

Think & Grow Rich

by Napoleon Hill (1937)

To get the most out of this book you need to know what you want. The secret of this book cannot be found unless you are searching for it & learn to recognize it. And here it is... **All achievement, all earned riches, have their beginning in an idea!** Follow up thoughts with definiteness of purpose, persistence & a burning desire to make them reality.

Ed Barnes was a tramp & had no money to get to New Jersey, but he wanted to be inventing partners with Edison. Edison saw his determination & hired him. Barnes had the determination to accomplish this end if it takes the rest of their lives. One day none of the salesmen thought they could sell a new dictating machine. Barnes did & got a contract to sell nationwide & became rich.

Most successful people tell you that their success came just one step beyond the point at which defeat had overcome them [but they pushed on anyway]. Most sales are made after they were told no. Study defeat & turn them into stepping stones to opportunity. Choose a definitive goal, be obsessed with the idea, make a plan, act on it & never give up.

Auto-suggestion is the repetition of affirmation of orders to your subconscious mind that creates faith & translates into reality. The mind will act on negative thoughts as well as positive ones: choose carefully.

Both poverty and riches are the offspring of thought. The Latin word for “educate” (educare) means to “draw out”. **Anything acquired without effort and cost is generally unappreciated.** We are where we are and what we are because of our own conduct. Procrastination is the lack of decision & therefore no action and only results in failure.

If you talk more than you listen, you only deprive yourself of many opportunities to accumulate useful knowledge. The average man reaches the period of his greatest capacity to create between 40 & 60. Similar to that of radio broadcasting, the human brain sends and receives signals to & from others (have you noticed how horses and dogs are sensitive enough to pick it up?). **Like the force of gravity, we are drawn to our dominant thoughts** (positive or negative).

If we don't like where we are, then we must change our thoughts. Study the lives of those you want to be like. Indecision creates doubt and then fear (which can become paralyzing). Either control your mind or it will control you. Recognize negative thoughts (from within or from others), reject them and replace them with positive thoughts that will keep us on the course we set.

Take action: fix your mind on the exact amount of money you desire; determine exactly what you intend to give in return for the money you desire; set a definite date for it; create a definite plan & begin at once; write out a clear, concise statement; read your statement aloud when you awake & before you sleep every day; create a master mind group who will encourage your goals.

Quotes: "All achievement, all earned riches, have their beginning in an idea!" "Whatever the mind of man can conceive & believe it can achieve." "Both poverty & riches are the offspring of thought." "Every adversity, every failure & every heartache carries with it the seed of an equivalent or greater benefit." "A quitter never wins and a winner never quits." (NH)
"I am the master of my fate; I am the captain of my soul." (William Henley)

Books: How to Win Friends & Influence People; Public Speaking & Influencing Men in Business; Lincoln the Unknown; Effective Speaking & Human Relations (Dale Carnegie); A Fortune to Share (Vash Young); Theodore Roosevelt, a Hero to His Valet (James Amos); Ben Franklin's autobiography

Poem: **THINKING** by Walter Wintle

If you think you are beaten, you are;
If you think you dare not, you don't.
If you'd like to win, but you think you can't,
It is almost a cinch that you won't.

If you think you'll lose, you're lost;
For out of the world we find
Success begins with a fellow's will
It's all in the state of mind.

If you think you're outclassed, you are;
You've got to think high to rise.
You've got to be sure of yourself before
You can ever win the prize.

Life's battles don't always go
To the stronger or faster man;
But sooner or later the man who wins
Is the one who thinks he can!