create new paradigms

How Paradigms Create Your Results

To understand why paradigms are important it is necessary to understand your mind and its relationship to your results. We all think in pictures, so to bring order and understanding to your mind, you must have an image to work with. Since your mind is the unseen part of your personality, you must engage your imagination to build this image. This can be accomplished with...

The Model of Consciousness

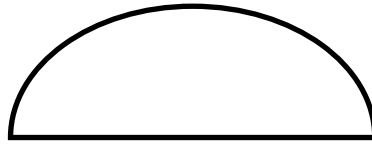


The model of consciousness is extremely simple. Do not allow the apparent simplicity to deceive you. This one concept will reveal to you a magnificent world of power, promise, and unlimited possibility.

The *Science of Success* program is built upon the premise that you have a power within you that is superior to any condition or circumstance around you. With your gift of thought and free will, you can direct this inner power to achieve whatever results you choose.

So, let's examine the mind...

(This model of the mind and body was originated by the late, Dr. Thurman Fleet of San Antonio, Texas in 1934 (circa). Dr. Fleet was the founder of Concept Therapy.)



**Part One
Conscious Mind**

The conscious mind is the part of you that thinks...reasons. Your free will lies in this part of your mind, therefore, it chooses your level of vibration. Your conscious mind can accept or reject any idea. No person or circumstance can cause you to think about thoughts or ideas you do not choose. This is important because the thoughts you choose will eventually determine your results in life.

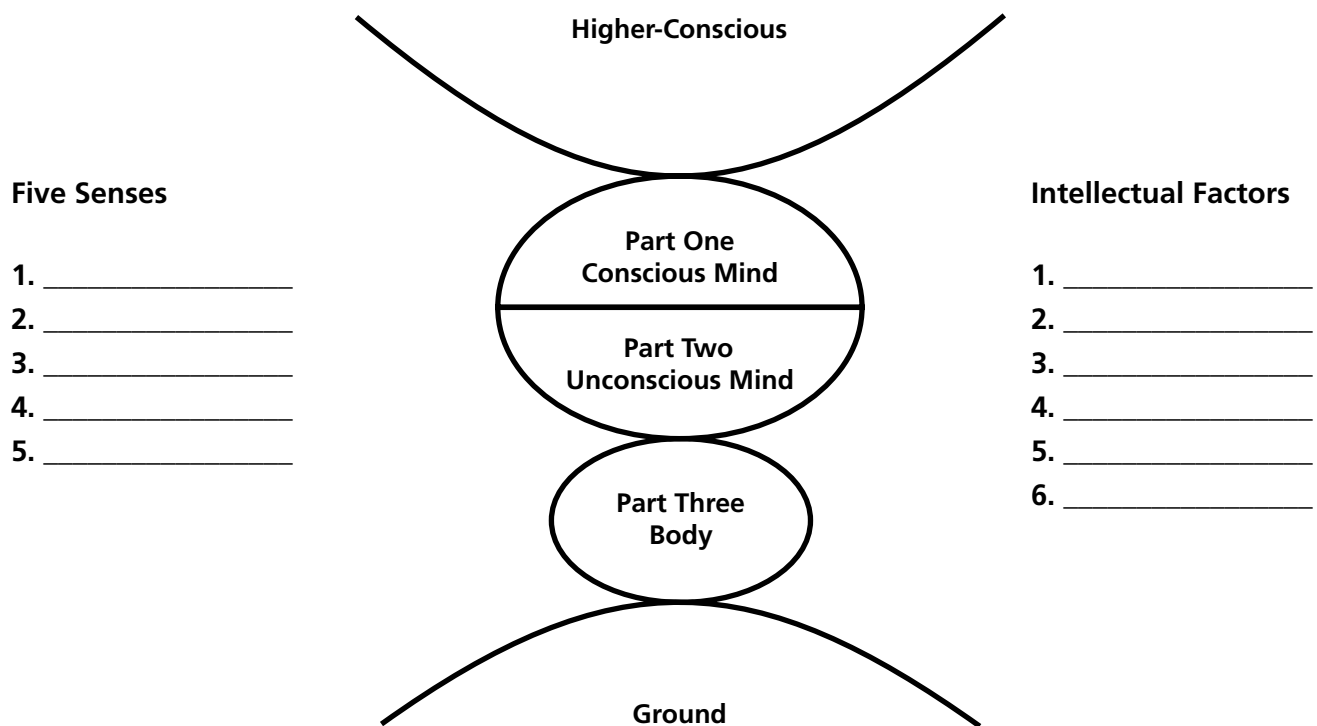
All pain, pleasure, abundance, or limitation is either originated in your conscious mind or accepted uncritically from an outside source.

There are six intellectual factors and five senses which lie in your conscious mind.

“What you think about...comes about.”

► What are the important points to remember and understand regarding the operation of the conscious mind?

Mental Faculties Which Reside in Your Conscious Mind

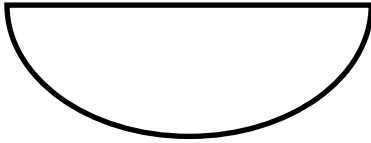


“MIND IS THE MASTER POWER THAT MOLDS AND MAKES
AND MAN IS MIND; AND EVERMORE HE TAKES
THE TOOL OF THOUGHT, AND SHAPING WHAT HE WILLS
BRINGS FORTH A THOUSAND JOYS, A THOUSAND ILLS.
HE THINKS IN SECRET, AND IT COMES TO PASS
ENVIRONMENT IS BUT HIS LOOKING GLASS.”

—James Allen

From “As A Man Thinketh”

**Part Two
Subconscious Mind**



This is the part of you that is certainly the most magnificent. It is your "power center". The subconscious mind functions in *every cell* of your body. Every thought or word your conscious mind chooses to accept begins to manifest and be carried out by this part of your mind. It has no ability to censor or reject information. The subconscious takes immediate action on *whatever* it is given.

This part of you operates in a complete and orderly manner. "By Law" it expresses itself through you in feelings and actions. Any thought you continuously impress upon your subconscious mind becomes fixed and habituated. Fixed ideas and habits will continue to express themselves without any conscious assistance until they are replaced.

This is the part that is often referred to as the spiritual side of your personality. There are *no limits* in the subconscious mind, except the limitations placed upon it by your conscious choice and previous conditioning.

(Read "The Power of Your Subconscious Mind" by Dr. Joseph Murphy.)

► **What are the important points to remember and understand regarding the operation of the subconscious mind?**

Part Three
Body

Although the most visible and obvious part of you, the body is actually the smallest and most insignificant. The body is the vehicle you ride in, the material instrument of the mind, the house you live in.

Every thought or image that you consciously choose and impress upon the subconscious (which remember is in every cell of your body), must move your body into action. The actions you take create your results.

