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NAME

# I WAS BORN RICH

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**— INTRODUCTION —**

Test of the educated person:

Can I entertain a new idea?  
Can I entertain another person?  
Can I entertain myself?

**Sidney Herbert Wood**

This program is based on the premise that you have rich resources lying dormant within you, waiting to be developed. The development of those resources will cause the **manifestation of prosperity** in your material world.

Material wealth is a normal and natural state for you to live in. The first segment of your Born Rich program is designed to help you fully adopt that truth. The ideas and exercises in this program must be dealt with in a most serious manner. Do not permit the apparent simplicity of the various exercises to deceive you. Every exercise is directed at altering your **CONDITIONED MIND** which is controlling your material state.

Intellectual comprehension of this program is not difficult. In a relatively short period of time, you will be prepared to correctly answer a battery of questions about your Born Rich program. Then, you could very quickly say “I KNOW” with respect to the various topics you are about to study. However, **KNOWING** and **DOING** are poles apart.

“Education does not mean  
teaching people what they do not know.

It means teaching them  
to behave as they do not behave.”

**John Ruskin**

The compensation you will receive for giving the following exercises your full attention and most serious consideration will astound you. Start immediately to apply the various ideas from Born Rich in your daily life. The manifestation will be your reward for making such a commitment.

“Do the thing, and you will get the energy  
to do the thing.”

**Ralph Waldo Emerson**

**— SUGGESTED USE OF BORN RICH —**

Born Rich is the beginning of an exciting journey you are about to take. Like all journeys that are properly planned and completely enjoyed, you must have.

1. A clear understanding of where the journey begins;
2. Check points en route to help you stay on course;
3. A clear understanding of your destination; and,
4. A commitment to successfully complete the journey, regardless of the detours you might encounter en route.

You will agree that a person would be very foolish to tell themselves they are presently in Atlanta, Georgia and their destination is Dallas, Texas, if in fact they were actually in Calgary, Alberta with Dallas, Texas as their destination. Unbelievable as it may seem, this is the classical error millions of people philosophically make with their lives. They are not completely honest with themselves when it comes to recognizing where they presently are.

Honest answers to every question and serious consideration to every exercise and suggestion will clearly indicate:

1. Where your journey begins;
2. Mental adjustments that must be made; and
3. Approximate time it will take to complete this journey.

Before you become emerged in your Born Rich program, form the attitude that this program has been prepared especially for you. Imagine that the author and speaker is a dear, personal friend whom you have chosen as your mentor. Make a commitment to yourself that you will follow every instruction necessary to alter your old conditioned behavior.

Rather than merely listen to the messages, questions and exercises—**THINK! THINK DEEP, PENETRATING THOUGHTS.** Ask yourself—what does this mean to me? How can I apply this idea in my life?

Set aside a definite period of time every day, weekends and holidays included, for the proper use of your Born Rich program. You eat every day to nourish your body. Look at your Born Rich program as a form of healthy nourishment for your marvelous mind. Use it daily until its use becomes habitual.

## BORN RICH

- Research indicates that your level of retention and understanding of material is multiplied when you HEAR AND SEE it.
- Take ten, fifteen or thirty minutes every day to listen to the CDs as your eyes follow the written words in your Book.
- Leave a CD in your car at all times. Listen as you drive. This will quickly become a habit. Then, you will have turned your automobile into a learning centre. If you drive 25,000 miles a year, you are in your car for approximately thirteen, forty-hour weeks each year.
- Have a note pad and pen handy at all times. Your Born Rich program will become a mental stimulant. Ideas and solutions to present problems will fly into your mind; these ideas should be recorded, otherwise they may be lost forever.
- Do not attempt to force the use of your Born Rich program on others. Force negates. Use it and others will want to follow you.
- You cannot use the CDs or book too often. Listen to the same message numerous times. Repetition is the magic law of learning. Keep listening and reading this material until you become aware that the ideas are a habitual part of your behavior.
- When you are studying this program, either on your own or in a seminar, do not permit others to disturb you with meaningless conversation that will distract your prosperous thought patterns.

# ME AND MONEY

This program was written in the sincere hope that it would lead you to the many discoveries that lie within you, by the repetition of these prosperous ideas.

You must begin to see **money** as an obedient, diligent **servant**, that you can employ to earn more money, and that you can use to provide services far beyond the service that you could ever physically provide.

It is necessary that you **feel** comfortable when you talk about money because you truly have been **Born Rich**. You have all the mental tools necessary to attract the thoughts you are surrounded by, to create the consciousness that you must create in order for you to have the wealth you choose to have.

**Lack and limitation can only exist when we make room for them in our mind. But prosperity consciousness knows no lack and no limitation.**

Resolve to completely remove the lid from your marvelous mind with respect to your own earning-ability, and understand that the wealth you are seeking is—and always has been—seeking you in return. So, open wide the doors of your conscious mind now, and begin to receive it.

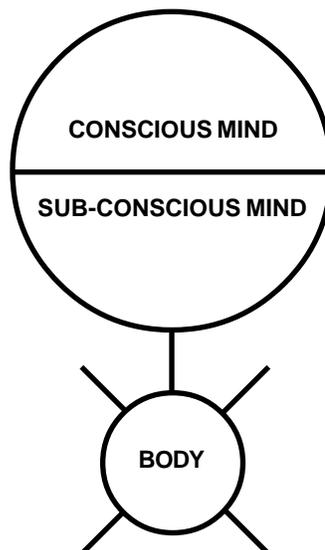
ME  
AND  
MONEY

## BORN RICH

Throughout your entire Born Rich book, your attention is directed at the importance of your mind. The type of thoughts and ideas which occupy your consciousness is of paramount importance in developing prosperity in your life. Your mind is either in an orderly or a confused state. Order must prevail in your mind if you ever hope to see it manifest in your material world.

For over ninety percent of the population, confusion takes over when they begin to think of their mind. The reason for their confusion is obvious. No one has ever seen the mind. Mind is an activity not a thing. Therefore, no one has a clear-cut image with which to mentally work.

The drawing below will eliminate confusion and give you a model to begin working with as you proceed through this program.



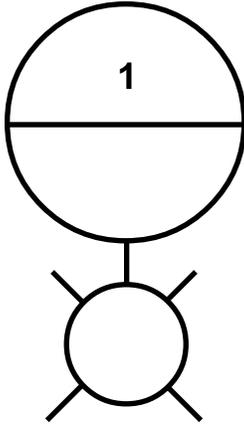
(This model of the mind and body was originated by the late, Dr. Thurman Fleet of San Antonio, Texas in 1934 [circa]. Dr. Fleet was the founder of Concept Therapy.)

You are about to learn that there is much more to yourself than meets the eye, and you must comprehend this “hidden factor of your personality,” if you are ever to develop yourself properly. In truth, you will never see the greatest part of your being because it is non-physical in nature. In fact, you will soon become aware that you are constantly living simultaneously on three distinct planes of being - you **ARE SPIRITUAL**, you **HAVE AN INTELLECT**, and you **LIVE IN A PHYSICAL BODY**.

1. SPIRITUAL - NON PHYSICAL	THOUGHT ENERGY
2. INTELLECTUAL	IDEAS
3. PHYSICAL	THINGS OR RESULTS

**NOTES**

**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.

As you accept a thought, it is impressed upon the second part of your personality (see Part 2).

“You become what you think about.”

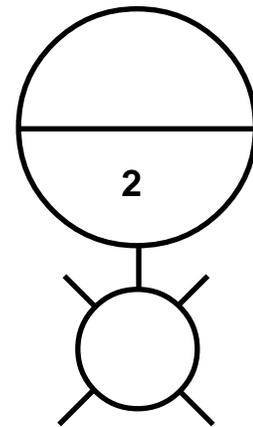
**THINKING MIND**

**SUB-CONSCIOUS MIND**

This is the part of you that is certainly the most magnificent. It is your “power center”. It functions in *every cell* of your body. Every thought or word your conscious mind chooses to accept, this part must accept ... it has no ability to reject.

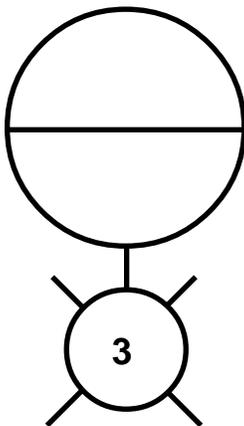
This part of you operates in an orderly manner. “By Law” it expresses itself through you in feelings and actions. Any thought you continuously impress upon your subconscious over and over, becomes fixed in this part of your personality. Fixed ideas will then continue to express themselves without any conscious assistance until they are replaced. (Fixed ideas are more commonly referred to as habits.) The sub-conscious mind is the “God-like” part of you referred to as Spirit. It knows no limits.

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



**CONDITIONED MIND**

**BODY**

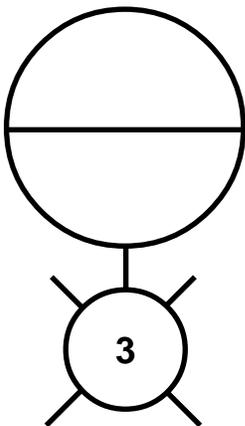
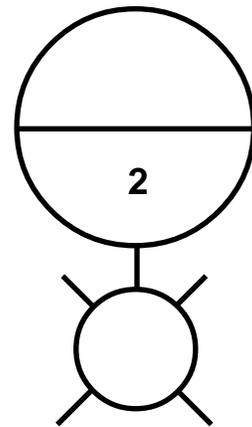
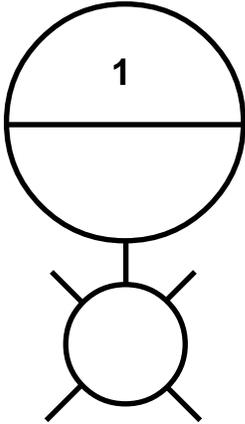


Although the most visible and obvious part of you, it is the smallest part. The body is the physical presentation of you, the material medium; it is merely the instrument of the mind, or the house you live in. The thoughts or images that are consciously chosen, impressed upon the sub-conscious (which is in every cell of your body), must move your body into action. The actions in which you are involved, determine your results.

