

# *Accelerator for Success*

## *Prosperity Principles Workshop*

*Written by: Bill Covert*

An overview of the 1910 classic book The Science of Getting Rich  
By Wallace D. Wattles

### *Introduction*

We are dedicated to your success through the clear understanding of the prosperity principles taught in this lesson. Along with this workbook we offer a study of these principles via conference call. We encourage you to invest in yourself and your growth by joining us. Find out more: [Accelerator for Success](#).

We have a few thoughts we'd like to share with you before you begin this study:

Please read this introduction in its entirety. As we go through this study each lesson builds on the previous one. If attended and studied in order and in its entirety this lesson will not be difficult to understand. However, **this lesson is not intended to be easy - but nothing worth obtaining ever is.**

**This lesson gives you a foundation in which to build your Lifestyle Freedom Business™. This is meant to serve as the precursor to the Accelerator for Success system using the Dream Bar Café™ Principles.**

Please take your time and **truly think** about each lesson as each new idea, concept and technique is presented. We want to really make you think. Mental activity does not constitute thinking!

Most importantly, we would like for you, while attending this study, to **make a decision** to learn. If you don't **decide** to open your mind and learn we are sorry to say, that you might as well give the lesson to someone who **will** earn the right to this knowledge.

### **The Price of This Lesson** - ~~\$49.00~~

**This study is a gift!** We have become aware of this information and believe that we have a moral obligation and responsibility to share it with anyone who is willing to accept a free gift.

**Although we do not charge any money for this lesson there is a catch; there is no such thing as something for nothing!** We have discovered that anything acquired without effort, and without cost is generally unappreciated, and without cost people tend to not finish what they start. One of the strange things about human nature is that people only value that which comes with a price.

We want to give this information to you, but you have to pay for it. Otherwise you will not benefit from these insights.

## **So Here's the Deal**

**You are on the honor system; if your word is not any good you have other problems that we cannot help you with. We will dedicate ourselves 100% to help you earn the results in your business and in your life. We invite you to join us in our conference calls featuring experienced Entrepreneurs. Your main guides are: Bill Covert, D. Scott McGregor, Chuck Abbott, Carolyn Trinta, Dr. Joe Rubino, and a few surprise guests that will be announced regularly.**

**You agree to pay for this material by giving at least \$25.00 to the charity of your choice. Then AFTER you have gone through the course; IF you have received value you will be asked to pass this information on to no less than 3 people whom you believe will benefit from these truths and will, in turn, do the same. Our mission is to help one million people start a Lifestyle Freedom Business™. Please help us.**

**Deal?**

**Make a decision to commit or stop, but make it now!**

**The amount that you will benefit from this course will be in direct ratio to your commitment level.**

If you do not honor your decision you will be cheating yourself, so give serious consideration to the choice of people that you pass this on to, and also the charity that you send your money to.

If someone passed this workbook on to you and you are still reading you are to be commended. They respect you as a person of integrity. **We are honored to have you join us. Click here to become part of our family: [Accelerator for Success.](#)**

## **The Secret**

There is a secret hidden in this lesson that will give you the ability to achieve any amount of success that you desire. **The price that you will pay for this secret will be in direct ratio to the benefit that you will receive** and nobody can decide for you what you are willing to trade for this secret. Nature frowns on the idea of something for nothing. **If you seek the secret it will find you. If you do not seek the secret it will elude you the rest of your life.** The choice is yours and yours alone. You have heard it said *"They have eyes*

*to see but do not see and they have ears to hear but do not hear."* It is those eyes and ears that you will have to open wide.

The secret that we are referring to cannot be had without a price; **although the price is far less than its value.** This secret will bring you tremendous success in your business. Listen for it!

We will do our best to make “the secret” vividly clear, **but you have to want it.**

We are not trying to play games with you but we cannot sneak up behind you and give this secret to you in a shot, you must find it on your own.

*“To learn you need a certain degree of confidence, not too much and not too little. If you have too little confidence, you will think you can’t learn. If you have too much, you will think you don’t have to learn.” ...Eric Hoffer*

We are asking you to have this degree of confidence.

The thoughts that we will share with you are so vast and enormous that no one can study these concepts once and understand them all. When you truly comprehend these principles it will become obvious and evident in your results.

*“Let a man radically alter his thoughts, and he will be astonished at the rapid transformation it will effect in the material conditions of his life. Men imagine that thought can be kept secret, but it cannot. It rapidly crystallizes into habit, and habit solidifies into circumstances.” .....James Allen*

One of the changes that will happen if you truly ‘get it’ is that you will begin to hunger and thirst after more. You will not want to study for days; you will want to study for years!