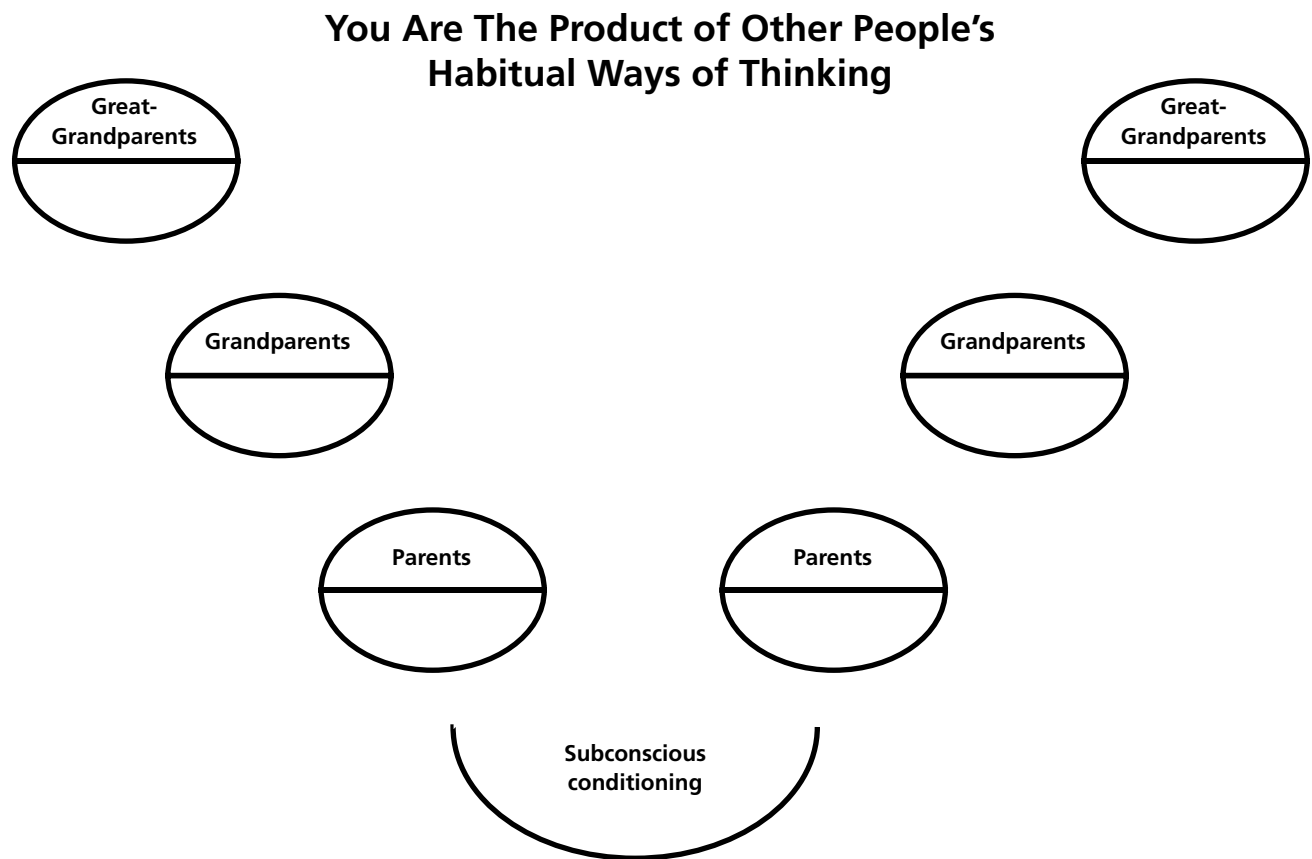
The Path To Results

1) Thoughts → 2) Feelings → 3) Actions = Results

“Change your thinking and you will change your results.”

► Based on what you’ve learned, summarize the key points to remember about creating success.

How Paradigms Are Formed



The paradigms you hold cause you to think, feel and act toward yourself, others and your surroundings in a certain way. The problem is that these paradigms have been largely unsolicited gifts from your parents, teachers, religious sources, or anyone in authority.

“We form our paradigms...and then our paradigms form us.”

When we uncritically accept these paradigms and act upon them, these paradigms *gain control* and can produce very positive and outstanding results. However...they can also produce limiting, unwanted, ineffective, and harmful results as well.

***“If you want greater results you must begin to think...
you must begin to re-think your thinking.”***

► What have been some of the most influential factors in forming your paradigm (people, places, significant events)?

► How has your paradigm limited you and your level of success? What have you lost as a result?

► Below, list all of the success you will enjoy by changing your paradigm—now!

How Paradigms Are Changed

All things are possible to the mind. All the highly-successful individuals throughout time have understood and utilized this truth. When you realize that **thought causes all**, you will know that *the only limitations in your life are the limitations of your own thinking.*

“IF YOU CAN DREAM IT...YOU CAN ACHIEVE IT.”

—Walt Disney

Address Cause versus Effect

We already learned that your results are the effects of your past thinking and that success is rooted in your thought. This is not just the pump-up jargon of the motivational movement! The fact that thought creates “things” is scientific; and now understood even in quantum physics and by our worlds greatest scientists.

To improve or change your results you must take conscious attention off the physical part of your life (the residual of past thinking), and begin to place it on the limitless non-physical.

“MANY PEOPLE ARE ANXIOUS TO IMPROVE THEIR CIRCUMSTANCES,
BUT ARE UNWILLING TO IMPROVE THEMSELVES...
THEY THEREFORE REMAIN BOUND.”

— James Allen

From “As A Man Thinketh”

Your present results are the effects of your old paradigms. Therefore, when you concentrate on how things in your life presently appear, you are doomed to create more of the same.

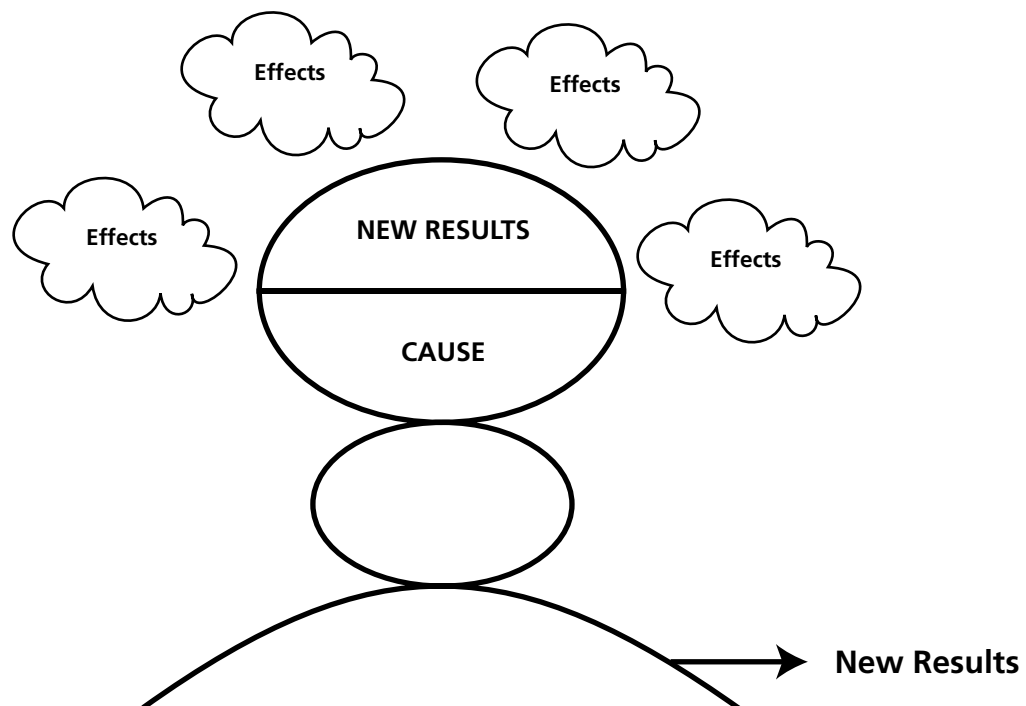
If you want to change your paradigm, you *must* begin to think and concentrate on the results *you want to create* in your life.

You must not give energy to temporary circumstances or the **effects** outside of you. These are the outcomes of yesterday. At the same time, you must nourish and preserve the new *cause* within your conscious and subconscious mind.

“ONE SHIP DRIVES EAST, ANOTHER DRIVES WEST
WITH THE SELF-SAME WINDS THAT BLOW.
‘TIS THE SET OF THE SAILS AND NOT THE GALES
WHICH TELLS US THE WAY TO GO.

LIKE THE WAVES OF THE SEA ARE THE WAVES OF FATE.
AS WE VOYAGE ALONG THROUGH LIFE.
‘TIS THE SET OF THE SOUL WHICH DECIDES THE GOAL;
AND NOT THE CALM OR THE STRIFE.”

—Ella Wheeler Wilcox
Creating A New Paradigm



Creating a New Paradigm

In the space provided make a detailed written description of the new life you desire. This is your new paradigm. Write it in the present tense.

"I DREAM MY PAINTING, THEN PAINT MY DREAM."

—*Vincent Van Gough*

► I am so happy now that...

Notes:

Living Your New Paradigm

The Power of Auto-Suggestion

It is widely known that the subconscious mind cannot tell the difference between something that is real in material form and something that is vividly imagined. Because your mind thinks in pictures, you *must* create a *picture* of yourself in possession of your new paradigm being expressed in life.

When the picture is planted in your subconscious mind the image will be automatically expressed through your body in actions (remember action follows thought).

