THINK AND GROW RICH

ACTION GUIDE

NAPOLEON HILL

Nightingale Conant

IMPORTANT

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How can you get the most out of this writeable workbook? Research has shown that the more ways you interact with learning material, the deeper your learning will be.

Nightingale-Conant has created a cutting-edge learning system that involves listening to the audio, reading the ideas in the workbook, and writing your ideas and thoughts down. In fact, this workbook is designed so that you can fill in your answers right inside this document.

For each session, we recommend the following:

- Preview the section of the workbook that corresponds with the audio session, paying particular attention to the exercises.
- Listen to the audio session at least once.
- Read the text of the workbook.

In addition to the exercises and questions, we've created an "i-journal" to make this an even more interactive experience for you. At the end of this guide, you can write down any additional thoughts, ideas, or insights to further personalize the material. Remember, the more you apply this information, the more you'll get out of it.

Nightingale Conant

THINK AND GROW RICH ACTION GUIDE

Napoleon Hill

THINK
AND
GROW
RICH

A "Think and Grow Rich"™ Program
Authorized by the Napoleon Hill Foundation.

Nightingale-Conant Corporation

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INTRODUCTION

Think and Grow Rich is one of the most influential books of all time. It points the way to personal achievement, to financial independence, and to riches of the spirit beyond measurement in mere money.

There has never been another book like it. It was inspired by Andrew Carnegie, who disclosed the formula of personal achievement to Napoleon Hill many years ago.

Although the times have certainly changed, and the circumstances of our daily lives are even more complex than when Andrew Carnegie and Napoleon Hill sat down to talk, the secrets they reveal are time-tested and just as pertinent today as when this classic text was first released.

The riches discussed here need not be thought of only in financial terms. There are great riches in lasting friendships, harmonious family relationships, sympathy and understanding between business associates, and an inner harmony that brings peace of mind measurable only in spiritual values.

The philosophy of *Think and Grow Rich* will prepare you to attract and enjoy these higher things in life, but only if you are ready for them.

Before continuing on your discovery of the 13 steps leading to life's riches, fill out the following self-assessment.

It consists of 20 Always/Sometimes/Never questions. There are no right or wrong answers. Only you will see them, so answer as honestly as possible.

Following this assessment, you will receive instructions on how to score yourself.

SELF-ASSESSMENT

1) I can state what I want out of life in 10 words or less.
❑ Always ❑ Sometimes ❑ Never

2) I know exactly the amount of money I want to have.
❑ Always ❑ Sometimes ❑ Never

3) Instead of goals I have obsessions.
❑ Always ❑ Sometimes ❑ Never

4) I am certain of which people and philosophies I believe in.
❑ Always ❑ Sometimes ❑ Never

5) My goals are consistent with my beliefs.
❑ Always ❑ Sometimes ❑ Never

6) My actions are consistent with my beliefs.
❑ Always ❑ Sometimes ❑ Never

7) I believe that I will turn my current financial dreams into future financial reality.
❑ Always ❑ Sometimes ❑ Never

8) I make only positive statements to myself about the kind of person I am and the kind of goals I've set.
❑ Always ❑ Sometimes ❑ Never

9) I take time out of every day to offer my subconscious mind positive thoughts about myself.
❑ Always ❑ Sometimes ❑ Never

10) I feel my storehouse of varied generalized knowledge is less important in my pursuit of riches than the relatively few areas in which my knowledge is much more specialized.
❑ Always ❑ Sometimes ❑ Never

11) I spend part of each day dreaming about what life *could* be.
❑ Always ❑ Sometimes ❑ Never

12) I devise several possible solutions to a single problem.
❑ Always ❑ Sometimes ❑ Never

13) I bounce my ideas off a select group of trusted friends.
❑ Always ❑ Sometimes ❑ Never

14) I try to discover what I can give to a company, instead of demanding the perfect job.
❑ Always ❑ Sometimes ❑ Never

15) I make decisions quickly.
❑ Always ❑ Sometimes ❑ Never

16) I am slow to revise or reverse a decision.
❑ Always ❑ Sometimes ❑ Never

17) With a goal in mind, nothing steers me away from it.
❑ Always ❑ Sometimes ❑ Never

18) I can rechannel energies created by sexual desire into activities more conducive to achieving my professional and financial goals.
❑ Always ❑ Sometimes ❑ Never