If you don’t ‘get it’ that evidence will be obvious as well, chances are you will not *have time* to continue your growth process and next year the results in your life will just be more of the same.

*“Successful men, in all callings, never stop acquiring specialized knowledge related to their major purpose, business, or profession. Those who are not successful usually make the mistake of believing that the knowledge acquiring period ends when one finishes school.” .....Napoleon Hill*

**You can’t afford to quit studying this material. The win is too big and the sacrifice too small to even consider stopping.**

At times throughout this lesson you will probably wonder what some of this information has to do with success in your business. Trust us, **all of the information that we will be going over has everything to do with your success in any business, along with success in every other aspect of your life.**

As you study with us over the next few weeks you may think that you disagree with what we say or that this stuff can't be right because it sounds "new-agey." Or, you may feel that you don't like 'being thumped on the head with the Bible' and that is fine. It is not our intention to offend anyone. We feel very strongly that we would be doing you a tremendous disservice to water down **our** beliefs.

At times this lesson will hurt. This pain is necessary if you want to find '*the secret*'. If we tried to teach this lesson in a manner as to not step on any toes it would need to be three times longer and would lose the impact and power of the content.

Although this study will not be watered down, this free study is meant to be an overview not an in depth study of the principles that are in the Accelerator for Success system. Test-drive it! You will see it or you won't, but we do not want to persuade anyone through 'salesmanship' to purchase any of the advanced Accelerator studies we offer just to be set on a shelf to collect dust. We have no desire to sell anything to anyone if they are not willing to overcome the love of ease long enough to apply these teachings.

We know this study will prompt and stimulate you to truly think, and this thinking will urge you to begin to study and work on your own self-improvement. Whether you agree or disagree with our beliefs doesn't really matter. Look at the message not the messenger. **We all are capable of original thought** and can arrive at our own conclusion with the proper information.

The information we are sharing with you is powerful, and it works! It should never be used for manipulation or ill intent, which is one of the reasons that we have set this up to attract decent, moral people.

Don't be surprised if some of the things we say set up conflict in you and shake you up a bit. Recognize that when you feel uncomfortable with what you read it is because you have conditioning in your mind that is due to your past barriers or old habits (Also known as paradigms). It is natural to feel uneasy when you hear something contrary to your present belief system, but the conclusions that you have come to are based on past experience, or have been accepted uncritically from an outside source. The natural reaction is to criticize or ridicule things that are not understood. When this happens please continue reading and you will see the logic behind these concepts.

We will in no way compromise or undermine your personal or religious beliefs. Stimulating thought will solidify or nullify your personal values. **You must exercise your ability, through your own free will, to arrive at your own conclusion.** That will achieve the results in your business that you desire and deserve.

## Call Etiquette

- We love participation! There is no such thing as a dumb question so please feel free to ask away. Your questions help us to improve our calls so please don't be shy!
- If you have a lot of background noise, i.e. music, children, lawn mowers etc., you can mute your phone by pressing \*6. You will be able to hear us, but we will not hear you. If you have a comment or question \*6 will un-mute your phone again.
- We also ask that you respect the beliefs and feelings of others on the call. We are all entitled to our own opinions. We are not here to judge each other.
- You are going to have ideas and questions pop up in your mind. Earl Nightingale used to say *“Ideas are like slippery fish, if you do not gaff them at the point of a pencil, they are liable to get away and never come back again.”* So keep a pen and paper handy, writing brings order to the mind.
- Relax and enjoy the call! Call schedule: [Accelerator Calls \(click here\)](#)

## Questions I Want Ask On The Call:

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## What is Money?

*“You know, money doesn't make you happy.”*

We have all heard this statement, is it true? Yes it's true, but it is an absurd statement. Money was never designed to make you happy. To illustrate why this is an absurd statement we will make another statement:

*“You know, brushing your teeth doesn't make you happy.” ☺*

Neither money nor brushing your teeth was designed to make you happy it is simply a necessary part of life. It's ok to like money and like your teeth.

**Money was designed for two things:**

- 1) **To make you more comfortable.**
- 2) **To extend the service that you desire to give to others beyond your physical presence.**

The desire to extend service is an inherent desire to bless the lives of others; unfortunately, that desire is often frustrated by a lack of money.