Not only will you be in a different vibration, but you will begin to attract everything else that is in harmonious vibration with your thought. Thoughts are creative impulses of energy (read the *Holotropic Mind*, Michael Talbot)... “The Law of Attraction” states that “Like attracts like.”

“ANY IDEA THAT IS HELD IN THE MIND, THAT IS EMPHASIZED,
THAT IS FEARED OR REVERED, WILL BEGIN AT ONCE TO CLOTHE ITSELF
IN THE MOST CONVENIENT AND APPROPRIATE PHYSICAL FORM
THAT IS AVAILABLE.”

—Given to Napoleon Hill
by Andrew Carnegie

You absolutely cannot think old limiting paradigms and attract complete success. Likewise, you absolutely cannot continuously think upon your new unlimited paradigms and not attract abundance and complete success. It is law. Your firmly planted paradigm sets in motion a magnetic force to attract into your life all with which it is in harmony.

The more frequently you do this exercise, the more rapidly it will manifest in physical form.

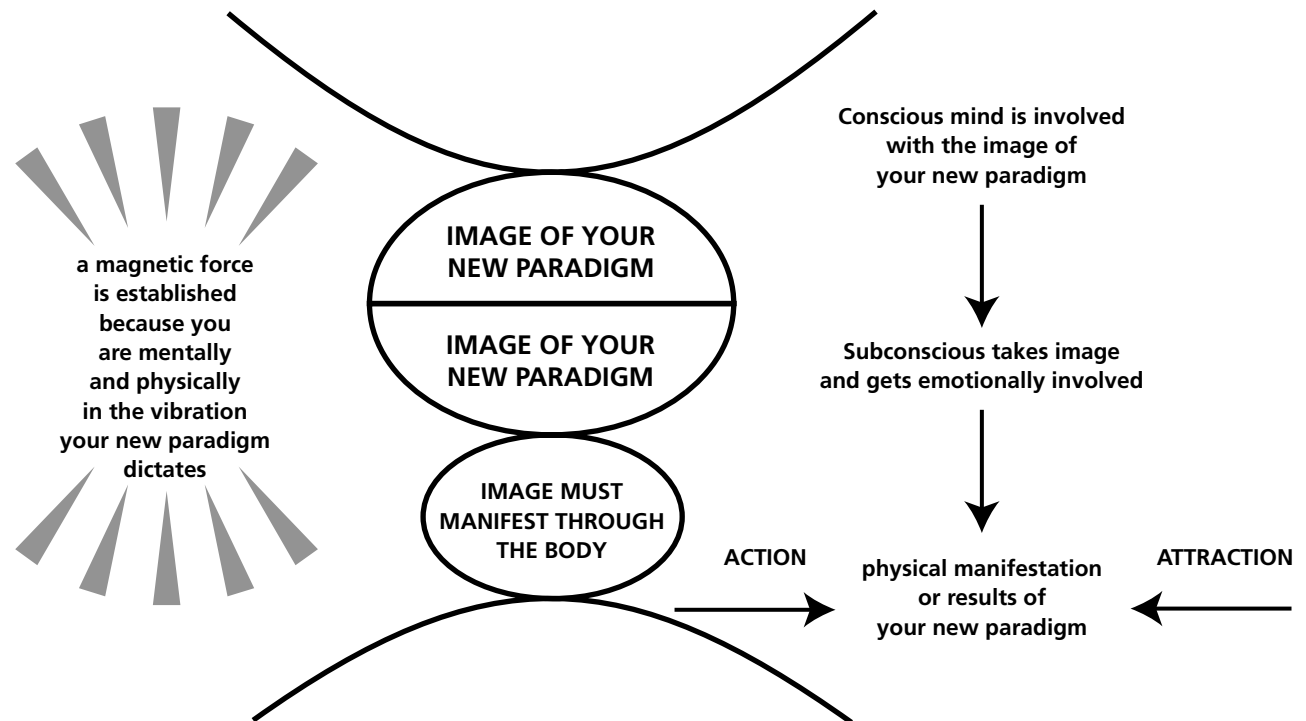
“AND THE WORD BECAME FLESH.”

—Ancient text



At *minimum*, once per day, find a quiet time to do the exercise on the following page.

Your subconscious mind never sleeps, but your conscious mind does. Consequently, your last thought at night before drifting off to sleep is what you provide the subconscious mind to work with all night long. Therefore, one of the best times to visualize your new paradigm is every night as you go to sleep.



- Let yourself relax.
- Begin to see, hear, and FEEL yourself in possession of your new paradigm.
- Talk, walk, feel and act like (act "as if") you already have your new paradigm in

For more **rapid** results, practice this visualization at the following times:

1. Upon first waking in the morning
2. Mid-day
3. Right before going to sleep at night

THE POWER OF VISION



“WHERE THERE IS NO VISION THE PEOPLE PERISH.”

—*Ancient Text*

THE POWER OF VISION

Once you understand how your marvelous mind works, you must program it properly.

As we learned previously, there is one great law...Energy Is. Therefore, your thoughts are impulses of energy; and each of these thoughts is vibrating at a specific cycle per second. The Law of Attraction states that similar vibrations will attract and dissimilar vibrations will repel.

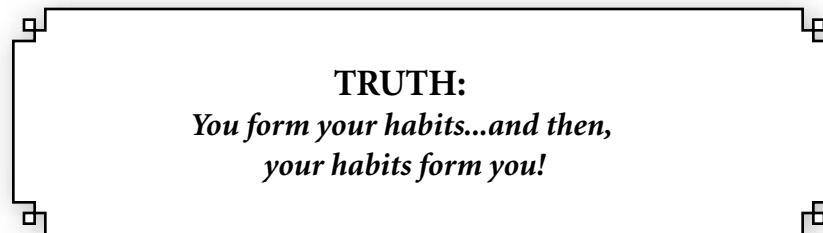
By Law you must put your thoughts and yourself in vibration with the good that you desire or you will *never* receive it. In other words, you must be in *harmony* or resonance with what you want. This involves aligning your body, mind, and spirit with your desire. The first step in creating what you want is to define it with absolute clarity.

“Most people don’t get what they want in life because they don’t know what they want.”

► Key Points to Remember!

Left to chance, you will be a product of your conditioning; and you will produce results accordingly. This explains why welfare recipients are, frequently, second or third generation welfare recipients. Conversely, families like the Kennedy's are high-performers and achievers, generation after generation. The late Joseph Kennedy changed his paradigm from poverty to prosperity and his future generations followed.

Your conditioning is a multitude of ideas, beliefs, and thought processes that have been fixed in your subconscious mind. These are more commonly referred to as habits. Bunch all of your habits together and you have your paradigm.



“YOU ARE THE PRODUCT OF SOMEONE ELSE’S
HABITUAL WAY OF THINKING.”

—Bob Proctor

You have a host of habits that are fixed in your subconscious mind which are not to your benefit... and they must be replaced. These habits come from all the areas we have previously discussed; and for the most part have been accepted uncritically. Our thoughts are sent out into the universe and they begin to attract results with which they are in resonance. Therefore, even though you are most often unaware of their existence, the destructive concepts that are fixed in your subconscious mind attract the things you *do not want* into your life and thus, hold you back.

Notes:

“HABIT IS GOD’S WAY OF MAKING GOOD
AUTOMATIC IN OUR LIVES.”

— *Robert Russell*

Remember that you do not have to be a victim to your past paradigms. You can escape the outcome of your past conditioning and create the life of your dreams. To begin this liberation you must first recognize that you are the perfect expression of unlimited possibility...all things are possible.

Think of your mind as a wonderful garden that needs constant tending. Your old habits are like weeds...they grow on their own. You don’t have to work to grow weeds. You can even cover them up with concrete and they will grow through the cracks.

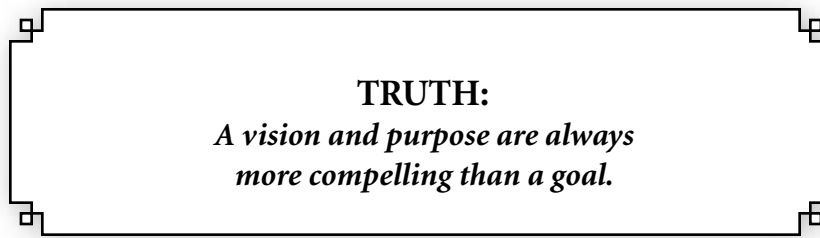
But beautiful flowers need love and care. They need to be fed, watered, and protected from the weeds. The marvelous garden of your mind must be nurtured and protected from the weeds of life.