19) I want highly colored emotions to reach my subconscious mind.
❑ Always ❑ Sometimes ❑ Never

20) I operate successfully using hunches and intuition.
❑ Always ❑ Sometimes ❑ Never

SCORING

Give yourself 1 point for each **Always** you marked. _____

Give yourself 2 points for each **Sometimes** you marked. _____

Give yourself 3 points for each **Never** you marked. _____

Add all of the points; this is your **Final Score.** _____

If you scored 20 to 30 points:
Congratulations, you are well on your way to achieving all of the riches you desire. This program will reinforce practices and beliefs you have already been using. It will supply background information of which you might not currently be aware. Keep up the good work and prepare to attain everything you want.

If you scored 21 to 49 points:
The majority of people initially score in this range. Instinctively, you seem to be doing what's necessary to achieve great success — at least sometimes. Now find out the details of what it takes and how to take advantage of these principles on a consistent basis by listening closely to this program.

If you scored 50 to 60:
Your work is cut out for you. But never fear. If you didn't have a desire for success and great riches, you would not have purchased this program — and desire is the foundation on which financial success is based. It may take you a little longer to master the principles, but it *can* be done. And it *will*. Now get to work!

DESIRE

Desire means, simply, knowing what you want. It is the first principle of success.

Your brain becomes magnetized with the dominating thoughts you hold in your mind. These magnets attract forces, people, and circumstances in harmony with the nature of those dominating thoughts.

Before you can accumulate riches in great abundance, you must magnetize your mind with an intense desire for those riches.

Wishing will not bring riches. But desiring riches with a state of mind that becomes an obsession, then planning definite ways to acquire those riches through goal setting and backing those plans with a persistence that does not recognize failure, will bring you what you desire.

There are six definite, practical steps to follow in order to transform a desire for riches into the riches themselves.

1) Fix in your mind the exact amount of money you desire.

2) Determine exactly what you intend to give in return for the money you desire.

3) Establish a definite date by which you intend to possess the money you desire.

4) Create a definite plan for carrying out your desire, and begin at once — whether you are ready or not — to put this plan into action.

5) Write out clearly and concisely all of the information in Steps 1 to 4 above.

6) Read your statement aloud twice daily and, as you read, see and feel and believe yourself already in possession of the money.

Answer the following questions, based on the six steps detailed above. When you have completed answering the questions, you will have the basis for your plan to accumulate the wealth you desire.

1) What is the exact amount of money you desire?

---

2) What exactly will you give in return for this money? Remember, something never comes for nothing.

3) By what date do you intend to have the money you desire? Be specific.

4) In the following space, create a definite plan for carrying out your desire. Make this plan something you can put into action immediately. Make the steps *specific* and *achievable* in the time frame you've given yourself in Step 3.

5) Combine all of the answers from Steps 1 to 4 and write them in the space below. Although this may seem repetitious, remember that repeating your desires until they become burning obsessions makes those desires become reality.

6) Read the statement in Step 5 aloud. Do it again. In the space below, write down at what two times during the course of each day you will repeat this statement aloud to yourself.

FAITH

A mind dominated by positive emotions becomes a favorable site for the state of mind known as faith.

When faith is blended with thought, the subconscious mind instantly picks up the vibration, translates it into its spiritual equivalent, and transmits it to Infinite Intelligence, as in the case of prayer.

Faith is a state of mind that may be induced or created by affirmations or repeated instructions to the subconscious mind through the principle of autosuggestion (see Page 12). It is a state of mind that you may develop voluntarily through application and use of the principles found in this program.

It is important to remember:

- Faith is the starting point of all accumulation of riches.
- Faith is the basis of all miracles and mysteries that science cannot explain.
- Faith is the only known antidote for failure.

A lack of self-confidence may be the biggest obstacle to maintaining faith in yourself. This handicap can be overcome and timidity translated into courage through the use of positive thoughts stated in writing, memorized, and repeated until they become part of your subconscious mind.