No. 1—Thoughts; No. 2—Feelings, No. 3—Actions, No. 4—Results.

To change results—change thoughts, feelings and actions. Keep it simple.

**INSTRUMENT OF THE MIND**



“In admitting a new body of evidence,  
we instinctively seek to disturb as little as possible,  
our pre-existing stock of ideas.”

**William James**

How often have you heard yourself or others say:

“She really made me angry.”

“He really upset me.”

“I felt sick when I heard about it.”

“They really depress me.”

In truth, no one else can cause you to feel bad. You actually cause these feelings yourself. You will control your own feelings when you have developed complete control of your own Thinking or Conscious Mind.

Your Born Rich program will make you aware of exactly what happens with your mind when you are not in control, then how to develop control.

While this conscious control is being developed, it is very important for you to be in a very “Positive Environment.”

The exercises in this seminar, to which we suggest you give serious thought, have been designed to help you live in this “Positive Environment.”

“Environment is more important than heredity.”

**K. Meninger**

## **YOUR GREATEST POWER**

When you were an infant and in the early years of your life, the ability to control what energy or ideas were entering your sub-conscious mind had not been developed.

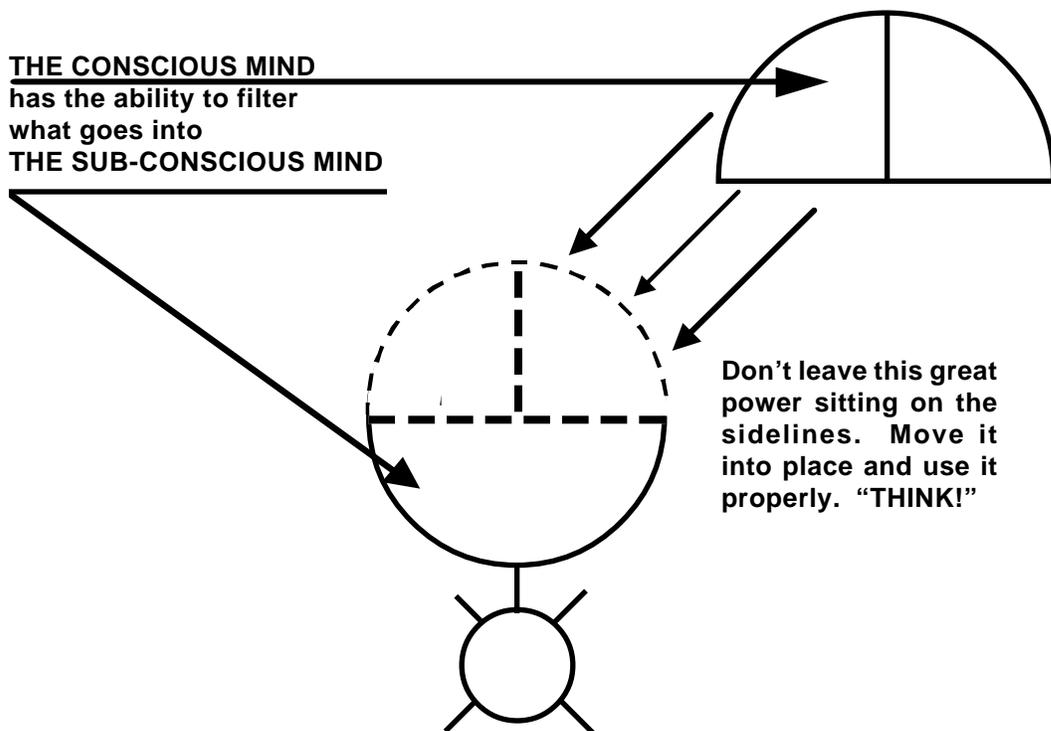
Consequently, you have been conditioned to accept many limitations. This explains why individuals will fight to hold onto their limitations. Ninety-five percent of our population would rather give up their rights than their customs.

“As a person thinketh in their hearts, so are they.”

**James Allen**

You are no longer an infant. You do have control over what enters your sub-conscious mind. Whether you are exercising that control or not exercising it is another subject.

You can control what enters your sub-conscious mind and furthermore, you definitely have the God-given ability to “CHANGE” the old conditioning. By doing this, you have transformed your life.



## HOW YOUR GREAT POWER WORKS

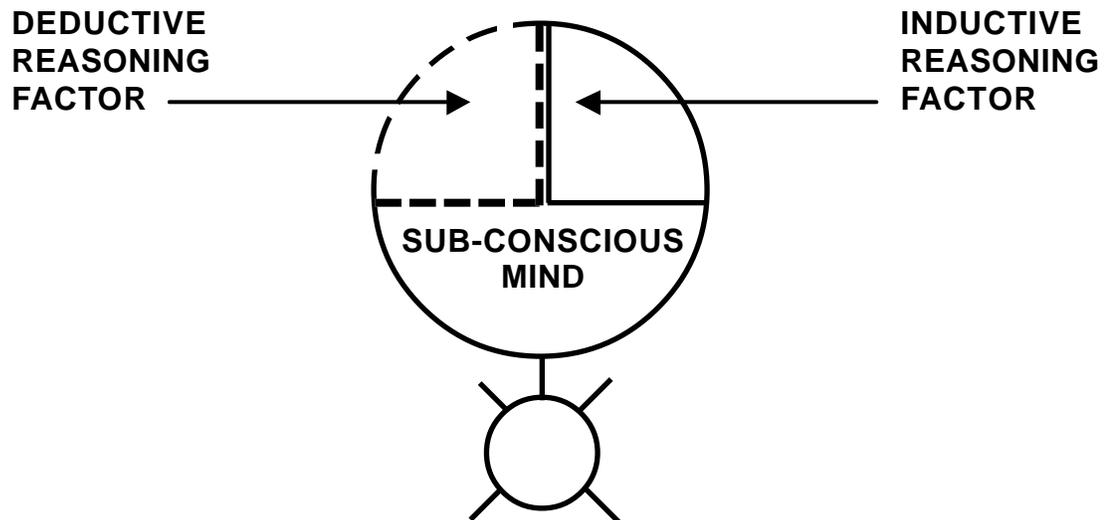
Your conscious mind has been endowed with Intellectual Factors:

Reason  
Intuition  
Perception  
Will  
Memory  
Imagination

Reason is the factor on which we want to focus our attention. The reasoning factor gives us the ability to THINK for ourselves—to control what ideas enter our Sub-Conscious mind.

Your Reasoning Factor is divided into two parts:

1. Inductive Reasoning
2. Deductive Reasoning



## **DEDUCTIVE REASONING**

Your Deductive Reasoning Factor does not have the ability to REJECT ideas, images or suggestions. It only has the ability to accept and turn over to the treasury of your Sub-Conscious whatever is offered to it.

When your Inductive Reasoning Factor is inoperable, set aside or not engaged, you are NOT THINKING for yourself.

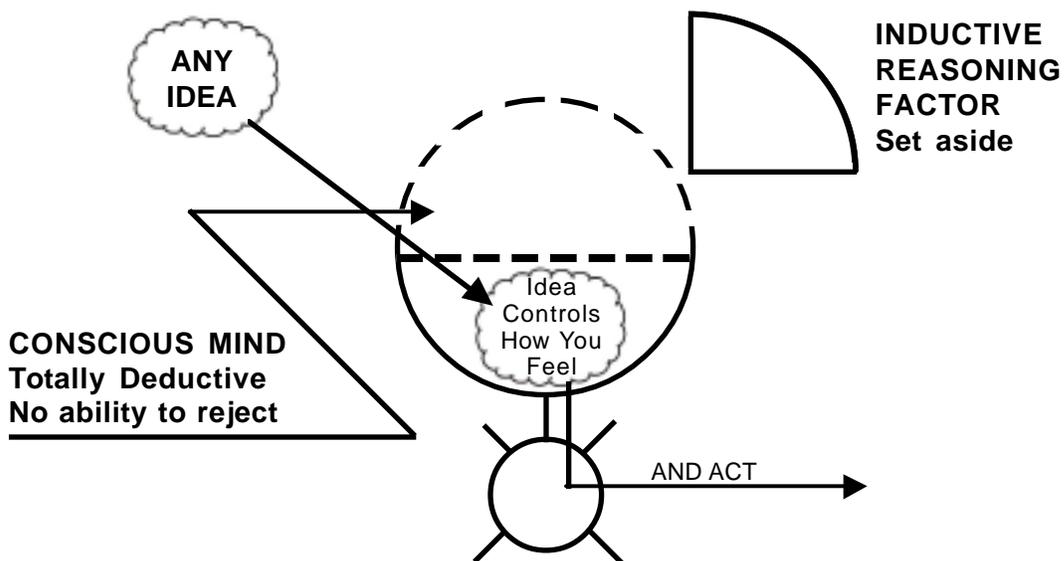
Your conscious mind is in a *Deductive* state.