Nature abhors a vacuum, if something is removed it must be replaced. Therefore, it is not sufficient to just pull out the weeds...they will grow back. To control what flourishes and grows, you must constantly replace the old habits and lies with new truths. You will do this successfully when you have a compelling and passionate reason...the reason is your *vision*.

“THE THINKING THAT HAS BROUGHT ME THIS FAR HAS
CREATED SOME PROBLEMS THAT THIS THINKING CANNOT SOLVE.”

— *Albert Einstein*

► **Key Points to Remember!**



Goals are an important part of life, and they are necessary to move you forward. However a goal will *never* qualify as your vision.

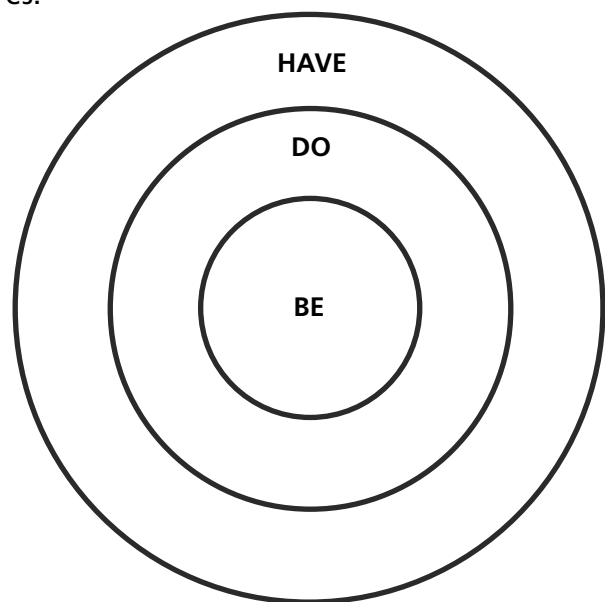
While goals are part of vision...your vision is much more than a goal alone. Only *you* can decide what your vision is going to be. Although another person: your spouse, parent, employer, or associate may offer suggestions, *you* ultimately must make the final decision. No one else in the world is capable of creating *your* vision.

The Three Levels of Vision

Your first step in the *Science of Success* system is to create absolute clarity regarding your vision. Clarity is power! Many people *wish* for a better life or for greater success, but they can never clearly define what success means. If you want to achieve the highest levels of success, you must create your highest vision and deposit it in the treasury of your subconscious mind.

There are three levels of vision, three types of desires:

- **Who you want to Be.**
 - **What you want to Do.**
 - **What you want to Have.**



While "doing" and "having" are great, and an important part of life, the "being" is the changeless. Remember that you don't own anything, you are only a custodian of certain possessions and comforts while here in this life. You are only using them for a time. However, who you become is yours forever.

*“It’s not about what you have in life....
it’s about who you become.”*

To form your vision you must address all three levels. Starting with the “be”, then moving outward to what you want to “do”, and finally what you want to “have” as a result.

To do this successfully you must take *all limitations* off your marvelous mind and “dream”. Remember you are unlimited. There is no reason why you cannot have *anything and everything* that you desire. You are God’s highest creation, and because of this all things are possible.

Clearly understand that you will never own anything. You are only the temporary custodian. Everything you have at the time of your death will belong to someone else. Have it, enjoy it, share it, but never let it own you.

“ANYTHING YOU HAVE TO FIGHT TO GET,
YOU WILL HAVE TO FIGHT TO KEEP.”

—Bob Proctor

Notes:

Emotion is the Fuel

I cannot emphasize enough the importance of making your vision compelling. The only way you will succeed in life is to create a vision that instills passion. You must fall in love!

Emotion is the reason that you take action. If you don’t believe this look at the watch on your wrist. If you paid more than \$40 for that watch you made an emotional purchase. A \$40 watch will function (tell time) every bit as well as a \$4,000 watch. If you paid more than \$40...you did so because of how that watch would make you *feel*.

How Do I Create My Vision

As you think of your vision...all things are possible. Make it comprehensive. Include your personal and professional life. *Life is meant to be fulfilling and complete...in all areas.*

The key to true and lasting success is to find balance. Balance is an individual issue. I cannot tell you how balance is defined for you, but a fulfilling life is a life that takes all areas into consideration....Physical, Mental, and Spiritual.

As you begin to dream of what you want to Be, Do, and Have...address all of these areas of your life.

► Key Points to Remember!

This image shows a blank sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

Preparing to Create My Vision

“BEFORE YOU CAN DO SOMETHING
YOU MUST FIRST BE SOMETHING.”

— Goethe

Rule #1

Your vision must address all three levels (Be, Do, Have); and the physical, mental, and spiritual goals in these areas.

Rule #2

Release limitations. All things are possible.

Rule #3

Your vision must state what you want versus what you don't want.

Rule #4

You must write your vision in the present tense. In other words, You must be able to see yourself already in the possession of the good you desire.

Notes:

[illegible]

Once you have listed all the components of your vision, go back and list them as an “A, B, or C” (A as most important).

Once this is complete, go back and number all of your "A's" in sequential order (i.e. 1 through 10; 1 being the most important).

[illegible]

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Once this is complete, go back and number all of your "A's" in sequential order (i.e. 1 through 10; 1 being the most important).

The Law of Attraction

“WHATSOEVER YOU SHALL ASK IN FAITH BELIEVING...
YOU SHALL RECEIVE.”

—Ancient Text

“THERE IS A DIFFERENCE BETWEEN WISHING FOR A THING...
AND BEING READY TO RECEIVE IT.
NO ONE IS READY FOR A THING, UNTIL THEY
BELIEVE THEY CAN ACQUIRE IT.”

—Napoleon Hill

The Power of Faith and Belief

Congratulations! You have completed the first step to guarantee the achievement of your vision, dreams, and goals. It is a scientific fact, that you must have something mentally before you will ever have it physically. Life's great achievers have confirmed this for centuries.

Our history is full of great achievers who have accomplished, through the process of visualization, what many believed to be impossible. There are also many individuals who go through this exercise and never achieve their vision. How does this occur? What is the difference? Why is it that some are absolute giants in their lives and their industry while others continue to struggle and never succeed? It could easily appear that some act of fate, or some higher power playing favoritism has reached out and touched a select few. But I can assure you that is not the case.

Everyone has been blessed...you included. But you must understand the Laws. In this case you must understand the *Law of Vibration* and the *Law of Gender*.

All great achievers in life have possessed an *unshakable belief* in the manifestation of their vision. In fact, they don't just believe it...they *know it* as truth. For many this knowledge is unconscious competence. But it does not matter...the law is the law.

“TO BELIEVE IN THE THINGS YOU CAN SEE AND CAN TOUCH
IS NO BELIEF AT ALL, BUT TO BELIEVE IN THE UNSEEN
IS BOTH A TRIUMPH AND A BLESSING.”