The following is a formula for attaining and strengthening your self-confidence. Commit yourself to genuinly believing of each element of the formula and acting upon each belief.

a) Know you have the ability to achieve the objects of your definite purpose in life; demand of yourself persistent, continuous action toward its attainment, and promise to render such action.

b) Realize that the dominating thoughts of your mind will eventually reproduce themselves in outward, physical action, and will gradually transform themselves into physical reality; concentrate your thoughts for 30 minutes daily upon the task of thinking of the person you intend to become, thereby creating in your mind a clear mental picture.

c) Know that through the principle of autosuggestion any desire that you persistently h old in your mind will eventually seek expression through some practical means of attaining the object you desire. Devote 10 minutes daily to demanding of yourself the development of self-confidence.

d) Write down a clear description of your definite chief aim in life, and never stop trying until you have developed sufficient self-confidence for its attainment.

e) Realize that no wealth or position can long endure unless built upon truth and justice; engage in no transaction which does not benefit all whom it affects. Succeed by attracting to yourself the forces you wish to use and the cooperation of other people. Induce others to serve you because of your willingness to serve others. Eliminate hatred,

envy, jealousy, selfishness, and cynicism by developing love for all humanity; know that a negative attitude toward others can never bring success. Cause others to believe in you, because you will believe in them and in yourself.

Sign your name to this formula, commit it to memory, and repeat it aloud once a day with full faith that it will gradually influence your thoughts and actions so that you will become a self-reliant, successful person.

Answer the following questions:

1) Write down five beliefs in which you feel you must have faith before you can reach your goals. These beliefs can be about yourself, your family, friends, or colleagues, or about the universe as a whole.

a)

b)

c)

d)

e)

2) While working to believe the things you listed in the previous question — by repeating them to yourself often and using the formula given previously — it's important to also remember those things in which you already have deep faith. Below, list five beliefs you currently hold, about which you have no doubts whatever, preferably beliefs that will help you achieve your goals.

a)

b)

c)

d)

e)

AUTOSUGGESTION

Autosuggestion is self-suggestion. It is the agency of communication between that part of the mind where conscious thought takes place and the subconscious mind. With it, an individual may voluntarily feed his or her subconscious mind thoughts of a creative nature or, by neglect, permit destructive thoughts to find their way in.

Through the dominating thoughts one permits to remain in the conscious mind (whether these thoughts are positive or negative, true or false is immaterial), the principle of autosuggestion voluntarily reaches the subconscious mind and influences it with these thoughts.

Your ability to use the principle of autosuggestion will depend upon your capacity to concentrate upon a given desire until that desire becomes a burning obsession.

1) You have been repeating your course of action aloud two times daily. It is time to add more autosuggestions to your daily routing.

a)

b)

c)

d)

e)

SPECIALIZED KNOWLEDGE

There are two kinds of knowledge. One is general; the other, specialized.

General knowledge, no matter how great in quantity or variety it may be, is of but little use in the accumulation of money.

Specialized knowledge is organized and intelligently directed through practical plans of action; its definite end is the accumulation of money.

Lack of understanding of this fact has been the source of confusion to millions of people who falsely believe that knowledge is power. Knowledge is only *potential* power. It becomes power only when and if it is organized into definite plans of action and directed to a definite end — through the use of specialized knowledge.

Before you can be sure of your ability to transform desire into its monetary equivalent, you will require specialized knowledge of the service, merchandise, or profession you intend to offer in return for fortune.

1) Below, list three areas in which you possess specialized knowledge.

a)

b)

c)

2) Are there any other areas in which, with a little effort, your areas of general knowledge might be moved toward becoming more specialized knowledge? What are they and how might you help transform them into specialized knowledge areas?

3) Select one of the three areas you listed in Question 1 above and, through brainstorming, come up with as many ideas as possible of how you might use this specialized knowledge to advance yourself toward your financial goals.

IMAGINATION

Ideas, the product of the imagination, are the starting point of all fortunes.

The imagination is literally the workshop in which all man's plans are created. Desire is given shape, form, and action with its aid.

The imagination functions in two forms:

Synthetic imagination creates nothing; it works with the material of experience — old concepts, ideas, or plans — and recombines them into new shapes.

Creative imagination allows the finite mind to have direct communication with Infinite Intelligence; through hunches, intuition, and inspiration, new ideas are passed on to mankind.

The great leaders of business, industry, finance, and the arts became great because they developed the faculty of creative imagination. Your own imaginative faculty may have become weak through inaction. It can be revived and made alert through use.

Think, visualize, fantasize, dream! Get your imagination back into shape.

1) In the space below, imagine what your life would be like if you won a lottery prize of $10 million. Be as specific as possible about what you would do with the money — use a separate sheet of paper if necessary. Don't be shy about dreaming big!