If you were in a very positive environment when your conscious mind was in a Deductive state, you would automatically become the benefactor of the positive energy you were surrounded by.

However, if your conscious mind was in a Deductive state and you were in a negative environment, you would automatically become the benefactor of all the negative energy your senses come into contact with.

This negative energy comes from many sources: people, papers, television, radio, even loved ones. It passes directly through your conscious mind and causes you to FEEL or VIBRATE in a like manner.

A person who is continually in a negative environment and whose consciousness is Deductive, will very quickly become a product of that environment.



## **INDUCTIVE REASONING**

Your Inductive Reasoning Factor is your ‘THINKER.’ It is referred to in some circles as the CRITICAL or the ANALYTICAL factor. This is the part of your personality that actually separates you from all the rest of the animal kingdom. It gives you dominion over your world.

Properly developed and applied, your Inductive Reasoning Factor will turn you on and turn you into an excellent channel for creative energy to flow through.

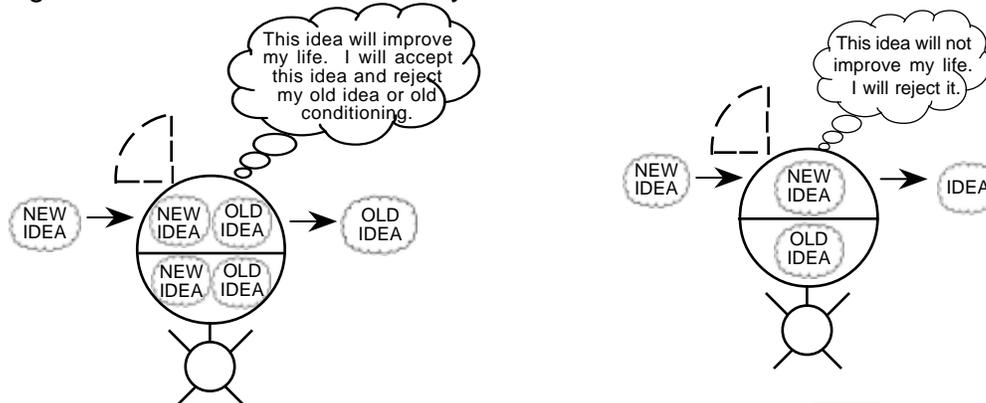
You are presently vibrating in an ocean of magnificent THOUGHT ENERGY. Your Inductive Reasoning Factor has the ability to collect a series of thoughts (which are vibrating in harmony) from this infinite ocean of energy. When these thoughts are brought together, they build CREATIVE IDEAS; ideas that can change your old conditioning and literally build your world more beautiful than you previously could have imagined.

You must however, properly plant these CREATIVE IDEAS in the treasury of your sub-conscious mind, the part of your mind that transforms every impression that enters it, into physical form. “The word was turned into flesh.”

The Inductive Reasoning Factor is also the mental tool that can and should question every idea or impression entering your CONSCIOUS MIND, to decide whether the idea is GOOD or BAD for you. That which is GOOD for one person, might be BAD for another.

### **WILL THIS IDEA IMPROVE THE QUALITY OF MY LIFE?**

When an idea enters your mind, if the answer to the above question is YES, then the idea is very likely GOOD for you. If however, the answer is NO, it would probably be wise for you to use your INDUCTIVE REASONING FACTOR to REJECT the idea, regardless of where or from whom you received the idea.



1. In your present position, how much money do you earn?  
\$ \_\_\_\_\_ per month \_\_\_\_\_
  
2. How much money have you earned up to this point in your life?  
(inheritance should be included with this figure)  
\$ \_\_\_\_\_  
(Approximately)
  
3. If you converted everything you owned into cash and paid any  
outstanding debts, how much money would you have?  
\$ \_\_\_\_\_  
(Approximately)
  
4. In your best year, how much money did you earn?  
\$ \_\_\_\_\_  
(Approximately)
  
5. Do you think any person is worth a million dollars per year?  
  
Why/Why Not? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
  
6. How much do you think you are worth per year? \$ \_\_\_\_\_  
  
Why? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
  
7. How much do you presently earn per year?  
\$ \_\_\_\_\_  
(Approximately)

## BORN RICH

8. George Bernard Shaw has been quoted as saying, "It is a sin to be poor."

Do you agree or disagree with Shaw?

Agree

Disagree

Why? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

9. Does the lack of money present a problem in your life?

Yes

No

Why? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Describe the kind of thoughts and ideas you would like your sub-conscious mind to be conditioned with.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



## HOW MUCH IS ENOUGH?

“Most people think they want more money than they really do,  
and they settle for a lot less than they could get.”

Earl Nightingale

For you to get this prosperity concept into high gear, you must be specific—**exactly how much money do you want?** Remember, you are working with your sub-conscious mind, and the sub-conscious does not think. It merely accepts images and then moves them into form. So for you to say, I want “lotsa money,” is not good enough, because no one, least of all the sub-conscious mind, knows how much “lotsa” is.

I strongly recommend that you give very serious thought to this chapter, because the idea it contains could literally change your life. But, understand that thinking by itself is not enough—you must move into action. There are certain things you must **do**, and the first one is to decide **HOW MUCH MONEY YOU WANT.**

HOW  
MUCH IS  
ENOUGH?

If you find that the task of getting your financial world in good order for this exciting journey is something you are not able to do alone, **I would strongly suggest you seek out professional assistance. (This is something that almost all wealthy people do.)** That is to say that wealthy individuals follow the advice of financial experts. It is similar in principle to the idea that if a person's body were sick, he or she would likely seek out a skilled physician for advice. Moreover, you should also keep in mind that even healthy people, if they are wise, periodically go to a doctor for a check-up. In other words, you do not always need to get sick in order to get **better**.

It has already been brought to your attention that very few people ever develop real expertise in the area of serious “financial planning.”

**Therefore, you should seek out a competent financial counselor,** in much the same manner as you would seek assistance in matters of a legal nature. There are companies that provide this type of financial service in every city. In some places they are not too easy to find, but they are there, if you will only look for them.

People fall into three distinct categories with respect to “finances:”

1. **Deficit position (in debt);**
2. **Break-even position (just getting by, debt-free); and**
3. **Surplus position.**

It would be very easy to “trick” oneself into believing that, if one were in category one or two, all one must do is earn more money, and then one would automatically graduate into the third category. But, of course, this is not necessarily true. **If a person is in a deficit financial position, it means they are in the “habit” of spending more money than they earn.** Similarly, if they are in **a break-even position, they are in the habit of spending everything they earn.** Since we are all “creatures of habit,” it follows that **earning more money** would not necessarily change our overall financial position. It is, therefore, vitally important that when you decide “how much is enough,” you also design a new financial plan, or have one designed for you, which will force you to discipline yourself—at least for a month or two—until you **form the new habit of living by that new plan.**

There are only two ways to earn money.

1. **People at work.**
2. **Money at work.**

I will have an appointment with a competent financial planner

by \_\_\_\_\_ .  
Date

The figure below is the amount of money I need to provide for the things I want, to live the way I choose to live.

\$ \_\_\_\_\_

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**NOTES**

**NOTES**



# THE IMAGE-MAKER

The idea contained in this chapter could very well be the breakthrough for you because image-making, once we get a firm grip on it, is a truly dynamic idea.

I want to suggest, right at this moment, that you listen to the CD and read this chapter over a few times. **Most people live and die and never fully understand the power of image-making.** Understand that we are relating this idea to “**money**” in this book, but I want you to know that once you fully understand the image-making concept, you can effectively use it for whatever good you desire.

**The knowledge of image-making eliminates competition from your life, by moving you from the competitive plane to the creative plane. You will soon understand therefore, that in truth, the only competition you will ever have is your own ignorance.**

## BUILD THE PROPER IMAGE!

“The good life is expensive.  
There is another way to live that does not cost as much,  
but it isn't any good.”

Spanish Distiller

## BORN RICH

Take the next few minutes and re-read the chapter, The Image-Maker, from, *You Were Born Rich*.

In your opinion, what is the most important point in this chapter?

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The results you are presently experiencing in your life are the physical manifestation of the images in your sub-conscious mind that are directing your life.

Are you satisfied with your results?

Yes  No

List the results you want to change.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_



“We act, behave and feel  
according to what we consider our SELF-IMAGE to be  
and we do not deviate from this pattern.”

**Dr. Maxwell Maltz**

Dr. Maltz also explained that the image you hold of yourself is a premise, a base or a foundation upon which your entire personality is built. He concluded, this image not only controls your behavior, it controls your circumstances as well.

We will now explore the concept of CYBERNETICS. It will become apparent to you that there is, in fact, a control panel in your marvelous mind that can be set by you to achieve the results you want.

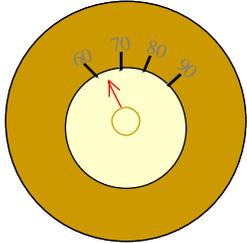
**CYBERNETICS** ... is the science of control and communication in the animal and some machines. It is based on the fact that both biological organisms and some machines have sensors that measure deviation from a set goal. These sensors signal “feedback” into a coordinating mechanism (your nervous system) which corrects the output or behavior of those same organisms or machines.