- Abraham Lincoln

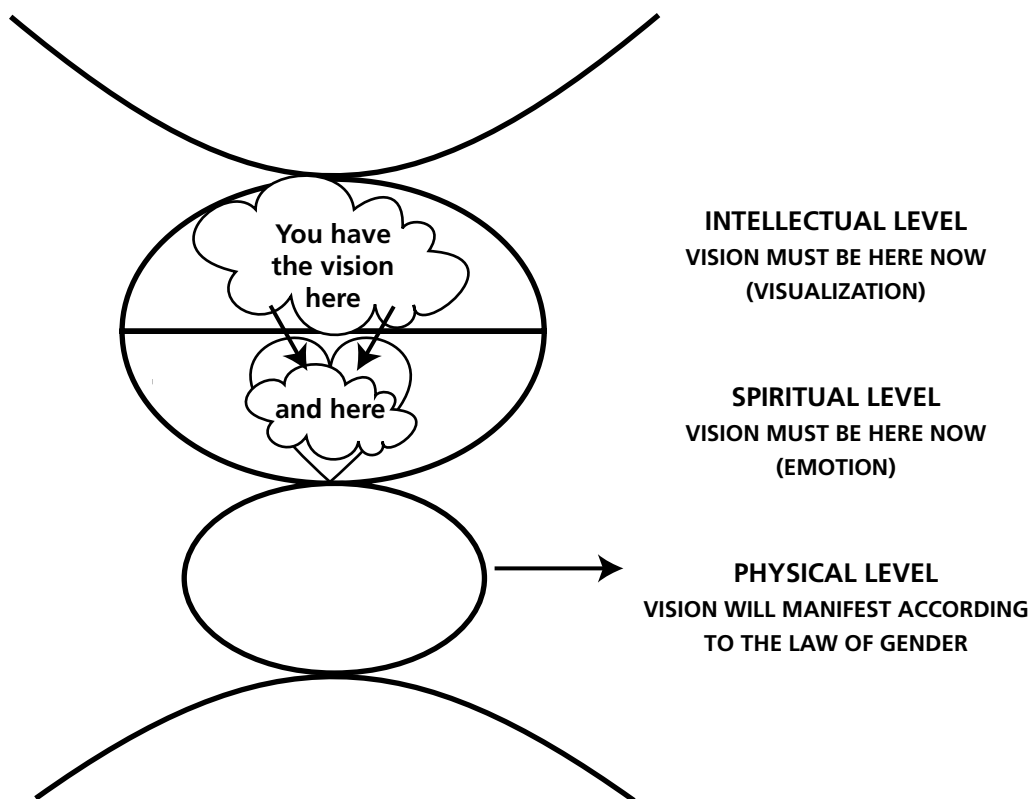
You are unique. Now that you are becoming consciously aware of how the universe works, you can have it work for you *every time*...in all you do. You must believe it, without question...you must *know* it!

Every thought you mix with emotion becomes a spiritual seed you plant in your subconscious mind. This seed immediately begins to attract (resonate with) that which is necessary for its growth.

But understand that it will only grow to the degree that it is nourished through repetition and belief. If you are planting seeds of faith and belief one moment...and seeds of doubt and fear the next...you are putting out *and attracting* confusion and anxiety.

Plant and nourish your vision and only your vision will grow. Believe and know that it is only a matter of time before it begins to manifest in physical form. (You will be openly rewarded for your faith.) A baby takes approximately 280 days... we know that and we continue to believe it is coming. We would never go to the expectant mother in the third month and begin to question the validity of her pregnancy.

Your vision will appear in physical form when the necessary gestation period has elapsed and that gestation period is governed by the Law of Gender.



**The actions I will take in the next 24 hours toward my vision
in the following areas are:**

► **What I want to be:**

Vision: _____

Action: _____

► **What I want to do:**

Vision: _____

Action: _____

► **What I want to have:**

Vision: _____

Action: _____

“EVERY SAILOR, SETTING TO SEA TO DISCOVER NEW LANDS,
NEEDS TO MAKE A ‘LEAP OF FAITH’.
IT IS MOST TEMPTING TO TURN BACK WHEN,
WHAT IS KNOWN IS FADING ON THE HORIZON,
AND WHAT IS BEING SOUGHT HAS YET TO SHOW UP ON THE OTHER.
THIS IS A TIME OF AMBIGUITY, CONFUSION,
AND FEAR OF THE UNKNOWN,
THAT TESTS THE COMMITMENT AND VISION OF LEADERSHIP.”
—Paul Sterling

► **Why must you believe in your vision
even before there is physical evidence?**

► **KEY POINTS**

Summarize the Key Learning Points from The Power of Vision

THE POWER OF PARTNERSHIPS



“A STRONG LIFE IS LIKE A SHIP OF WAR,
WHICH HAS ITS OWN PLACE IN A FLEET,
AND CAN SHARE IN ITS STRENGTH AND DISCIPLINE.
BUT IT CAN ALSO FORGE ALONE
TO THE SOLITUDE OF THE INFINITE SEA.
WE OUGHT TO BELONG TO SOCIETY AND
HAVE OUR PLACE IN IT.
BUT BE CAPABLE OF AN INDIVIDUAL EXISTENCE
OUTSIDE OF IT.”

—*P. G. Hamerton*

THE POWER OF PARTNERSHIPS

Today, knowledge is doubling every three years in our world. This means that many of the things we will use on a daily basis in the years ahead have not even been thought of, much less invented, yet.

In today's world (because of the rapid pace of technology), we are all expected to do more with less. Consequently, the only way that you and I can be successful is to leverage ourselves. Anyone who tells you that they succeeded by themselves today...is not being honest. Even if you work smart, and extremely hard, it can be difficult to keep up.

By completing every exercise to this point, you have created your new personal paradigm. You have clearly defined your personal vision. The next step in the Science of Success is to leverage your time, talents, and actions through powerful partnerships.

“PEOPLE ARE THE PORTALS
THROUGH WHICH WE PASS INTO POSITIONS OF POWER AND
LEADERSHIP.”

—*Bob Proctor*

Why is it that people frequently do not build powerful partnerships? I suggest that a large portion of the lack of this power principle is due to the competitive mindset that is perpetuated in our world.

Notes:

Creation versus Competition

The first thing you must understand is that the truly successful never compete! There are many reasons for this, some will be discussed in a later lesson. But for now suffice it to say that when you compete, you are limiting yourself and your ability to create. Why is this?

What are the thoughts that create competition. The very nature of competition is that you are:

1. Comparing yourself to your "adversary".
2. Believing that there is a limited supply of goodness and success.

Both of these concepts are in error.

*"The only competition you will ever have in life
is the competition between your disciplined
and undisciplined mind."*

First, understand that you have no external adversaries. To truly have an external adversary your results would have to be created by external events. What other people do would have to determine your level of success. You and I know that externals do not determine what you achieve or don't achieve.

YOU determine that...and only you!

No one can stop you from achieving all that you desire...it is your birthright! If you must create an adversary in life...let your adversary be lack of understanding ! Lack of understanding is the only thing that that will slow your success. Listen to this program over and over. Work the exercises again and again until you lock them into your spiritual power center and nothing and no one will be able to slow the magnetic attraction of anything you want.

Second, there is no such thing as a limited supply. The marketplace is full of people and companies in the same business, providing similar service and many prosper. The people you once thought to be your competition can earn millions of dollars in the same field and there will still be millions to go around. Their success has no effect upon yours!

You may believe this to be radical thinking, and compared to the current collective thinking it is, but collective thinking is inaccurate.

The highly-successful do not compete...they create. The mere nature of competition means that you must compare yourself to others. You have learned that your consistent thoughts become manifest in your physical world. If you are constantly measuring and comparing yourself to your "competition", you are doomed to create nothing more than their best effort.

Resolve to concentrate only on what you are creating and the abundance of possibility available to you. Your concentration will reward you with the object of your focus and desire.

► **Important points to remember regarding creation versus competition.**

Notes:

Choosing Your Partnerships

Understanding the fundamental truth of creation enables you to open yourself to a whole new world of possibility. You are free to become the very best and create all that your unlimited potential allows. Therefore, you willingly help your teammates.

As this paradigm shift occurs, you will begin to automatically assist others in achieving their goals, which by Law, will begin to attract like energies into your life.

Put yourself in the proper vibration...create and attract your vision, begin to choose associates and friendships that are in harmony with who you are becoming. These are and will be people who believe in you and will support the reality of what you are creating.

***“You must commit
to only build intimate relationships
with people
you want to become.”***

Disempowering relationships have limited many a would-be high-achiever. The majority of people in your life will not understand what you are creating. Even those who love you the most will, with good intention, tell you to “slow down”, “take your time” or “be realistic”.

Even though they love you, and often have your best interest at heart, they will hold you back. Others will be nay-sayers and tell you every reason in the world why you cannot achieve your vision and dream. These people, although you may love them, are toxic! Guard your emotions while you are in their presence.

You will never see an eagle flying with a flock of pigeons! You may think this is a simple example; however, this is not a chance occurrence...it is law! The eagle is in a completely different vibration from the pigeon; therefore, they repel each other versus attract.

Often on your road to success you will have to change your intimate friends and the places you frequent...but the returns are enormous! If you study the highly successful, you will invariably find that they spend quality time with the like-minded. They join the same clubs and churches, attend the same functions, and eat at the same restaurants. Your relationships, partnerships, and environment are more important to your success than your heredity...you must take them seriously.