2) Now imagine your life if all your goals were met. What would your ideal existence be? Don't limit yourself to only financial aspirations this time. What would your career be like? Your relationships? Your leisure time? Be as detailed as possible and, again, use a separate sheet of paper if necessary.

3) Referring back to question 2, imagine various strategies for making this ideal life become a reality.

ORGANIZED PLANNING

Your achievement can be no greater than your plans are sound.

When creating and adopting a plan for success, it may be necessary to have several alternatives in reserve. If the first plan you adopt does not work successfully, replace it with a new plan; if this new plan fails to work, replace it in turn with still another, and so on, until you find a plan that does work.

When making plans, keep these facts in mind:

- You are engaged in an undertaking of major importance; to be sure of success, you must have plans that are faultless.

- You must have the advantage of the experience, education, native ability, and imagination of other minds; this is in harmony with the methods followed by every person who has accumulated a great fortune.

Although the Master Mind principle is discussed at greater length later in this program (see Page 26), it is advantageous to become familiar with the concept in regard to organized planning. The following are steps to take to build practical plans, and they include several tips on using the Master Mind principle.

a) Ally yourself with a group of as many people as you may need for the creation and carrying out of your plan or plans for the accumulation of money.

b) Before forming your Master Mind alliance, decide what advantages and benefits you may offer the individual members of your group, in return for their cooperation.

c) Arrange to meet with the members of your Master Mind group at least twice a week, and more often if possible, until you have jointly perfected the necessary plan or plans for the accumulation of money.

d) Maintain perfect harmony between yourself and every member of your Master Mind group. If you fail to carry out this instruction to the letter, you may expect to meet with failure.

For each of the following important factors of leadership, rate yourself on a scale of 1 to 5, 1 indicating the greatest need for improvement.

1) Unwavering courage

☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5

2) Self-Control

☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5

3) Keen sense of justice

☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5

4) Definiteness of decision

☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5

5) Definiteness of plans

☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5

6) Habit of doing more than paid for

☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5

7) Pleasing personality

☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5

8) Sympathy and understanding

☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5

9) Mastery of detail

☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5

10) Willingness to assume full responsibility

☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5

11) Cooperation

☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5

PLANNING TO SUCCEED

Everyone enjoys doing the kind of work for which he or she is best suited. An artist loves to work with paints, a craftsman with his hands. A writer loves to write. Those with less definite talents have preferences for certain fields of business and industry.

The following are steps that will help lead you to exactly the job that will guarantee your success.

a) Decide *exactly* what kind of a job you want. If the job doesn't already exist, perhaps you can create it.

b) Choose the company or individual for whom you wish to work.

c) Study y our prospective employer, e.g., policies, personnel, and chances of advancement.

d) By analyzing yourself, your talents and capabilities, figure out what you can offer this prospective employer. Plan ways of giving advantages, services, developments, ideas that you believe you can deliver successfully.

e) Forget about "a job," and forget whether or not there is an opening. Concentrate on what you can give.

f) Once you have your plan in mind, arrange with an experienced writer to put it on paper neatly and in detail.

g) Present it to the proper person with authority, and he or she will do the rest. Every company is looking for men and women who can give something of value — ideas, services, or connections. Every company has room for the man or woman who has a definite plan of action advantageous to that company.

The following are 31 major causes of failure. After reading each one and evaluating it in relation to yourself and your own experiences with success or failure, mark either Yes or No for each. Yes means it is something that has occurred in your life, perhaps causing failure. No means it is something that has not been a part of your life, has rarely if ever impeded your path to success.

1) Unfavorable hereditary background
Yes No

2) Lack of a well-defined purpose in life
Yes No

3) Lack of ambition to aim above mediocrity
Yes No

4) Insufficient education
Yes No

5) Lack of self-discipline
Yes No

6) Ill health
Yes No

7) Unfavorable environmental influences during childhood
Yes No

8) Procrastination
Yes No

9) Lack of persistence
Yes No

10) Negative personality
Yes No

11) Lack of controlled sexual urge
Yes No

12) Uncontrolled desire for "something for nothing"
Yes No

13) Lack of a well-defined power of decision
Yes No

14) One or more of the six basic fears — poverty, criticism, ill health, loss of love, old age, and death
Yes No