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## NOTES

# BORN RICH

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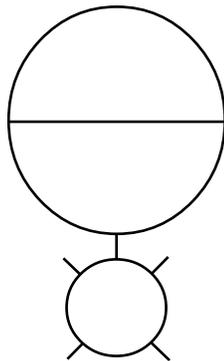
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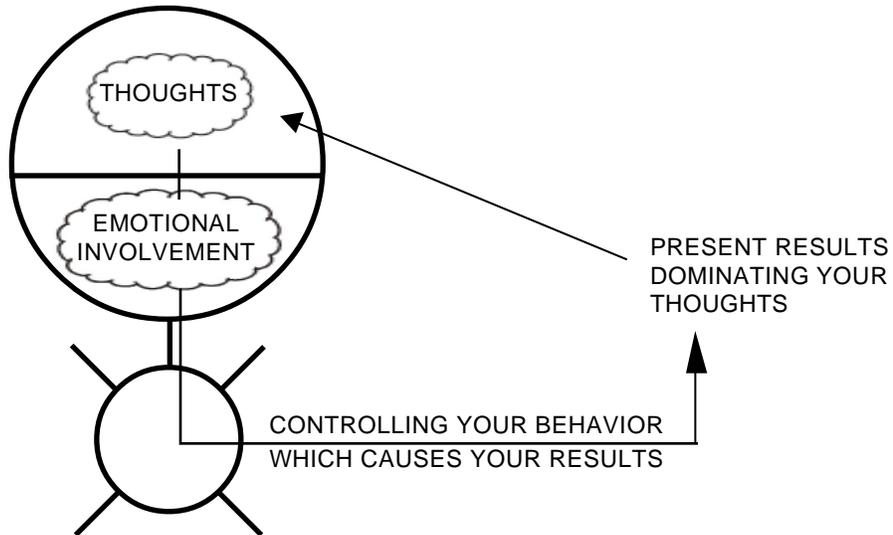
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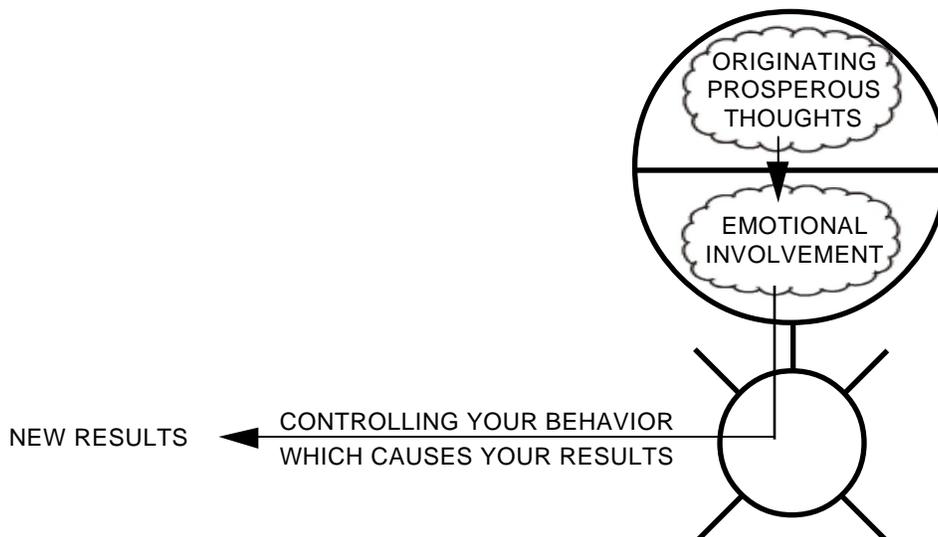


**RESULTS IN CONTROL OF YOU**



**SELF DOOM FULFILLING CYCLE**

**YOU IN CONTROL OF RESULTS**



**WINNING**



## LET GO AND LET GOD

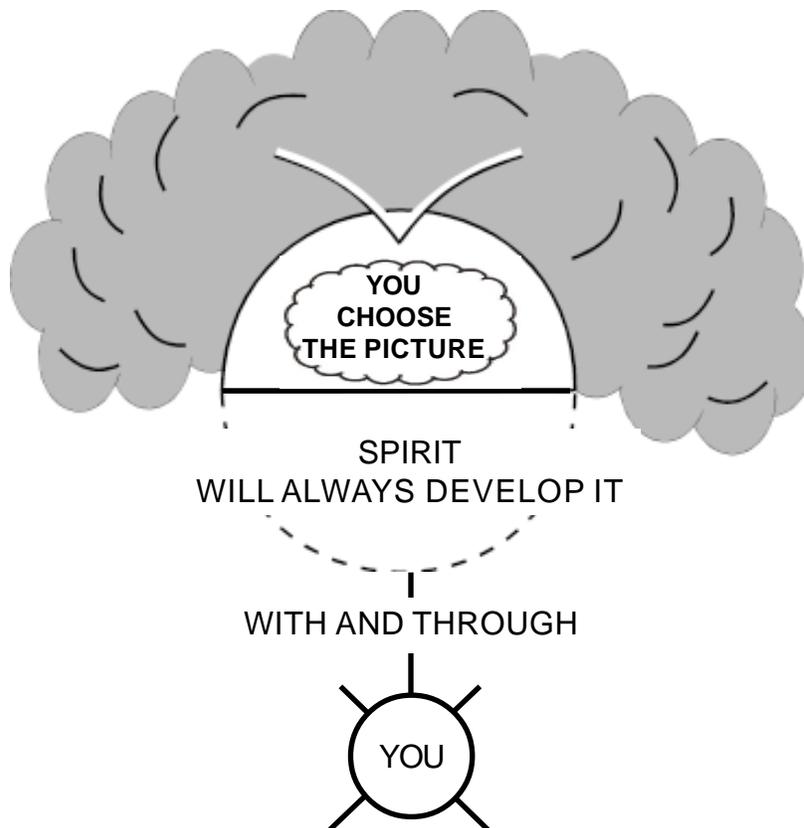
For centuries, there has been a select group of people who are the real THINKERS. These individuals have always known there is a power which permeates, penetrates and fills the inner spaces of the cosmos and that everything you see around you is an expression of that power, and so is everything that you feel.

The power operates in a very precise manner, which is generally called LAW. I choose to call it GOD—others may speak of it as LOVE, DIVINE MIND, DIVINE-INTELLIGENCE, JEHOVAH, LORD, FATHER, FIRST-CAUSE, as well as a whole host of other synonymous names. But it doesn't really matter what you call it, because the important thing to bear in mind, and anyone of understanding will readily admit this fact, is that **“it is the Power that do'eth the work.”**

In other words, everything comes from one source, and that source power always flows and works **to and through the individual—that is you**. Stated slightly differently, the image that you have formed can only come to you on the physical plane of life (your results) in one way, and that way is **By Law and Through Faith**.

LET GO  
AND  
LET GOD

**YOU ARE A PERFECT INSTRUMENT  
FOR SPIRIT TO EXPRESS  
ITSELF THROUGH**



See yourself as a perfectly endowed spiritual instrument, without limitations. When you do, you will find it easy, in fact natural, to **EXPECT** the good that you **DESIRE** and you will also understand that **DOUBT** simply obstructs the unfoldment of prosperity in your life.

Doubt does not shut down the workings of this power. The power is always working perfectly. The doubt you hold becomes the picture that will turn into your physical results.

“Faith is the ability to see the invisible  
- to believe in the incredible.  
That is what enables you to receive  
what the masses think is impossible.”

**Clarence Smithson**

Using a slightly different vocabulary, I would make the observation: **“If you can show me a person who achieves great things, I can show you a person who has great faith in themselves and in their ability to achieve what they image.”** In fact, there is absolutely no question in my mind that faith has always been the miracle worker throughout history. It is the connecting link between GOD and YOU, and therefore it is your most valuable non-physical possession. In truth, it is the cornerstone to everything you will ever build or achieve during the course of your entire lifetime.

Comparatively few people today realize just how much **faith-in-oneseif** (that part of oneself which is spiritual, perfect) has to do with achievement, because the great majority of people never seem to conceive of faith as being a genuine creative force. Yet the truth is ... not only is faith a bonafide power, but it is the greatest one you will ever encounter. In fact, I would go so far as to say whatever you accomplish in your lifetime, will be in direct proportion to the: 1) intensity, and 2) persistence of your faith.

READ BORN RICH FROM PAGE 77 THROUGH TO PAGE 87.

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## NOTES



# EXPECT AN ABUNDANCE

The mind is a powerful magnet and as such, **ATTRACTS** whatever corresponds to its ruling state. **EXPECTATION** dictates what that ruling state will be and therefore governs what corresponds to the mind and is **ATTRACTED** into your life. **EXPECTATION** can be either a blessing or a curse, but either way it is certainly one of the most powerful unseen forces in your life.

What are you **doing** to increase your income?

If your answer to this question is “nothing,” or if you are just beginning to think seriously about what you could do, you have probably not yet grasped the ideas presented in the previous chapters. You should be aware that the chapters in this book resemble the individual pieces of a jigsaw puzzle. Each chapter is related, one to the other, in such a way that if we put them together, we can see the entire picture.

Since you are now well into the heart of the book, I would ask you to pay particularly close attention to the ideas that follow, so you can use them to successfully tie all the pieces together. You will soon discover that if the ideas in this chapter are applied with intelligence, **EXPECTATION can be a triggering mechanism which attracts into your life, every good you desire.** However, if you do not exercise extreme caution, **EXPECTATION can also turn, just as rapidly, into a destructive, lethal enemy.** Therefore, you must be cognizant of how you are exercising this invisible, but powerful force.

I believe you already understand you cannot have wealth in your material world until you have first visualized the wealth in your mind. But what does this really mean? It means that **before any one of us can even begin to overcome the poverty that surrounds us in our external world, we must first conquer the impoverishment that is buried deep within ourselves.**

EXPECT  
AN  
ABUNDANCE

## BORN RICH

The following story should help you understand a great truth about your infinite source of supply.