**It doesn't have to be that way!**

**List three frustrations that you currently have because of a lack of money.**

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**The Big Question**

We would like to get started by asking you a question that we absolutely love asking! **This question is designed to really make you stop and think**, so open your mind and take some time to think about this:

**What changes would you make, or what would you do differently with your life, if starting tomorrow, your annual income became your monthly income?**

Stop! Think about this for a minute. It's hard to think about isn't it?

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Most people answer that question by stating that they would pay off credit cards, buy a new car or home, or take a vacation and travel, and that's fine. There is nothing wrong with using money to make you more comfortable. That's one of the uses that money was designed for.

**Impossible?**

Most people have a difficult time entertaining the question because they think it is impossible. **Well it is possible!**

We have only found the word “impossible” twice in the Bible.

- 1) The tower of Babel, “Now nothing will be impossible for them.”
- 2) “If you had the faith of a mustard seed you could say unto a mountain move from here to there and nothing would be impossible unto you.”

**Both times it said, “Nothing is impossible.” Do you think the word really exists? Why?**

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Everyday we are coming up with new inventions to enhance our lives that were believed impossible just yesterday.

You know that changing your annual income into your monthly income is not impossible. Why is it so difficult to entertain the thought; especially beyond the first few months? What are you going to do with all that money next month and the month after that?

We have a tendency to **improperly** use our reasoning factor and not use our imagination properly.

By allowing your reasoning factor to run amok, then not harnessing your imagination you will rationalize away your success.

**Are you basing your beliefs on past circumstances and results or are you basing it on your true potential?**

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**Learn to use your imagination to bring you success:**

You must acquire the ability to control your mind; to think of what you want to have based on your true potential, not on what you have completed in the past. You accomplish this by engaging your imagination.

Walt Disney said, *“If you don’t have a dream, how are you going to make a dream come true?”*

## **Money Is an Idea**

Everything begins with proper use of the imagination! Money is nothing more than an idea. It is not paper with ink on it.

**It is currency that we receive in direct proportion to the value of our ideas.**

**So Think Big, Big Ideas = Big Money**

*“As long as you are going to be thinking anyway, think big.”...Donald Trump*

Figure out what you would do if you did have the free and unrestricted use of time and money. **Don't skip this important step because your old paradigms tell you that it is impossible. To think about this question is not a waste of time. What some call “daydreaming” is an important part of the thought process of setting a goal.**

**How do you want to bless the lives of others if the lack of money was not holding you back?**

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**What do you truly want in life?**

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**What is your purpose?**

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**Why are you here?**

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**You were created as very unique individual with a unique purpose for being on this tiny planet. What is it?**

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**Every question asked properly brings about the answer. “Seek and you shall find knock and the door will be opened” was a promise! And God is not a liar!**

## **Bob Proctor**

Bob is a 40-year self development veteran having taught hundreds of thousands of people how to ‘get rich’. He has put together ‘the map’, using chiefly the material and **proven prosperity principles written in a 1910 book by Wallace D. Wattles called The Science of Getting Rich**.

Bob certainly knows how to get people to achieve results in whatever business they are in, because he has been teaching these principles for the last 40 years. These principles will certainly work for your business as well.

## **Understanding**

Life gets very exciting when you have a clear understanding of how your mind works in conjunction with the laws, because you realize you are in control and you can decide exactly what it is you want, and then create it.

**Name at least three things that you Desire (or want)**

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Everything that happens in life happens according to law. Therefore, to understand and abide by the uniform and orderly method God has established is critical to your success and mental maturity. In order to live by law you must first understand these laws and then the positive results in your business are a mathematical equation that you can direct instead of hope to stumble into.

Napoleon Hill wrote:

*“If you are one of those people that believe that hard work and honesty alone will bring riches, perish the thought. Riches, when they come, if they come in huge quantities are never the result of hard work. Riches come, if they come, are the result of definite demands based upon the application of definite principles and not by chance or luck.”*

What we really want is to be successful. That is why you are studying this lesson. Even though financial freedom is part of the equation, success is not simply having a nicer car or a bigger house than your neighbor.

**Success is not the final outcome of a particular goal. Rather success is the building of the attributes that are acquired on the journey, and these attributes enable us to acquire what ever goal we may dream of.**

**What is success to you? Is it different than getting rich?**

## **What is Getting Rich?**

Often we are asked to define “rich”. We feel that Wallace Wattles states it very clearly: *“A person’s right to life means his right to have the free and unrestricted use of all the things which may be necessary to their fullest mental, spiritual and physical unfolding- in other words, his right to be rich.”*

**Wow! Getting rich has three elements not just one.**

**Money is an awesome servant it is a terrible master.**

Getting rich means to live a balanced life, not amassing cash for the purpose of hoarding and lording over others.