15) Wrong selection of a mate in marriage
Yes No

16) Over-caution
Yes No

17) Wrong selection of associates in business
Yes No

18) Superstition and prejudice
Yes No

19) Wrong selection of a vocation
Yes No

20) Lack of concentration of effort
Yes No

21) The habit of indiscriminate spending
Yes No

22) Lack of enthusiasm
Yes No

23) Intolerance
Yes No

24) Intemperance
Yes No

25) Inability to cooperate with others
Yes No

26) Possession of power that wasn't acquired through your efforts
Yes No

27) Intentional dishonesty
Yes No

28) Egotism and vanity
Yes No

29) Guessing instead of thinking
Yes No

30) Lack of capital
Yes No

31) Other _____
Yes No

DECISION MAKING

Studies of people who accumulated large fortunes disclosed that every one of them had the habit of reaching decisions promptly and of changing these decisions slowly, if and when they changed them at all.

People who have failed to accumulate money, without exception, have the habit of reaching decisions, if at all, very slowly, and of changing these decisions quickly and often.

The majority of people who fail to accumulate money sufficient for their needs are, generally, easily influenced by the opinions of others. Everyone has a flock of opinions ready to be wished upon anyone who will accept them. If you are influenced by opinions when you reach decisions, you will not succeed in any undertaking, much less in that of transforming your own desire into money.

Keep your own counsel. Reach your own decisions and follow them. Take no one into your confidence except members of your Master Mind group (see Page 26), and be very sure in your selection of this group that you choose only those who will be in complete sympathy and harmony with your purpose. Even then, don't make their opinions your own as a matter of course.

Answer the following questions True or False.

1) I make decisions quickly.
True False

2) I am rarely influenced by the opinions of others.
True False

3) I am slow to reverse any decision that I make.
True False

4) I have never lost out on an opportunity because I failed to make a decision.
True False

5) I would rather make my own decisions than rely on the opinions and advice of others.
True False

The more True answers you have, the closer you are to possessing the decision-making skills needed to move you toward attaining the riches you desire and deserve.

PERSISTENCE

Persistence is an essential factor in the process of transforming desire into its monetary equivalent.

Without persistence, you will be defeated even before you start. With persistence you will win.

Persistence is based upon definite causes, among them:

- Definiteness of purpose
- Desire
- Self-reliance
- Definiteness of plans
- Accurate knowledge
- Cooperation
- Will power
- Habit

Lack of persistence is a weakness and one of the major causes of failure. However, it is a weakness that can be overcome by effort.

Constantly keep in mind that the starting point of all achievement is desire. Weak desires bring weak results, just as a small amount of fire makes a small amount of heat. If you find yourself lacking in persistence, it can be remedied by building a stronger fire under your desires.

There are four simple steps leading to the habit of persistence:

- A definite purpose backed by burning desire for its fulfillment.

- A definite plan, expressed in continuous action.

- A mind closed tightly against all negative and discouraging influences, including negative suggestions of relatives, friends, and acquaintances.

- A friendly alliance with one or more people who will encourage you to follow through with both plan and purpose.

Think about the habit of persistence as it applies to your own life, and answer the following questions.

1) Below, detail an example for your recent experience in which persistence has paid off for you.

2) Now, recall an experience in which you feel that, had you been more persistent, you would have met with more success.

3) In relation to the above experience, what were the obstacles you faced that caused your persistence to wane or disappear?

4) In retrospect, what might you have done to overcome those obstacles?

THE MASTER MIND

The Master Mind principle, which has been previously discussed (see Page 17), can be defined as a coordination of knowledge and effort in a spirit of harmony between two or more people for the attainment of a definite purpose.

No individual will have great power without taking advantage of the Master Mind principle. It is a well-known fact that several lamps will provide more illumination than a single lamp. It is the same with successful, thoughtful people. The input of a thoughtfully selected group, although it should not dictate your own opinions and actions, often enhances the output of a single man or woman.

1) List five people who you feel would be contributing members of your own Master Mind group.

2) In the space below, outline how your Master Mind group would ideally work.

3) What three questions/obstacles do you feel might need to be answered/overcome before your Master Mind group functions successfully?

4) Select one of the above questions/obstacles and, using the space below, detail how you will go about answering/overcoming it.

SEX TRANSMUTATION

Sex transmutation is simple and easily explained. It means the switching of the mind from thoughts of physical or carnal expression to thoughts of some other nature.