Visualize a poor couple who have lived all of their lives in the back woods. Then imagine them being suddenly transported to a small village where, to their astonishment, they discover that their new home is being lit by electricity. Since they have no previous experience with electricity—in fact, they have never even seen an electric light before—they are completely mesmerized by the little 8-candle-power electric bulbs that light their home.

Several months go by and eventually the couple come to accept their little light bulbs as a fact of “modern” life. But one day, a salesperson appears at their door telling them that they really should be buying some of the new 60-candle-power bulbs that have just come onto the market. Since the couple is now somewhat more adventurous, they agree to let the salesperson demonstrate the “newfangled” product.

When the new bulb is plugged in and the electricity turned on, the couple become transfixed once again. For not only does the new bulb emit light, it actually illuminates the entire room.

Never in their wildest dreams had the couple ever imagined that the source of the new flood of illumination had been there all the time; nor had they realized that the enormously increased light could originate from the same current that had been feeding their little 8-candle-power bulb.

We smile at the innocence of this poor couple, but most of us are far less aware of our own *power*, than this couple was of the power of the electric current.

Like the couple—we never dream that the infinite current that surrounds us could ever flood our lives with a light more magnificent than the most powerful light-bulb ever invented. We never grasp the simple truth that all we have to do is plug a larger bulb into the infinite current of life. Instead, most of us strangle our supply with stingy-poverty thoughts of doubt and fear, which entirely cuts off the inflow of prosperity.

Let us therefore resolve to change our habitual pattern of thinking *now* and remember that the stream of plenty always flows toward the open, EXPECTANT MIND.





“Desire is the effort of the unexpressed possibility within,  
seeking expression without, through your action.”

**Wallace D. Wattles**  
from *The Science of Getting Rich*

In other words, your ideal dream or goal, can only become a desire once it has been properly planted in the Universal Creative Intelligence.

However, once your desire has been firmly established, it is the **EXPECTANT ATTITUDE** that ensures your Goal or Dream is not uprooted or replaced by any opposing **IDEAS**.

Therefore, it is imperative that you understand the following three points from **GENEVIEVE BEHREND**, for they will help you to develop the understanding that you need to form an **EXPECTANT ATTITUDE**.

1. ALL SPACE IS FILLED WITH A CREATIVE POWER.
2. THIS CREATIVE POWER IS AMENABLE TO SUGGESTION.
3. THE CREATIVE POWER ONLY WORKS BY DEDUCTIVE METHODS.

Thomas Troward in his writings, emphasized this last point because it implies that the action of the ever-present Creative Power is in no way limited by precedent, or what has gone before. In other words, this Universal Creative Power takes its creative direction from the **IDEA** or **IMAGE** that you impress upon it.





Once you fully understand this great truth, the character with which this sensitive, reproductive power is invested will become the most important consideration for you. That is to say, once you become aware of the truth, that the Universal Creative Power can be only what you feel and think it to be, it will become eager and willing to do your bidding.

This understanding will enable you to be filled with the EXPECTANT ATTITUDE, and to EXPECT the materialization of your IMAGE will become most natural to you.

“If you think your thought is powerful, your thought is powerful.”

**Thomas Troward**

Expressed another way, James Allen said, “As a person thinketh in their heart, so are they,” and the Universal Creative Power can no more change this law than an ordinary mirror can reflect back to you a different image than the object you hold before it. But remember, “As you think, so are you,” does not mean, “as you tell people you think” or “as you would wish the world to believe you think.” It means your innermost thoughts—that place where no one but you knows the truth.

**THAT IS WHAT YOU EXPECT and  
THAT IS WHAT YOU WILL ATTRACT and  
THAT IS WHAT YOU WILL ULTIMATELY GET**

ALL THINGS ARE POSSIBLE IN SPIRIT because in its original state, Spirit is a sensitive, unseen, creative substance, whose sole purpose is expansion and fuller expression. But Spirit, or creative substance can only reproduce, expand or express itself in a greater way in accordance with the limitations placed upon the instrument through which it expresses itself.

For example, Spirit can only express itself through the medium of an acorn in accordance with the limitations placed on the acorn, and the medium of the acorn is limited by the “potential plan” or the “nucleus” of the seed.

The “NON-physical” creative substance—“Spirit”—flows to and through the seed and expresses itself in its polar opposite, PHYSICAL FORM—namely, the plant or tree. As has been covered in previous lessons, the modus operandi of Spirit is Law and, of course, the LAW OF ATTRACTION is the CAUSE and GROWTH or EXPANSION is the EFFECT.

## BORN RICH

“When your understanding grasps the power to visualize your HEART’S DESIRE and holds it with your will, it attracts to you all things requisite to the fulfillment of that picture by the harmonious vibration of the LAW OF ATTRACTION.”

**Genevieve Behrend**  
*From Your Invisible Power*

To make a strong connection for a tremendous flow you must have a BIG IDEA. You then must mentally exercise that BIG IDEA THROUGH VISUALIZATION, until it becomes a DESIRE.

When you truly DESIRE something, you have made a direct connection with everything and everyone necessary for the materialization of your goal. EXPECTATION then starts ATTRACTING it to you and moving you to it.

In the space below, in your own words and in as much detail as possible, re-write your goal.

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Only the reproductive Creative Spirit of Life knows what you think until your thoughts become PHYSICAL facts and materialize in your BODY or your affairs. Then everyone with whom you come into contact will know.

“As you think, that is what you become,” should be kept in the back of your mind. Constantly EXPECT SOMETHING WONDERFUL TO HAPPEN.

“Often enough, our faith beforehand in an uncertifiable result is the only thing that makes the result come true.”

**William James**

**THREE CERTAIN STEPS FOR PROSPERITY  
IN ALL AREAS OF YOUR LIFE**

1. BUILD THE IMAGE.
2. TURN IT OVER TO SPIRIT (LET GO, AND LET GOD).
3. EXPECT, WITH YOUR HEART AND SOUL, THAT SPIRIT WILL REWARD YOU OPENLY FOR YOUR FAITH.

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**NOTES**

**NOTES**

# **THE LAW OF VIBRATION AND ATTRACTION**

The LAW OF VIBRATION explains the difference between mind and matter—between the physical and non-physical.

Under the LAW OF VIBRATION we find that everything vibrates, nothing rests. Everything is in constant motion. There is no such thing as inertia. From the mental to the grossest form of matter, all is in vibration.

Graduating between the lowest and the highest form of vibration, there are millions upon millions of varying degrees. From the electron to the universe, everything is in vibratory motion; energy being manifested in all varying degrees of vibration.

Rates of vibration are known as frequencies and the higher the frequency, the more potent it becomes. THOUGHT being one of the highest forms of vibration and very potent in nature, should certainly be understood. The LAW OF VIBRATION could be explained many ways for various purposes. In this seminar, it is our intention to confine it to THOUGHTS in an effort to improve the QUALITY OF YOUR LIFE.

## **EVERYTHING IS ENERGY, EVERYTHING VIBRATES**

For you to grasp a clearer understanding of how you can actually take dominion over your results—to understand how and why the thoughts and things come into your life as they do—you must go back to the basic premise with which we started. Energy is neither created nor destroyed. Everything is merely in a constant state of change, being manifested in all varying degrees of vibration.

With FREE WILL and the other many MENTAL FACTORS you possess in your marvelous mind, you have the CO-CREATIVE ability to CAUSE vibratory change to take place as you CHOOSE. The lack of ability to exercise this tremendous power for GOOD is caused by IGNORANCE.

**LET THERE BE LIGHT!**

**THE LAW OF  
VIBRATION AND  
ATTRACTION**

## **POSITIVE AND NEGATIVE PERSONALITIES**

“The mind in itself and in its own place can make a hell out of heaven or a heaven out of hell.”

**John Milton**

People, as a rule, can be classified as **POSITIVE PERSONALITIES** (optimists) or **NEGATIVE PERSONALITIES** (pessimists).

Those who are **POSITIVE** in their **THOUGHT** always tend to look upon the brighter side of life. With their faces turned toward the sunshine, they try to see the good, even in the bad. Such individuals habitually think thoughts of a positive nature and they are a blessing to the world.

**NEGATIVE PERSONALITIES** look upon the dark, gloomy, depressing side of life. Even the good holds some bad for them. They talk about it, anticipate it, expect it and invariably they will get what they are looking for.

Their state of mind can be compared to the person who, upon being asked how they felt, said, “I feel alright today but I might feel bad tomorrow.”

**NEGATIVE PERSONALITIES** are depressing to everyone around them. Their facial expressions take on the symptoms of their negative thoughts. Each day one can observe such individuals passing on the street. No cheer, no joy is radiated—just gloom, frowns and hatred. Having cheated their own hell, they seem to enjoy wallowing in it.

You have **FREE WILL**. You can **CHOOSE** which of these two personalities you wish to portray.

If a person is **NEGATIVE** and tired of their role, that person may, through proper effort, become a **POSITIVE PERSONALITY**.

This great law, **THE LAW OF VIBRATION** will give a person the understanding of how to make that change.

## **YOUR CONNECTING LINK**

Slowly but deliberately, see with your inner eye of understanding, how you connect with the good that you desire to improve the quality of your life.

Two objects whose electromagnetic fields are the same, have the same frequency; therefore, they are in **RESONANCE**, in harmony or in rapport. When two objects are in resonance or while within the sphere of relative motion of each other, vibration can be transmitted from one to the other through the medium of the electron. Resonance is concerned with the electromagnetic fields surrounding objects.