Your thoughts are massively influenced by the people and environments where you spend your time. Therefore, you cannot afford to be lackadaisical about this imperative issue.

Notes:

► **Important points to remember regarding partnerships.**

Choosing Your Business Partnerships

No one can do it by themselves in today’s world. You must frequently touch the lives of greatness. Those who believe in you, lift you, inspire and motivate you forward toward your vision.

Create a list of the key business people with whom you currently spend the majority of your time.

_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

From the list above, whom do you aspire to be like? Write them below.

_____	_____
_____	_____
_____	_____
_____	_____

Who are the high-performers with whom you would like to cultivate deeper relationships and partnerships? (Consider individuals on the list above as well as new names not listed). Write them below.

_____	_____
_____	_____
_____	_____
_____	_____

How, specifically, will you commit to make this happen? By what date?

What will you do to help them?

Choosing Your Social Partnerships

Create a list of the people with whom you currently socialize.

_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

From the list above, whom do you aspire to be like. Write them below.

_____	_____
_____	_____
_____	_____
_____	_____

Who are the people with whom you would like to cultivate deeper relationships and friendships?
(Consider individuals on the list above as well as new names not listed). Write them below.

_____	_____
_____	_____
_____	_____
_____	_____

How, specifically, will you commit to make this happen? By what date?

What will you do to help them?

One of the most powerful things you can do to increase the velocity of your success is to find and work with a great mentor. All highly successful individuals have had great teachers.

Mentors are the people who have already achieved a level of success to which you aspire. Your mentor will shorten your learning curve tremendously. They have been where you are going and have learned what works and doesn't work. They can tell you from experience what to do and not to do. They have made the mistakes so that you don't have to make them. You can make it without a mentor...but it may take twice the time.

Brainstorm the people that you need to meet and emulate. Who are people that are experts in your field or have achieved what you want to achieve?

What has to happen for you to meet these people?

How will you make it happen?

When will you make that happen? (Specific date)

What immediate action are you committed to taking toward meeting them?

Think of the person or people that could become your mentor. Someone you can go to for guidance and insights. List a possible six people below and then select one or two that you could have as mentors.

_____	_____
_____	_____
_____	_____

What can you do to build this type of relationship with your future mentor?

When will you commit to making this happen?

“THE DEEPEST NEED OF MAN IS TO OVERCOME HIS SEPARATENESS.
TO LEAVE THE PRISON OF HIS ALONENESS.
THE ABSOLUTE FAILURE TO ACHIEVE THIS AIM MEANS INSANITY.”

—*Eric Fromm*

Notes:

Becoming A Master Communicator

To build these effective partnerships you must become a master communicator. Whether in sales, leadership, or finance, you must be able to connect, communicate, and influence.

“Everything in life is about relationships.”

Relationships are life...and relationships are built upon communication, commonality and connection. These three factors can be called rapport.

Rapport is a word which describes being in the same vibration. When we are in rapport we communicate on all three levels: physical, intellectual, and spiritual...and you can feel it. Think of your dearest friend and the feelings you have when around that person. This is due to the rapport you have developed.

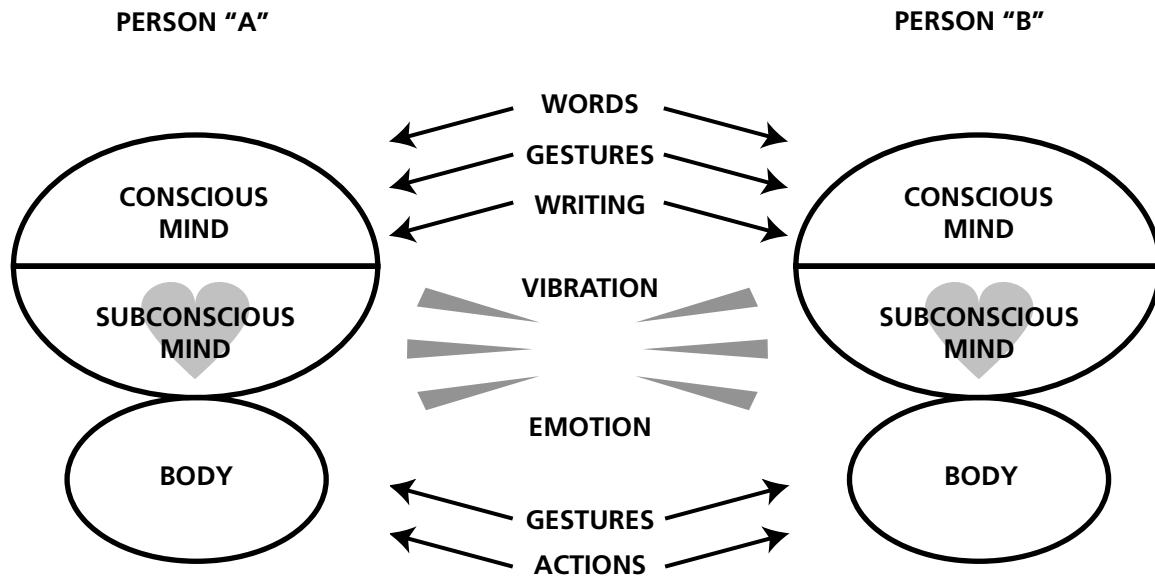
The intellect (conscious mind) communicates through words, gestures and writing. To the degree that you establish commonality in these areas you will begin to establish rapport. In other words, the individual will begin to think, “This person is like me”, and this will begin to open the door to deeper levels.

The physical body is communicated by gestures and actions. Again commonality in these areas open the door wider to deeper levels of rapport.

The spiritual (subconscious) level of rapport is communicated by vibration or emotion. Once this bond is made, the level of trust is extremely high, and the subconscious mind is wide open. This is the deepest level of rapport and at this level a tremendous level of trust begins to build. Your closest partnerships, relationships, and friendships are (and will be) in harmony on all three levels.

Notes:

Winners Communicate at All Three Levels



► What can I do to create greater levels of rapport with my partners and mentors?

► Important points to remember regarding communication.

Notes:

THE POWER OF GIVING



“I WILL INDUCE OTHERS TO SERVE ME
BECAUSE OF MY WILLINGNESS TO SERVE OTHERS.”

— *Napoleon Hill*

THE POWER OF GIVING

The Boomerang Principle

The *Law of Cause and Effect* states that every effect has a cause and every cause its effect. This has been probably one of the most widely known of all the great laws. It has been taught in multiple texts throughout time: "What you sow, you reap"; "The law of karma"; "What goes around comes around"; etc. No matter how you say it, the *Law of Cause and Effect* (just like the boomerang) brings back around exactly what you put out!

Giving is one of the most powerful principles in the *Science of Success* for several reasons:

- If you give great service and value you will, by law, receive great returns.
- Giving is one of the quickest ways to plant new ideas and realities of abundance in your subconscious mind.

Cause and Effect - Vibration and Attraction

Not only does giving set the *Law of Cause and Effect* in motion, it also puts out a particular vibration that puts the *Law of Attraction* into play. You already know that like attracts like. Therefore, it is an absolute law that the good you give must come back to you "pressed down, shaken together...and running over."

*"It is noble to charge and amass a fortune
if you give a fortune in value."*

Winners Always Give 10X More Value

The scientific approach to success is to always provide tremendous “use value” to others. In other words, the true winners *always* provide 10 times more value than what they ask for in return. Regardless of the monetary investment, winners’ clients and business associates always feel that it was more than worth the investment. Often their clients will feel that they *underpaid* for what they received.

For this reason alone the winners’ business, and everything they do, will be a huge success. People will actually be attracted to them by magnetic forces; and the knowledge of their value and their passion will spread like wild-fire.

What you give out not only will...*but must* come back to you in great measure. It is an absolute *law* and a basic principle of the *Science of Success*. To insure this principle works for you...you must be sure you are truly giving versus trading.

“WE MAKE A LIVING BY WHAT WE GET ...
WE MAKE A LIFE BY WHAT WE GIVE.”

—Winston Churchill

► How can I give 10X more value?