Because the subject of sex is often surrounded by so many myths, biases, and fantasies, it is frequently difficult to get a firm fix on the quite practical role the desire for it can play in our drive to success. This is an attempt to provide just such a practical view.

The desire for sex is one of the most powerful human desires. When driven by this desire, people develop keenness of imagination, courage, will power, persistence, and creative ability unknown at other times. So strong and impelling is the desire for sexual contact that many freely run the risk of life and reputation to indulge it.

When harnessed and redirected along other lines, this motivating force maintains all of its positive attributes and may be used as a powerful creative force in any profession or calling as well as in the accumulation of riches.

This desire for sexual expression is a natural one. It cannot — and should not — be submerged or eliminated. However, it can and should be given additional outlets through various forms of expression that enrich the body, mind, and spirit.

Answer the following questions.

1) On a scale of 1 to 5 (1 the lowest, 5 the highest), how would you rate your average level of sexual desire? (Note: No one is looking over your shoulder, so be honest.)

☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5

2) On the same scale, how constructive and useful have the results of your pursuit of sexual expression been? In other words, how much do you have to show for your efforts?

☐ 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5

3) Are there times when you think about sex so much that you feel it has become a detriment to your work?

○ Yes ○ No

4) Have you wished you could put some of the time and energy you've spent on seeking sexual expression in something that might be viewed as more constructive and long-lasting?

○ Yes ○ No

5) In retrospect, what are some of the areas or specific tasks in your life that might have benefited from an infusion of the energy spent on seeking an outlet for your sexual desire?

6) What can you do to rechannel some of that energy into these and similar areas or tasks?

THE SUBCONSCIOUS MIND

The subconscious mind takes every thought that reaches the conscious mind through any of the five senses and classifies and records them. From it, these thoughts may be recalled or withdrawn as letters or reports may be taken from a file cabinet or called up on a computer screen.

The subconscious mind receives and files sense impressions or thoughts, regardless of their nature, positive or negative. You may voluntarily plant in your subconscious mind any plan, thought, or purpose which you desire to translate into its physical or monetary equivalent.

You are living daily in the midst of all kinds of thought impulses that are reaching your subconscious mind without your knowledge. Some of these impulses are negative; some are positive. From now on, try to help shut off the flow of negative impulses and aid in voluntarily influencing your subconscious mind through positive impulses of desire.

By doing this, you will possess the key that unlocks the door to your subconscious mind. Further, you will control that door so completely that no undesirable thought will be able to influence.

The subconscious mind is more susceptible to influence by thoughts mixed with feeling or emotion than by those originating solely in the reasoning portion of the mind. In fact, there is evidence that only "emotionalized" thoughts have any influence on the subconscious mind. Strive to mix your thoughts with only positive emotions.

Positive Emotions	**Negative Emotions**
Desire	Fear
Faith	Jealousy
Love	Hatred
Sexual Longing	Revenge
Enthusiasm	Greed
Romance	Superstition
Hope	Anger

Answer the following questions.

1) Thinking back over the last week, estimate what percentage of your emotions were positive and what percentage were negative.

_____ % positive _____ % negative

2) What were the most common positive emotions you experienced?

3) What were the most common negative emotions you experienced?

4) List specific plans for avoiding these negative emotions in the future.

THE BRAIN

Like a radio or television, the human brain is capable of picking up vibrations of thought being released by other brains — not to mention from the myriad non-human sources of ideas and information to which we are constantly exposed in our fast-paced modern world.

Operation of your mental broadcasting station is a fairly simple procedure. There are only three principles to apply when you want to use that broadcasting station: the subconscious mind (see Page 29), creative imagination (see Page 15), and autosuggestion (see Page 12).

Answer the following questions.

1) How might you use the information this program offers you about the brain to improve your Master Mind group?

2) What positive effects can you envision from the use of this information?

3) What steps can you take to avoid negative influences affecting the operation of your mental broadcasting system?

THE SIXTH SENSE

The 13th and final step toward riches defies description. It is the sixth sense, the apex of the philosophy taught in this program.

It cannot be described to a person who hasn't mastered the other principles presented here. But understand that once you have mastered these principles, you will be able to accept as true the assertion that, with the help of the sixth sense, you will be warned of impending dangers in time to avoid them and you will be notified of opportunities in time to embrace them.