We find that a globe in a chandelier will vibrate when in resonance with a certain key on a piano, yet it will not vibrate to any other key on the piano.

The two objects are of entirely different material and shape; still they are in resonance due to the fact that their ultimate magnetic fields are the same. They are within the same sphere of relative motion, and this holds true regardless of their size, shape or of the elements of which the objects are composed.

All electromagnetic waves or quanta have their rate of frequency, which means the number of changes in direction per second. The electric wave spectrum is in a "SCALE OF VIBRATION" and is divided into regions. One must remember that these regions are not actual divisions by merely arbitrary spaces covering frequencies that manifest to our senses in different ways, each region blending into both the one above and the one below, without any definite line of demarcation.

**YOU—THE EARTH—and the UNIVERSE** are all but degrees in one scale and all are in their basic nature, the **SAME**. The difference being solely a matter of degree or rate of vibration (frequency). All are manifestations of energy.

When the world understands this great truth, we will see that all people are the same, they only appear to be different. The dividing lines are not borders, color nor language, but **IGNORANCE**. You attract whatever or whomever you are in harmonious vibration with. The results vary, the people remain the same.

**"KNOW THE TRUTH AND THE TRUTH WILL SET YOU FREE."**

## **EVERYTHING IS AN EXPRESSION OF THE SAME THING**

Everything in this entire universe is connected through the **LAW OF VIBRATION**. Just as the colors in a **RAINBOW** are connected, you are not able to tell where one color stops and the other one starts ... or just as the water that boils is connected to the steam it transmutes into, and then the same into the other.

You are connected to everything in the universe and everything with you. Whether you can see it with the naked eye or not is unimportant. The only difference between one thing and another is in density or amplitude of vibration.

When you choose certain **THOUGHTS**, brain cells are affected; they vibrate and send off electric waves. When you concentrate on those thoughts, you increase the amplitude of vibration of those cells and the electric waves become much more potent.

Know that you are originating those electric waves and **KNOW** that you are also determining the density of them by your own choice.

You must also **KNOW** that since you are originating these electric waves, your whole being is in that particular vibration.

We have already covered the point that two objects may be of entirely different material and shape—still they can be in **RESONANCE** due to the fact that their ultimate magnetic fields are the same. They are within the same sphere of relative motion. Keep in mind the point covered on page 43 in this booklet, that **RESONANCE** is the governing factor of the transmitting of vibration.

When you hold the image of your goal on the screen of your mind, in the present tense, you are vibrating in harmony with every particle of energy that is necessary for the manifestation of your image on the **PHYSICAL PLANE**. By holding that image, those particles of energy are moving toward you and you toward them—because that is the **LAW**.



## **BRAIN—THE BODY**

The human body is the most efficient electrical instrument in the entire universe.

The human brain is probably the most efficient electrical instrument ever evolved.

Both are marvels. The BRAIN is that part of the body where all manner of frequencies are transformed from one frequency to another. In the brain, sensations are transformed into muscular action. SOUND, HEAT, LIGHT and THOUGHT are also, each in their turn, transformed into other frequencies, each affecting the BODY.

Within the BRAIN are centers that control and regulate the functioning of all the organs and parts of the body. By proper stimulation of these centers, the functioning of the organs may be controlled.

In our seminars, we refer to this as the VIBRATORY CONTROL OF THE BODY.

In the final analysis, the BRAIN is a vibratory instrument. To begin to understand its functioning, you must study the LAW OF VIBRATION.

Since the early 1940s we have had the EEG, the ELECTROENCEPHALOGRAPH, which reads the ELECTRICAL ACTIVITY OF THE BRAIN and the ELECTROCARDIOGRAPH, which traces the electrical changes of the contractions of the heart.

Vibrations are not something new to us. We are all aware of them. The problem we encounter is that the vast majority of people are not aware of the connection between THEIR VIBRATION AND THEIR RESULTS IN LIFE.

It is unfortunately very common to see a person in what could be called a BAD OR CONFUSED VIBRATION and at the same time busily attempting to get GOOD RESULTS.

That could be compared to a person jumping off the top of a building, trying to go up. The RESULT would be obvious.

## **VIBRATIONS AND GOALS**

Numerous times in other seminars it has been suggested that everything you are seeking is seeking you.

It was suggested you already have everything you want. You don't have to GET anything; it is simply a matter of becoming aware of what you already have. It is within.

If energy is neither created nor destroyed, everything you will ever want is already here. It is a simple matter of choosing the THOUGHTS that will put YOU into HARMONIOUS VIBRATION with the GOOD you desire.

The moment you bring your life into harmony with the LAW, the NEGATIVE will have "taken wings," for the cause will have been removed.

The secret to receiving on the physical plane, the RESULTS you desire is covered more adequately in another lesson on EXPECTATION.

This lesson is designed to help you understand how to get into harmonious vibration with the good that you desire and then how to stay in that POSITIVE VIBRATION.

### **THE LAW OF PERPETUAL TRANSMUTATION OF ENERGY**

When a person throws off a positive vibration that person must, under the LAW OF PERPETUAL TRANSMUTATION OF ENERGY, TAKE ON an amount equal to that which the person throws off, for "AS YOU SOW, SO SHALL YOU REAP."

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### **NOTES**

## THE RISK-TAKERS

The days of defending your present “possessions” and “positions” are gone forever. Therefore, from this day forward, you will never have to concern yourself with such problematic issues as “maintaining your present job,” or “keeping up with your current standard of living.” Instead, you will put the things that “can go wrong” on the defensive, and you will put the things that “must go right,” in ready-formation for the attack.

**As of today you are a dynamic, vigorous risk-taker whose eyes are always turned toward your strengths and assets**, rather than toward your weaknesses and liabilities. Henceforth, you will wake up in the morning, thinking only of “ways to do the things you want to do,” rather than waking up thinking of “all the reasons why you cannot do those things.”

As of today, you will think repeatedly of the many achievements you are going to accomplish in the future, that are vastly superior to anything you have ever done in the past. Clearly, these are the results that can only be obtained, if you are first willing to take some kind of a risk. Believe me, once you undertake this process, it won't be long before you start winning—and in a big way.

You should understand, however, that as you become increasingly involved in the risk-taking process, you will find yourself forced to draw upon resources you previously didn't even realize you possessed. At first, this may prove very frightening to you. Nevertheless, you must always remember you will never hear of, read about, or see anyone who achieves anything of greatness in his or her own life, without first taking some kind of a risk.

## BORN RICH

In the space below, write out your dream, your goal.

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Below, write out the risks that you must take before you can make your dream a reality.

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6. 

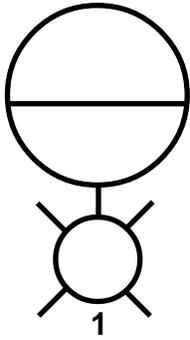
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7. 

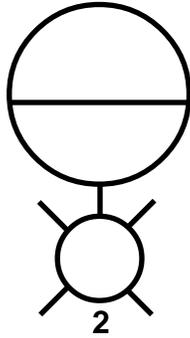
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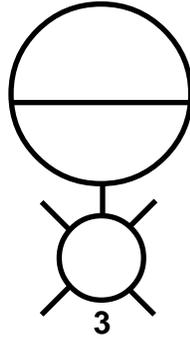
**BONDAGE**



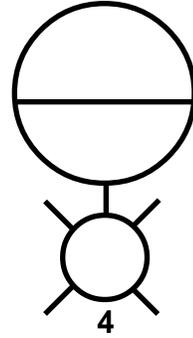
**REASON**



**TERROR  
BARRIER**



**FREEDOM**



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**NOTES**

“Are you in earnest? Seize this very minute; what you can do, or dream you can do, begin it! Boldness has genius, power and magic in it; only engage and then the mind grows heated; begin and then the work will be completed.”

**Goethe**

In the spaced provided below, make a written commitment stating that you will immediately begin doing the things you previously were fearful of doing.

**MY COMMITMENT**

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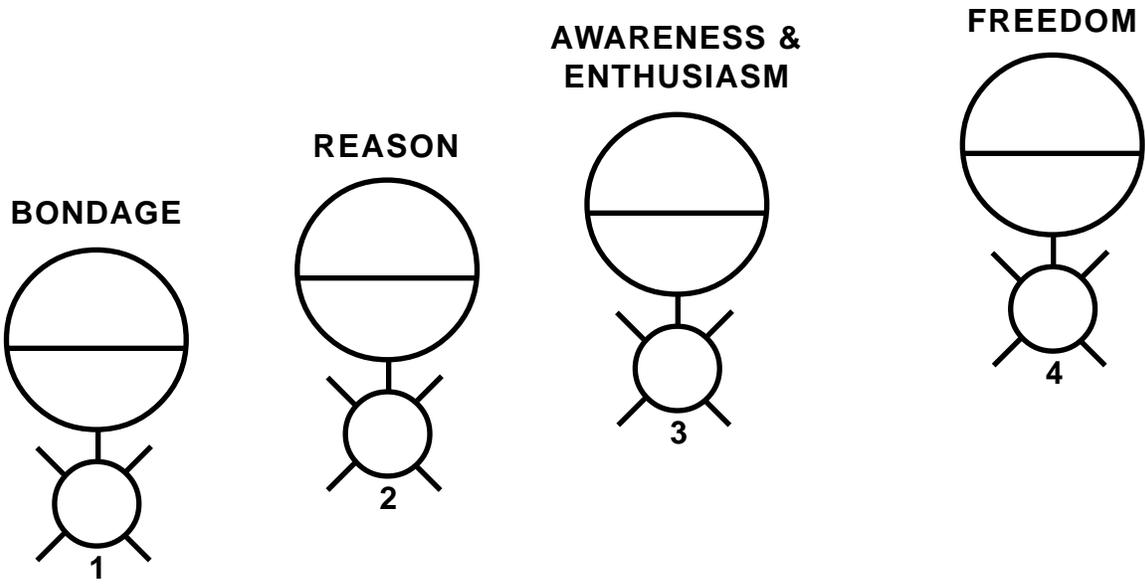
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\_\_\_\_\_  
Your Signature



Remember, it makes no difference whether your goal is starting a new business, buying a new automobile, a new position at work, setting a sales record, or earning an honors mark in school. Whatever it may be, you must step out and boldly pursue it. **Keep reminding yourself that you have tremendous reservoirs of potential within you**, and therefore, you are quite capable of doing anything you “set your mind to.” All you must do is figure out **how** you can do it, not whether or not you can. **Begin to visualize yourself as a risk-taker, and then start telling yourself you are one.** Become fully aware of the “good vibrations” you get, simply by virtue of practicing these simple mental exercises.