Giving versus Trading

“IT IS ONE OF THE MOST BEAUTIFUL COMPENSATIONS OF THIS LIFE
THAT NO MAN CAN SINCERELY TRY TO HELP ANOTHER
WITHOUT HELPING HIMSELF.”

—*Ralph Waldo Emerson*

Sincerity is the most important message Emerson is conveying. There is a massive difference between giving and trading. Many don't experience the pure joy of giving, nor the returns that are inevitable, because their "giving" is really trading.

Many people give expecting reciprocity, but this is trading. The ancient text says, "As you give...so shall you receive". And so it is. The key to remember is that the text does not state you will receive your returns from the same source. It just says that you *will* receive.

Many people trade their love, friendships, gifts, services and expect reciprocity. The successful giver will *truly* give, with no strings attached. These individuals often know the law, and they know that their good will inevitably come back to them...but that is not why they give. They give for the sheer joy of helping, providing service and giving tremendous value.

For the highly-successful, *giving itself* is the reward.

Abundance versus Scarcity

“TO TAKE YOU MUST FIRST GIVE.”

—*Lao Tzu*

All great achievers in life have been great givers. When giving, you are operating according to the law. True giving is the only way to send a strong message into the universe of abundance. The individual with a scarcity mentality feels that they must hold and hoard. They constantly think only of themselves. The Law of Attraction states that "like energy attracts like energy". Inevitably, the givers get more and the hoarders lose what they tightly held. It is the law!

When you believe in true abundance you realize that nothing is ever created or destroyed. Everything in the universe comes from the same supply...and that supply is unlimited. You are an incredible creator and you can be, do, and have anything you desire...it is law. Therefore, *nothing* can be truly lost...except opportunity.

“WHATSOEVER YOU SOW...THAT SHALL YOU ALSO REAP.”

—*Ancient Text*

► How will you truly give more in your professional life:

To your peers _____

To your boss _____

To your clients _____

► Who are the key clients and business partners to whom you will give more?

► How, specifically, will you do this?

When? _____

► How will you truly give more in your personal life:

To your self _____

To your friends _____

To your family _____

► How, specifically will you do this?

When? _____

► Why are these commitments vital to your success?

► Important points to remember regarding Giving.

The Vacuum Law of Prosperity

If you want to bring something new into your life you must have the space available. A fundamental principle of life is that *Nature Abhors a Vacuum*. You can easily test this. Go into your yard and dig a hole. You and I know that it will not be long before that hole begins to fill. Nature will begin to fill the void.

I have a broad open counter in my kitchen. No matter how many times I clean it off...it never remains that way for long. Within days it once again will have mail, books, or other miscellaneous items stacked on it. You have experienced this as well...it is a natural principle.

If you understand this truth you can begin to use it to your advantage. Find the things in your life that no longer serve you (a good place to start is your closet). How many old suits or outfits do you have that are incongruent with your new self-paradigm? *Give* them away!

There is no better way to send a message of abundance to the universe than to *give away* things that no longer represent who you are. Many of your friends will attempt to have garage sales. This is ridiculous! Give things that you no longer use to someone who will gain pleasure and value from them.

You are a creator with access to an unlimited supply. Send the message of faith and abundance into the universe by creating a vacuum.

***“You will never receive the good you desire
until you have created space for it.
There is a big difference between wishing for something
and being prepared to receive.”***

► What are some of the things in your life that no longer serve you?

► When will you commit to creating a vacuum for the good you desire?



“GRATITUDE IS THE MOTHER OF VIRTUES.”

—*Marcus Cicero*

THE POWER OF GRATITUDE

THE POWER OF GRATITUDE

The sixth principle in the Science of Success is the principle of continuous gratitude. Cicero, the great Roman statesman, was accurate in his observation. Gratitude is not only the mother of virtues...it is the mother of all life's benefits. This includes health, love, happiness, affluence and prosperity. Wherever you find a truly successful individual...you will find abundant gratitude in large quantities. Gratitude sets up an attractive force unlike any other, to bring your vision into existence.

One of the most unfortunate and disempowering situations in life is concentrating your attention on the things you don't have versus the things that you have. Our memories tend to be very short when it comes to all the goodness that is bestowed upon our lives. Conversely, we have the "memory of an elephant" when we think of all the things we are lacking.

When a person lacks gratitude their entire system is thrown into a negative vibration and a state of negative balance. According to the Law of Attraction (because of focusing on what they don't want) those without gratitude begin to attract and manifest the very thing they fear or abhor. So, let's be continually grateful.

To experience gratitude on a continual basis, you must understand and believe three truths:

- Your current situation is great and getting better.
- Your current life is full of things for which to be grateful.
- Your current results will continually change, grow, and improve.

Your Current Situation is Great and Getting Better

According to the *Law of Relativity* your “reality” is only created by comparison. In other words, you have a myriad of things for which to be grateful. In order to be ungrateful, you must forget all these things and focus on a very limited number of things you aren’t satisfied with in your life.

For instance, you may not be satisfied with your current income. The only way you can be dissatisfied is to compare it to some criteria you have chosen that you deem to be better.

Understand that there is nothing wrong with wanting to improve your income...but your current income is neither great nor poor...it “just is”. I guarantee that it is extremely substantial compared to the average annual income in Bangladesh of \$1,800! Try using that as a comparison point for awhile and see if your view doesn’t shift.

Your current situation is whatever you choose it to be. It “just is.” Remember, nothing in life has any meaning except the meaning you give to it. As you being to focus on the all the goodness in your life, you can be grateful for all that you have, knowing that more goodness is on its way. Putting out these positive and grateful vibrations will attract more of the same to you. With this approach, you cannot fail...you will create all you desire.

Your Life is Full of Things for which to be Grateful

There are a multitude of things in your life to be grateful for on a daily basis. To experience gratitude in your life, you must believe and know that whatever you don’t like in your life is temporary. In other words, it is the result of your past paradigm and is in the process of changing. To lack gratitude, you have to negate all the good things that you currently have...and focus on a very small area that you want to improve.

For example, how much would you pay to have your eyesight back if it were lost? What would the ability to walk and run be worth to you once it was gone? What price would you pay for a loving and faithful family, children, wife, husband and friends?

What is your health worth? What would you pay to have it back if you were diagnosed with a terminal disease?

To experience gratitude we must only remember that most of us live in absolute material wealth and abundance compared to the majority of the world; that we have our marvelous mind that can comprehend the great laws of the universe and begin creating anything we desire.

What is the value of being able to acquire unlimited books and knowledge? To attend all the schooling and seminars your heart desires? To continuously learn, expand and grow?

How much is it worth to live in a country of free enterprise where you can choose or change your career at any time? How fortunate are you to be able to pursue your passion without question?

Lastly, what is it worth to be God's greatest creation? To be in dominion over an abundant universe with the gifts to create anything your mind and spirit can dream?

Remember who you are and what you have at your disposal. Be grateful for all your glorious gifts and your gratitude will begin to magnify them and attract more of the same.

Your Current Results Will Continually Change, Grow and Improve

The last thing you have to know and believe is that your current results are representative of your past. Your past does not equal your future! When you are ungrateful for your current state of affairs, the message sent to your subconscious mind is "I do not believe that my dreams and vision are on their way." In other words, "what I have is permanent and will not change or improve".

This way of thinking becomes a self-fulfilling prophecy of lack and limitation and you will end up manifesting your worst fear. By planting seeds of gratitude, belief, and faith in the magnificent garden of your mind, they will begin to take root and grow. The law works every time...either for you or against you. You will always manifest your controlling idea.

Realize, now, that your current situation is the result of your past thinking. Be grateful in knowing that, by law, your new thinking is attracting the good you desire and deserve.

Notes:

► What are all the things you have to be grateful for right now?

Regarding:

Your Health _____

Your Abilities _____

Your Business _____

Your Family _____

Your Friends _____

► How does a lack of gratitude set the Law of Attraction in motion to create what you *don't* want in life?

► How is an attitude of gratitude a powerful magnetic force for greatness in your life?

► How will you remember to be continually grateful?
Be specific.

► What will you commit to doing differently?
Be specific.

“WHATSOEVER YOU SHALL ASK IN FAITH BELIEVING...
YOU SHALL RECEIVE.”