The sixth sense will never function while three negatives — indecision, doubt, and fear — in combination or separately, are in your mind. Indecision crystallizes into doubt, and the two blend to become fear. The process is slow, and they can germinate and grow without their presence being observed.

There are six basic fears. Named in the order of their most common appearance, these six fears are:

- Poverty
- Criticism
- Ill health
- Loss of someone's love
- Old age
- Death

With the principles you have learned, you now have the power to combat these fears, to drive them from your life. Success has a way of dispelling fears and doubts.

Answer the following questions.

1) What are your three greatest fears? (They do not necessarily have to be from the list above.) After naming each fear, explain why you fear each and discuss the ways in which each affects your decisions and your pursuit of what you want out of life.

a)

b)

c)

2) Select your greatest fear from the three you've just listed and, in the space below, devise several strategies for lessening that fear.

3) How can you use the concept of autosuggestion to lessen the fears?

SELF-ANALYSIS

Test Questions

Do you complain often of "feeling bad," and if so, what is the cause?

Do you find fault with other people at the slightest provocation?

Do you frequently make mistakes in your work, and if so, why?

Are you sarcastic and offensive in your conversation?

Do you deliberately avoid the association of anyone, and if so, why?

Do you suffer frequently with indigestion? If so, what is the cause?

Does life seem futile and the future hopeless to you?

Do you like your occupation? If not, why?

Do you often feel self-pity, and if so, why?

Are you envious of those who excel you?

To which do you devote the most time, thinking of success or of failure?

Are you gaining or losing self-confidence as you grow older?

Do you learn something of value from all mistakes?

Are you permitting some relative or acquaintance to worry you? If so, why?

Are you sometimes "in the clouds" and at other times in the depths of despondency?

Who has the most inspiring influence upon you? What is the cause?

Do you tolerate negative or discouraging influences that you can avoid?

Are you careless of your personal appearance? If so, when and why?

Have you learned how to "drown your troubles" by being too busy to be annoyed by them?

Would you call yourself a "spineless weakling" if you permitted others to do your thinking for you?

Do you neglect internal bathing until autointoxication makes you ill-tempered and irritable?

How many preventable disturbances annoy you, and why do you tolerate them?

Do you resort to liquor, narcotics, or cigarettes to "quiet your nerves?" If so, why do you not try willpower instead?

Does anyone "nag" you, and if so, for what reason?

Do you have a definite major purpose, and if so, what is it, and what plan have you for achieving it?

Do you suffer from any of the six basic fears? If so, which ones?

Have you a method by which you can shield yourself against the negative influences of others?

Do you make deliberate use of autosuggestion to make your mind positive?

Which do you value most, your material possessions, or your privilege of controlling your own thoughts?

Are you easily influenced by others, against your own judgment?

Has today added anything of value to your stock of knowledge or state of mind?

Do you face squarely the circumstances that make you unhappy, or do you sidestep the responsibility?

Do you analyze all mistakes and failures and try to profit by them, or do you take the attitude that this is not your duty?

Can you name three of your most damaging weaknesses? What are you doing to correct them?

Do you encourage other people to bring their worries to you for sympathy?

Do you choose, from your daily experiences, lessons or influences that aid in your personal advancement?

Does your presence have a negative influence on other people as a rule?

What habits of other people annoy you most?

Do you form your own opinions or permit yourself to be influenced by other people?

Have you learned how to create a mental state of mind with which you can shield yourself against all discouraging influences?

Does your occupation inspire you with faith and hope?

Are you conscious of possessing spiritual forces of sufficient power to enable you to keep your mind free from all forms of fear?

Does your religion help to keep your mind positive?

Do you feel it your duty to share other people's worries? If so, why?

If you believe that "birds of a feather flock together," what have you learned about yourself by studying the friends whom you attract?

What connection, if any, do you see between the people with whom you associate most closely, and any unhappiness you may experience?

Could it be possible that some person whom you consider to be a friend is, in reality, your worst enemy, because of his or her negative influence on your mind?

By what rules do you judge who is helpful and who is damaging to you?

How much time out of every 24 hours do you devote to:

a. your occupation

b. sleep

c. play and relaxation

d. acquiring useful knowledge

e. plain waste?

Who among your acquaintances

a. encourages you most

b. cautions you most

c. discourages you most?