## BORN RICH

“Your circumstances may be uncongenial,  
but they shall not long remain so if you perceive an ideal  
and strive to reach it.”

**James Allen**

List below the major, exciting moves you have committed to make and when you will begin.

1. \_\_\_\_\_ Date  
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2. \_\_\_\_\_ Date  
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3. \_\_\_\_\_ Date  
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4. \_\_\_\_\_ Date  
\_\_\_\_\_  
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5. \_\_\_\_\_ Date  
\_\_\_\_\_  
\_\_\_\_\_
6. \_\_\_\_\_ Date  
\_\_\_\_\_  
\_\_\_\_\_



## THE RAZOR'S EDGE

*"You are only one inch ... one step ... one idea ... away from turning onto the boulevard of beauty in your life."*

*It has often been said the line which separates winning from losing is as fine as a razor's edge - and it is. (I am talking about winning in a big way and in all areas of your life).*

W. Somerset Maugham wrote an entire book entitled "The Razor's Edge," and Daryl F. Zanuck spent four million dollars producing a movie that had the same title. Both of these great men—author and movie-maker alike—knew there wasn't a big difference among people; there was only a big difference in the things they accomplished. (That was the theme of the movie as well as the book.)

One person "just about" starts a project, the other person starts it. One individual "almost" completes a task, the other does complete it. One student "nearly" passes the exam, the other does pass it, and although the difference in their marks may be only one percentage point out of a hundred, **it's that one percentage point that makes all the difference.**

“Many of the athletes against whom I competed in high school were far superior to me. But they quit.”

**Milt Campbell**

**Winner of the Silver Medal in the Decathlon**

**1952 Olympic Games, Helsinki, Finland**

**Winner of the Gold Medal in the Decathlon,**

**1956 Olympic Games, Melbourne, Australia**

## **KEEP IMPROVING YOUR PERFORMANCE**

The majority of people read at a grade six or seven level. We learn to read by the time we have reached grade six or seven and never improve our reading skills from that point on in our lives. Once people have become proficient in the basics in any particular field, they usually stop learning and of course from that point forward, they cease to improve.

Since this is true of most people in any given field, it is obvious you can easily rise above your peers with a little extra effort. The people who put forth the extra effort are the same people who can demand and will receive the lion's share of the income in their field.

Taking this into account, consider the job you are doing presently, and **ask yourself the following questions: “how good am I at doing it?” and “how much better could I be?”**

Realize that, if you would study your chosen field for one hour per day, in five years' time you would have studied for 45 forty-hour weeks, which amounts to almost a full year of study. Moreover, since you would have only been studying for one hour at any given time, you would be able to give the material your undivided attention. Therefore, it would actually be the equivalent of a “a full year” of concentrated study. This means that by the end of the first year, you would stand among your peers like a giraffe in a herd of field mice.

In fact, when you really think about it, you will soon **understand there isn't any competition at all**, because there are so few people in the race ... that even **the losers are winners**. Therefore, you need not need to do a tremendous amount of studying to gain the understanding you require, because again, the difference between knowledge and ignorance, may be as fine as “the razor's edge.”



Perhaps the factor that will catapult you into the “big leagues” and will multiply your income, from a material as well as a psychic point of view, will be your own ability to persist. So the next time you step out to do something, and “the going gets tough,” just remember that the Razor’s Edge difference for you could well be your own ability to persevere. Just try one more time—with enthusiasm—and you could watch your accomplishments go from the very ordinary, to the very extraordinary!

List six Razor’s Edge Actions you will implement immediately that will make the difference in your life.

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**FOR SALES PEOPLE**

If you are employed in a “sales” capacity, consider the dynamic sales presentation you could be delivering in a month or two, if you SIMULATED a sales presentation with an imaginary prospect or possibly one of your associates—every day for one hour.

I use the word SIMULATE rather than ROLE PLAY, because the latter usually turns out to be exactly what the word suggests—PLAY, and the exercise often turns into a game.

The word SIMULATE came into popular parlance when we learned how astronauts prepared for their space missions. When they were simulating, they were actually pre-living the in-space experience as if it were already happening. Therefore, I would suggest that if you practiced your sales presentation in a similar manner, every morning—for one hour—you would witness an incredible improvement in your performance, and in a relatively short span of time. With a year or two of diligent effort under your belt, you would become so proficient, you would rarely miss a sale.

**Always remember, “If the need is there and the means are there, and you still haven’t made a sale, it is because you are not good enough yet!”**

In the space provided below, make a written commitment to simulate your sales presentation naming the person with whom you will simulate, the time you will do it, and the date you will begin.

**MY COMMITMENT**

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with \_\_\_\_\_, at \_\_\_\_\_ am/pm  
\_\_\_\_\_ date .

**NOTES**

**FORGIVE**

*“That slight misdeed of yesterday,  
why should it mar today?  
The thing he said, the thing you did,  
have long since passed away;  
For yesterday was but a trial;  
today you will succeed.  
And from mistakes of yesterday  
will come some noble deed.*

*Forgive yourself for thoughtlessness,  
do not condemn the past;  
For it is gone with its mistakes;  
their mem’ry cannot last;  
Forget the failures and misdeed,  
from such experience rise,  
Why should you let your head be bowed?  
Lift up your heart and eyes!”*

—Selected



# DON'T THINK IN REVERSE

You will never obtain any substantial measure of material wealth if you insist upon living your life as if you were looking back through the rear-view mirror of an automobile. Nevertheless, this seems to be a very common error that many people have turned into a habit.

## Let the Dead Bury the Dead

Remember the old adage that says, "**Let the Dead Bury the Dead.**" Stop looking back on your life and worrying about things that have already occurred, and which you can no longer alter. Pursuing that kind of mental activity will never lead to any worthwhile accomplishments in your life. You should understand, moreover, that all of the great achievers of the past have been **visionary figures**: they were men and women who projected into the future, and did not belabor over things, that had already passed. They thought of what **COULD BE** rather than **what already was**, and then they moved themselves into action to bring these things into fruition.

**LIFE IS EITHER A SERIES OF ENDINGS  
OR A SERIES OF BEGINNINGS.**

DON'T  
THINK IN  
REVERSE

“Let us not look back in anger, nor forward in fear,  
but around us in awareness.”

**Leland Val Van De Wall**

## **RESENTMENT**

Resentment represents mental resistance to what has happened. It is an emotional rehashing or refighting of some unalterable past event. Like a broken record a person will keep reliving—replaying past injustices and the resentment becomes more potent with each replaying.

## **GUILT**

Guilt is another powerful negative emotion connected to resentment which forms part of the failure mechanism of a negative self-image. Guilt is an attempt to make right in the present, something one did or thought of as wrong in the past. Since you cannot change the past, guilt is inappropriate.

The time has come for us to free ourselves from these mental shackles of the past. Let us, therefore, begin this “healing process” by getting in touch with the wide variety of beautiful images that we have to form on the screen of our mind. Then, let us begin to actually expect to receive the physical manifestation of each one of these images in our own lives.

### **AFFIRMATION TO RELEASE RESENTMENT AND GUILT**

I willingly release the thoughts and things that have cluttered my mind.

I release \_\_\_\_\_  
(insert name of anyone you hold a resentment for)

to their highest good, happiness, health and wealth, and me to mine.

**(Make the above Affirmation with strong feeling.)**

From your Born Rich book, read the story that begins on page #181.

### **PATTI'S CRUISE**

What are the important points in this story?

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How can you apply these points in your life?

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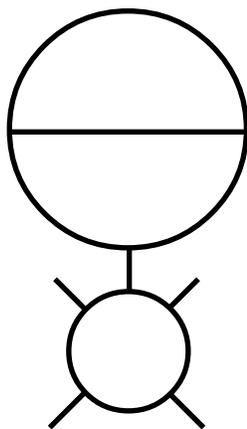
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## BORN RICH

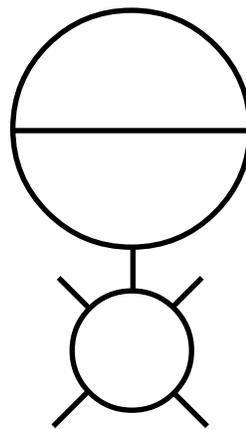
If you have been guilty of allowing your sales-sheets, your bank account, or the x-rays the doctor takes of your body, control the way you feel, think, or view your sales, financial position or health, I can assure you that—just as certain as it's going to get dark tonight—there will not be any marked improvement in your life in any of these areas.