*Whatever may be said in praise of poverty the fact remains that it is not possible to live a really complete or successful life unless one is rich.*

**What has been your description for rich in the past? Is it different from right now?**

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## **What is Success?**

**Success is the progressive realization of a worthy ideal.**

The ability to achieve success is a quality that some people are aware of and others are not. The Dream Bar Café System and the Blueprint to Achievement open your awareness to living your definition of success. Discover it now!

There are a number of books and seminars designed to motivate people which teach diligence, persistence, tenacity and many other ‘tools of the trade’. However, those qualities are not what make a person successful. **They are a by-product of the mind-set of successful people.** The problem is not in knowing what to do. The problem is being

able to give yourself commands then follow them. **Which is why going over particular procedures to become a millionaire is not nearly as important as learning how to think like a millionaire then implementing those principles in your business!**

## **Balance**

Part of this process is to have a balanced, enlightened business. Always give more in use value than you take in cash value. If you don't truly believe in what you are selling it is almost impossible to be good at it. Napoleon Hill stated, *"No person has ever become successful at selling anything until they have first sold themselves."*

**Why do you feel good about what you are selling? What is an Enlightened Business?**

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We were not designed to lead an unbalanced life. **We were created to love people and use money, not love money and use people.** Jesus said, *"What advantage is it to gain the whole world and forfeit your soul?"* **You should have a true desire to grow in every aspect of your life physically, mentally and spiritually and use your ability and money to bless the lives of others.**

Wattles wrote, *"I have said that an individual gets rich by doing things in a certain way. In order to do so, a person must become able to think in a certain way. A person's way of doing things is a direct result of the way he thinks about things. To do things in a way that you want to do them, you will have to acquire the ability to think the way you want to think. This is the first step toward getting rich. To think what you want to think is to think truth regardless of appearances. Every person has the natural and inherent power to think what he wants to think. But it requires far more effort to do so than it does to think the thoughts, which are suggested by appearances. To think according to appearances is easy. To think truth regardless of appearances is laborious and requires the expenditure of more power than any other work a person has to perform. There is no labor from which most people shrink than that of sustained and consecutive thought; it is the hardest work in the world. This is especially true when truth is contrary to appearances."*

*"If most people were to tell you what they were thinking they would be speechless."*  
...Earl Nightingale

## Using Riches Properly

Money, when thought of properly, is used as another attribute or ‘tool in the tool box’ to advance everyone around you.

There is a problem when decent, moral people, who live their lives in a right manner, feel something of guilt or shame to ask or pray for money. Even though if they had the free and unrestricted use of money they would use it for their true desire; **to help people in need in their church, community or in their family.** Yet the same person would think it admirable to pray for wisdom, insight, compassion, love or patience because we know that we need these attributes in order to live a full and abundant life that will allow us to help others. Jesus said, “*You need not hesitate to ask largely,*” he also said, “*You have not because you ask not and when you ask you ask with wrong motives.*”

Wattles declared, “*This is a difficult point with most people. They retain something of the old idea that poverty and self-sacrifice are pleasing to God. They look upon poverty as part of the plan, as a necessity of nature. They have the idea that God has finished his work and has made all that he can make—that the majority of humanity must stay poor because there is not enough to go around. People hold to this erroneous thought so much that they feel ashamed to ask for wealth. They try not to want more than a very modest competence—Just enough to make them fairly comfortable.*”

You must continually use your God given mental faculties: imagination, intuition, perception, reason, the will and memory.

## Path of Least Resistance

One of the fallacies of human thinking is that taking ‘the path of least resistance’ will be rewarding and will give us the true joy that the Creator has designed us for. Nothing could be farther from the truth! In order for us to be happy and content we must reach and grow; striving to accomplish our goals. Our goals must be worthy of us. Yes, we said, “they must be worthy of us” not us worthy of our goals!

**Do you think that your goals are worthy of you, or are you compromising your potential?**

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**Unfortunately, taking the path of least resistance is never the most rewarding.**

*“An educated person is a person  
who has so developed the faculties of their mind  
that they can acquire anything they want,  
or it’s equivalent,  
without violating the rights of others.”  
... Napoleon Hill*

Perception

Reason

The Will

Memory

Imagination

Intuition

## Comfort Zone

**Unfortunately, there is absolutely no compensation for slipping back into our comfort zone. It is virtually impossible to build a successful business without stepping outside our comfort zone.**

The problem with our comfort zone is that it gives us exactly what we have already been getting! If you want exactly the same results that you have been getting simply keep doing what you have been doing. A popular definition of insanity is doing the same thing over and over and expecting different results; yet we all seem to do this. **Therefore, if you want different results in your businesses you have to do something different!** Most people believe they need to change the things they do. The truth is they need to change the way they think.