What is your greatest worry? Why do you tolerate it?

When others offer you free, unsolicited advice, do you accept it without question, or do you analyze their motive?

What, above all else, do you most desire? Do you intend to acquire it? Are you willing to subordinate all other desires for this one? How much time daily do you devote to acquiring it?

Do you change your mind often? If so, why?

Do you usually finish everything you begin?

Are you easily impressed by other people's business or professional titles, college degrees, or wealth?

Are you easily influenced by what other people think or say of you?

Do you cater to people because of their social or financial status?

Whom do you believe to be the greatest person living? In what respect is this person superior to yourself?

How much time have you devoted to studying and answering these questions? (At least one day is necessary for the analysis and the answering of the entire list.)

If you have answered all these questions truthfully, you know more about yourself than the majority of people. Study the questions carefully, come back to them once each week for several months, and be astounded at the amount of additional knowledge of great value to yourself you will have gained by the simple method of answering the questions truthfully. If you are not certain concerning the answers to some of the questions, seek the counsel of those who know you well, especially those who have no motive in flattering you, and see yourself through their eyes. The experience will be astonishing.

CONCLUSION

As a parting bit of advice, remember: Life is a game, like checkers or chess, and the player opposite you is time. If you hesitate before moving or neglect to move promptly, your pieces will be wiped off the board. Time is a partner who will not tolerate indecision.

Your struggles with indecision are over. You now hold the master key that unlocks the door to life's bountiful riches — the privilege of creating in your own mind a burning desire for a definite form of riches.

There is no penalty for the use of this key, but there is a price to be paid if you do not use it. That price is failure. The reward is worthy of your effort. Will you begin to seek that reward today?

As a final exercise, here once again is the self-assessment quiz you took at the beginning of the program. Either take the quiz now or listen to the program once again. Either way, you will probably be astonished as most people are at how these success principles have changed the responses.

Self-Assessment

1) I can state what I want out of life in 10 words or less.
Always Sometimes Never

2) I know exactly the amount of money I want to have.
Always Sometimes Never

3) Instead of goals I have obsessions.
Always Sometimes Never

4) I am certain of the people and philosophies I believe in.
Always Sometimes Never

5) My goals are consistent with my beliefs.
Always Sometimes Never

6) My actions are consistent with my beliefs.
Always Sometimes Never

7) I believe that I will turn my current financial dreams into future financial reality.
Always Sometimes Never

8) I make only positive statements to myself about the kind of person I am and the kind of goals I've set.
Always Sometimes Never

9) I take time out of every day to offer my subconscious mind positive thoughts about myself.
Always Sometimes Never

10) I feel my storehouse of varied generalized knowledge is less important in my pursuit of riches than the relatively few areas in which my knowledge is much more specialized.
Always Sometimes Never

11) I spend part of each day dreaming about what life *could* be.
Always Sometimes Never

12) I devise several possible solutions to a single problem.
Always Sometimes Never

13) I bounce my ideas off a select group of trusted friends.
Always Sometimes Never

14) I try to discover what I can give to a company, instead of demanding the perfect job.
Always Sometimes Never

15) I make decisions quickly.
Always Sometimes Never

16) I am slow to revise or reverse a decision.
Always Sometimes Never

17) With a goal in mind, nothing steers me away from it.
Always Sometimes Never

18) I can rechannel energies created by sexual desire into activities more conducive to achieving my professional and financial goals.
Always Sometimes Never

19) I want highly colored emotions to reach my subconscious mind.
Always Sometimes Never

20) I operate successfully using hunches and intuition.
Always Sometimes Never

SCORING

Give yourself 1 point for each **Always** you marked. _____

Give yourself 2 points for each **Sometimes** you marked. _____

Give yourself 3 points for each **Never** you marked. _____

Add all of the points; this is your **Final Score.** _____

If you scored 20 to 30 points:
Congratulations. Prepare to attain everything you want out of life..

If you scored 21 to 49 points:
You're getting there. Listen to the tapes again, concentrating on the areas in which you marked Sometimes and Never.

If you scored 50 to 60:
Did you listen closely to the tapes? Listen to them again. But first, maybe you had better reevaluate the true depth of your desire to think and grow rich.

My i-journal

My i-journal

Add These Inspiring Nightingale-Conant Titles to Your Skill Building Library

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Life-Changing Tools for the Growing Christian
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