“ACCORDING TO YOUR BELIEFS IT IS DONE UNTO YOU.”

- *Ancient Text*

Faith in Action

When you are totally grateful, the message sent to your subconscious power center is a message that “I may not prefer my current results, but I know they are the outcomes of my past conditioning, thinking and actions...and I know they are temporary.”

We have already discussed the *Law of Attraction* and the power of faith. When you have complete gratitude you send a very powerful message that you know the goodness you desire is on its way. Consequently, you can relax, enjoy, and appreciate the journey. You can find all the goodness and beauty in your life and your results, KNOWING that your vision is on its way.

“Gratitude is ultimate faith, belief and knowing.”

The Law of Appreciation

The attitude of gratitude is developed and turned into a habit by giving attention to the *Law of Appreciation*. One of the principles of the universe is that anything that is not growing is dying. Because we know that nothing stands still, we absolutely must be moving in one direction or the other. We also know that whatever you give energy and attention to grows. Appreciation is one of the highest forms of attention.

Let’s review:

- According to the Law of Rhythm, we are either growing or dying. The law states “create or disintegrate”.
- Whatever we give energy and attention to—grows.

One of the greatest ways to give energy, attention, and gratitude is to appreciate. *The Law of Appreciation* is the way that we can grow and strengthen what we want in our life and in our relationships.

The unfortunate truth is that a majority of people neglect the things that are most important in their lives. For instance, their spouse, their children, their family members, their closest friends... and themselves.

True appreciation does not have to be something grandiose. In fact, most frequently you will find that the small things done consistently in the right places create the major impact. These are the things that are so easy to give, yet so often neglected:

- Thank you's
- Keeping promises
- Common courtesies
- Cards and small remembrances
- Communicating frequently
- Eating well, exercising, rest and recreation

If our lives are not appreciating, they are depreciating. They never stand still.

► **What do you most appreciate in your spouse or significant other?**
How will you show it more effectively and frequently? Be specific.

► **What do you most appreciate in your children?**
How will you show it more effectively and frequently? Be specific.

► **What do you most appreciate in your family?**
How will you show it more effectively and frequently? Be specific.

► **What do you most appreciate regarding your closest friends?**
How will you show it more effectively and frequently? Be specific.

► **What do you most appreciate regarding your health?**
How will you show it more effectively and frequently? Be specific.

► How will appreciation begin to attract more of what you want into your life? How will appreciation make it flourish and grow?

► Summarize why gratitude and appreciation are critical foundation points in the *Science of Success*.

► Why are gratitude and appreciation a vital part of achieving your vision?

THE POWER OF ACCOUNTABILITY



“BY THEIR FRUITS YOU SHALL KNOW THEM.”

—*Ancient Text*

“RESULTS TELL AN INTERESTING STORY...
THEY TELL THE TRUE STORY.”

—*Bob Proctor*

THE POWER OF ACCOUNTABILITY

The Power of Accountability, probably more than any other principle, will put the *Science of Success* in motion to create your results. All the highly-successful have understood this immutable truth; and they have practiced it on a daily basis.

*“Only when you take accountability
for everything in your life,
can you be in a position to change or control anything.”*

Understand now that the *Science of Success* produces results...guaranteed! The claim has been made that it works for *everyone...every time!* This is bold, and it is made with conviction! But it is up to *no one but you* to learn and understand what is in this program.

It is up to you to listen and study on a daily basis. It is up to you to work the exercises, to give 110%, and to play flat-out! No one can make you do it and no one can do it for you! You are in control of your destiny and it's a matter of choice...not chance.

*“There is one difference between
dreamers and achievers in life...action!
Massive, immediate, intelligent, consistent action!”*

Make a commitment for the next thirty days to listen to one of the power principle tapes every *single day*. Repetition is the first law of learning. If you ever hope to recondition the subconscious mind you must fill it with your new paradigms over and over again. If you commit to this, your results will begin to come to you so quickly it will make your head swim. But it's up to you!

Understand that winners get results! And to get results you must take *action!* Winners do in life what the others didn't!

It's All About Results

The whole purpose of this program is to get results. And I know that is what you want...you want to grow and improve. In fact, growing is law...it is the sole purpose of the human race. The law states that anything that is not growing is dying. You must create or disintegrate.

If you understand and apply the *Science of Success*, turbo-charged results are guaranteed. But *you must take action!* You are incredible at manifesting whatever you desire. But it is not just enough to think about prosperity and success...you have to *do something!* The action you take must be based upon the person you are becoming.

*“Many people look at their current state of affairs
to determine the action they do or do not take.
Therefore, their future remains eternally chained
to the limitations of their past.”*

Unfortunately in today's world, many people believe that success comes from what you know. In fact, we have often heard that “knowledge is power.” But you and I know that *wisdom* is power.

Knowledge is nothing more than unorganized information...wisdom on the other hand is information that is organized (and *acted upon*) in alignment with universal principles. Knowing is great...but wisdom gets results!

*“Knowledge is what you know...
wisdom is what you are doing with what you know.”*

Everyone has a good story as to why they don't get results. You hear, “I grew up in the wrong neighborhood”; “I didn't get the breaks”; “My family wasn't as fortunate as others”; “I don't have the proper schooling”...the list is endless.

In many cases we have come to believe that results are not that important. Many have fooled themselves into thinking that a lack of results are acceptable...as long as they have a “good story”. This is absolutely untrue! Good stories can be great excuses...but they guarantee our failure. Winners push past their good stories to *get results!*

“Results do not equal no results + a good story.”

Many times the stories we tell are true; and situations and experiences do have an influence on us. However, they do not have the power to control us unless we allow them. To the degree we continue to focus on all of our stories, we disempower ourselves to ever change or ever achieve.

Resolve right now to no longer tell your good stories. Resolve to focus only on your vision and unlimited potential. Remember, whatever you give energy to, must grow. No one ever became a leader by focusing on limitation. No one ever became wealthy by studying poverty. The medical profession has increased illness by making sickness a study.

The only way to build the results you want in your life is to constantly and consistently focus on the *things you want*. You would not go to a drowning man to learn how to swim. You would not focus on how *not to do* something you wanted to learn *how* to do. By focusing on your “stories” you will, by law, continually create and re-create more of the same.

Those who take accountability let go of their stories. They know that pondering lack and limitation will only attract lack and limitation.

Notes:

Get in the Drivers' Seat

Those who don't take full accountability will never be highly successful. They are roaring down the highway of life allowing others and external circumstances to *drive their bus*. They are like the ping-pong ball in the surf—being knocked to and fro.

Winners realize that the past is the past and the future is theirs to create. They drive their own bus! Their destiny is of their own choosing. You and I can never change our past—it is set in concrete. But our future is unlimited. Let's take the first step toward driving our bus and creating our destiny with the 3 Rs of *The Science of Success*.

Your future is unlimited. Take the first step toward driving your own bus, your own destiny, with *The Science of Success'* 3 Rs of Accountability:

RECOGNIZE Exactly where you are in relation to your vision.
Take an honest look at your current results.

► What are your present results:

Physical _____

Financial _____

Emotional _____

Spiritual _____

RESPONSIBILITY

Taking full responsibility for your own results is the key to freedom.

► Explain why you, and only you, are fully responsible for your future results.

► What are some of the good stories (excuses) you have told that have limited you in your life in the following areas:

Physical _____

Financial _____

Emotional _____

Spiritual _____

REALIZE

You can change and create anything.

► Summarize why this is true.

► What are the new results (your vision) that you are attracting?

Physical _____

Financial _____

Emotional _____

Spiritual _____

► What are the actions you can take regardless of the story?

► What actions will you commit to taking?

Acknowledgments

As this copy goes to print, I pause to think about all the time, energy, and effort it has taken to complete this "Labor of Love." It is a Labor of Love not only from my effort, but also from all of the energy and effort that has been *gifted to me* in its creation.

Throughout my life I have encountered many individuals, personally and in writings, who have made major contributions to my life, my philosophies, and my growth. Most of these ideas have been gleaned from years of reading and personal research, wherever possible, I have quoted sources in the text.

It seems as though any time you give the thanks deserving to all the individuals who have touched you, or have had a part in some way, you run the risk of overlooking someone. For any of whom this may be the case, please accept my apologies and my gratitude.

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