**What are you going to do outside of your comfort zone starting now?**

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## Why Do We Want More?

Most of us want more from our businesses and lives. It is natural in human nature to aspire for more, to want more, to be more and to have more. It is an inherent trait given to us by our Creator. It is mystifying when, as adults, we want to have more, be more, or do more; some have feelings of guilt or fear. Our past conditioning perpetuates this unwillingness to strive for more. Actually, this feeling of guilt is just an excuse we give ourselves to not step out of our comfort zone. Jesus said, *“You need not hesitate to ask largely.”*

**If you seriously want to achieve the high results you desire, you have to take full responsibility for your own business.**

**Top money earners are people who decided to ‘make it’ regardless of the effort that was required. Convenience was never an option.** They are people who would succeed regardless of the vehicle. Successful people are found in every field or occupation. They have a common strand and you have the same potential locked up within you; it merely needs to be harnessed.

**Do you believe that that you owe it to God, yourself and humanity to be all that you can be? Yes \_\_\_\_\_ No \_\_\_\_\_**

## **Desire is Everything!**

Michael Jordan did not become the best because he had more talent than the rest. Rather he acquired the talent because he was committed to be the best. Think about that.

High achievers know how to make committed decisions and then follow through. **They do this by controlling the way they think. The result of this proper thinking brings about the actions necessary to succeed!**

**On a scale of one to ten what is your desire level toward your worthy ideal? Why?**

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## **Employee vs. Employer Mentality**

Why is it that two people, with the same qualifications and experience, may work for the same company sweeping the floors, and five years later one will be running the company and the other will still be sweeping the floors? It is not the amount of potential or experience that has set them apart; rather it is a result of the way they think!

Again as Wattles Wrote:

*“I have said that an individual gets rich by doing things in a certain way. In order to do so, a person must become able to think in a certain way. A person’s way of doing things is a direct result of the way he thinks about things. To do things in a way that you want to do them, you will have to acquire the ability to think the way you want to think.”*

*This is the first step toward getting rich.*

Some people treat their business with the employee mentality of doing just enough to get a paycheck, and hope that someone else will assume the responsibility. Other people treat everything in life as though they are running the company.

**If you treat your business as a business it will pay you like a business. However, if you treat it like a hobby it will pay you like a hobby.**

To get your business or job to pay you serious money you will have to act as the owner of your business. You must be willing to invest and then allow sufficient time for it to mature.

[Your own Lifestyle Freedom Business!](#)

## **How Big Do We Want Our Business To Be?**

**The real question is, how big are you going to visualize your business and how committed are you to making it happen?**

**You must then back up your decision with commitment!**

**How committed are you? What is your why?**

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J. Paul Getty was asked, on his deathbed, if he had any regrets in life. He replied, “*I wish I would have done more big things and fewer small things in life, because they both seem to take about the same amount of time and energy.*”

## **But What If I Fail?**

**Big Deal! Do it anyway. If life doesn't scare you and excite you at the same time you probably are not living up to your fullest potential!**

Remember failure is only failure when it is finally accepted in the mind of the individual, otherwise it's merely temporary defeat.

Winston Churchill said, “*Success is the ability to go from one failure to another **without** the loss of enthusiasm.*”

Remember the parable of the talents? (Luke Chap 19) What ever you don't use you will lose.

**Do you think that the parable of the talents is fair? Why?**

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## **What Makes The Difference Between Successful People And Most People?**

**Successful people have:**

- 1) Definiteness of Purpose
- 2) Commitment
- 3) They follow “the laws of success”
- 4) Then it is a decision

Winston Churchill stated, *"The pessimist sees difficulty in every opportunity. The optimist sees the opportunity in every difficulty."*

Yes, success is a decision!