On the other hand, however, if you will let the present physical results serve only as an indicator of the images that you have been holding in the past, and then you proceed—by virtue of your own higher mental faculties—to look into the bright future and to build an image of the good that you desire, **you will see your image materialize. But again, as long as you continue to let your present or past results control your thinking-process, you will never live to see your dreams come true.**

**Therefore, look up, look ahead and form the image of the life you choose to live, then everything you touch or come in contact with will grow and expand and express itself in a greater and greater way.**



PRESENT  
RESULTS





**NOTES**



# THE VACUUM LAW OF PROSPERITY

## GIVING

To get he had tried, yet his store was still meager.  
To a wise man he cried, in a voice keen and eager;  
“Pray tell me how I may successfully live?”  
And the wise man replied, “To get you must give.”

As to giving he said, “What have I to give?”  
I’ve scarce enough bread, and of course one must live;  
But I would partake of life’s bountiful store.  
Came the wise man’s response: “Then you must give more.”

The lesson he learned; to get was forgotten.  
Toward mankind he turned with a love new begotten.  
As he gave of himself in useful living,  
Then joy crowned his days, for he grew rich in giving.

**Arthur William Beer**

THE VACUUM  
LAW OF  
PROSPERITY

## **WHY WE HOLD ON TO THE OLD**

Why is it that we hold on so strongly to old ideas, or to old things? I have no doubt that you will agree this is an intriguing question. In fact, it is so intriguing, that if you were to ask a thousand different people this same question, you would probably obtain enough answers to fill a book. Unfortunately, however, almost all of the answers that you would receive would be dealing with secondary causes, and not the primary one, of this horrendous problem.

But if we were to go directly to the primary cause of the problem, we would discover, that although it lies deep within each individual, it is virtually the same for everyone. We hold onto old ideas and old things, because we lack faith in our ability to obtain new ideas and new things. This, of course, leads to a condition of insecurity which stems, at its root, from an inability to understand who and what you are; a lack of awareness of your true relationship with the infinite power that will always leave you with a distorted image of yourself.

Therefore, you must reach the point where you realize that your "true self," knows no limits; that in truth, you are quite capable of being, having or doing virtually anything you desire to be. But when individuals fail to appreciate this basic truth, when they are honestly convinced that their supply is limited, and that their real security lies in money or things, they will be afraid to try anything new. Indeed, it takes no great wisdom to understand that they will want to hold on to what they already have, and then they will try to accumulate even more of the same.

---

### **NOTES**

## **REMOVE THE MENTAL BLOCKS**

Spirit never expresses itself other than perfectly. Therefore, whatever imperfection does exist, it is always the result of our individual or collective modes of thinking. Since this is true, it is not necessary that you hold onto anything, “for fear of losing it”. In fact, the truth is you will never truly enjoy anything you must hold onto, because freedom in all areas of your life is absolutely essential if you are to grow into the truly great human being you are quite capable of one day becoming.

At this point you may be asking, “What are these obstructions?” that I have been referring to? Let me list some of them—they include doubt, guilt, resentment, and thoughts of lack or limitation. They include any negative ideas that have a tendency to block the flow of creative energy, to and through you.

Your problem—whether you realize it or not—is that you haven’t created the space for the beautiful image you are trying to create. Therefore, you must resolve yourself to letting go of all of these obstructions, to enable you to make a space for the good that you desire.

You should visualize your body as being an instrument through which a non-physical, creative energy flows.

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### **NOTES**

On numerous occasions during the course of my seminars, I have discussed the “law.” I have explained to audiences, that although almost everyone likes to have new clothes, most people have no room in their closet for hanging any new clothes. In fact, when you hang something in your closet, you probably have to push your clothes aside, just to fit another hanger on the bar. The irony is, however, that many of the clothes that are hanging in your closet—you probably don’t even wear!

In saying this, I am well aware that some of your clothes may have been expensive, so you are rather reluctant to dispose of them. However, you know as well as I do, that some of the clothes you have hanging in your closet are hanging there simply because they don’t feel comfortable when you put them on (there is something about them you do not like). Give them away. **By doing this, you will automatically be making room for the new clothes that are inevitably going to follow.**

Set the following project for yourself, and then carry it out immediately. Check your own clothes closet very carefully—as if with a “fine-toothed comb”—and then remove all of the clothes you no longer wear. Once you have done this, simply give them away. By doing this, you will thereby create a vacuum or void. Moreover, since “nature abhors a vacuum,” it will only be a relatively short period of time before your closet is once again full of clothes. Only this time, however, it will be full of clothes that you really do want to wear.

This process is a never-ending one. Therefore, it is something you should plan to practice, all the days of your life. You must continually be “making space,” for the good you desire. **Keep this information constantly in the forefront of your mind: for the crucial element in this vacuum law of prosperity is that you must let go of the old, before you will ever make room for the new.**



## BORN RICH

Make a list of a few concepts you have held that you now recognize as obstructions to a prosperous life. On the next page, list the concepts you now hold to be true.

1. \_\_\_\_\_

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6. \_\_\_\_\_

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Remember, regardless of how the results in your life may presently appear to you, you have truly been "Born Rich."

"God's gift to you is more talent and ability  
than you will ever use in one lifetime.

Your gift to God is to develop as much of that talent and ability  
as you can in this lifetime."

**Steve Bow**

List the concepts you hold to be true in the space provided below.

1. \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

2. \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

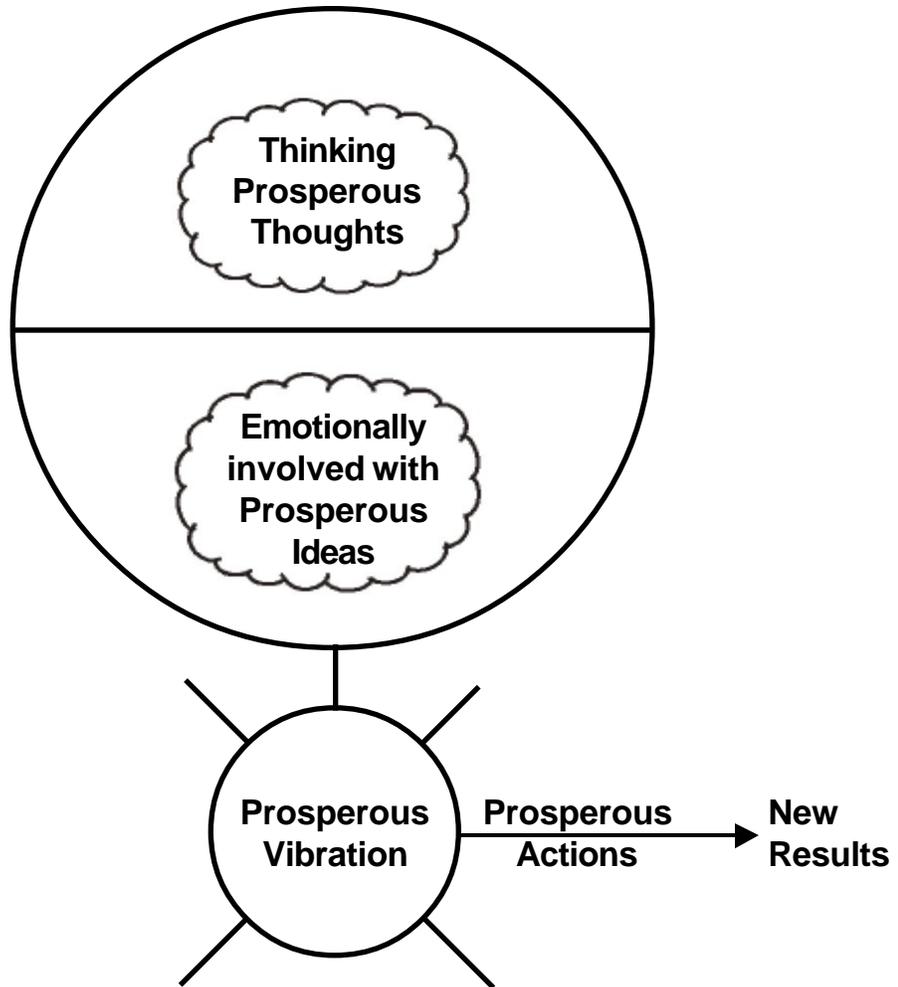
3. \_\_\_\_\_  
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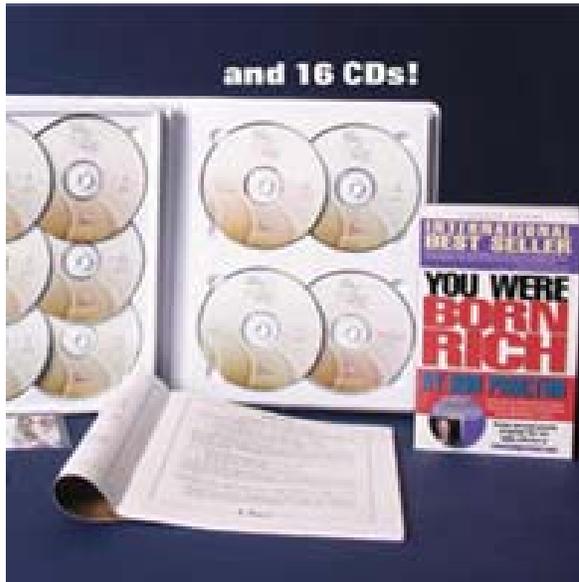
6. \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

# I AM PROSPEROUS



# I WAS BORN RICH

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