## **How Do We Make a Decision?**

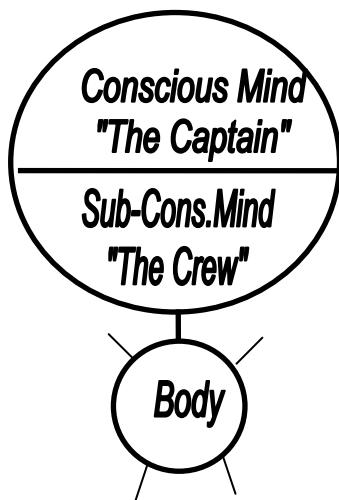
Understanding how your mind operates will assist you to making the decision to succeed.

We think in pictures, but we can't see our mind so we will use this stick person to give you a picture to work with.

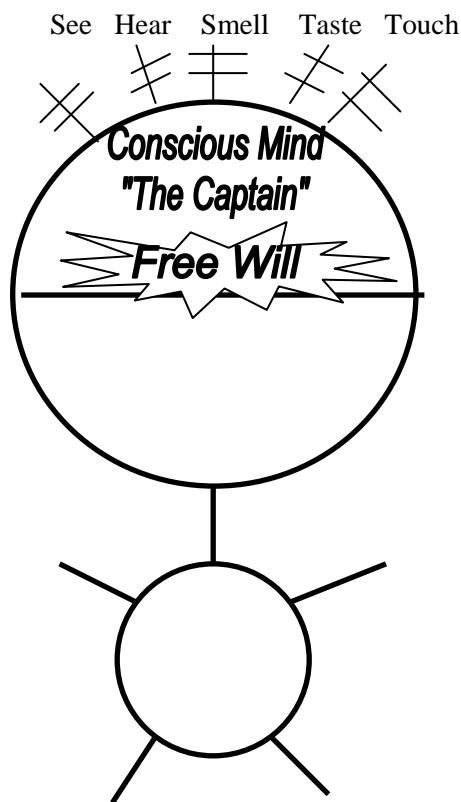
Even though this picture looks silly, DO NOT ALLOW THE APPARENT SIMPLICITY OF IT TO DECEIVE YOU.

*"Where there is no vision the people will perish" ... King Solomon*

*(The below 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.)*



- **When you think of your mind you now have a picture to work with.**
- **The brain is NOT your mind, the brain is a vibratory switching station.**
- **Your brain does not think –You think WITH your brain.**



## Conscious Mind

*This is the part of you that thinks and reasons—your free will lies here. We all have a free will. This is the part of your mind that **decides** how much money you want to earn. **The conscious mind can accept or reject any idea. No person or circumstance can cause you to think thoughts or ideas you do not choose.** The ‘thoughts’ you choose will determine the results in your life. All thoughts of limitation are either originated in the conscious mind, or allowed uncritically from an outside source. When you were a child you accepted most of your thoughts uncritically and that is how most of your habits were developed.*

You become what you thought about.

- **You can accept or reject any idea you choose.**
- **No person can make you upset unless you allow that person to make you upset.**

*“Nobody can make you feel insignificant without your consent.” ...Eleanor Roosevelt*

As you accept a thought, it is impressed upon the second part of your personality **The Sub-Conscious Mind**

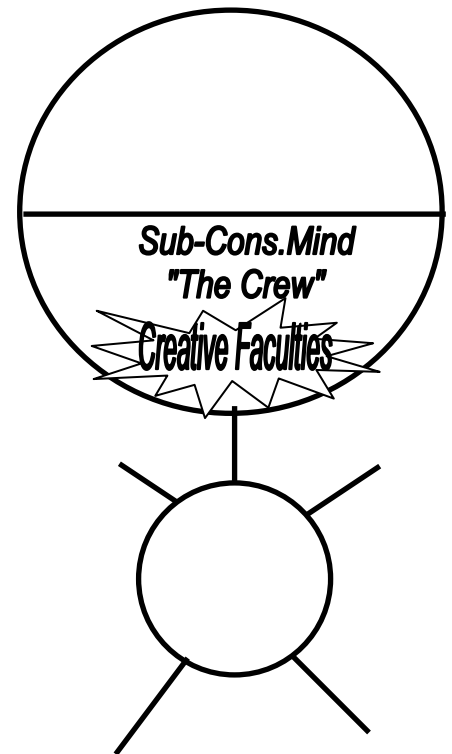
## **SUB-CONSCIOUS MIND**

This part of you is certainly the most magnificent; it is the power center. It functions in every cell of your body. Every thought your conscious mind **chooses to accept**, your sub-conscious mind 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 action. **Any thought you consciously choose to impress upon the sub-conscious 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 by another habit. (Fixed ideas are more commonly referred to as habits.) **The sub-conscious mind knows no limits, other than those you consciously choose.**

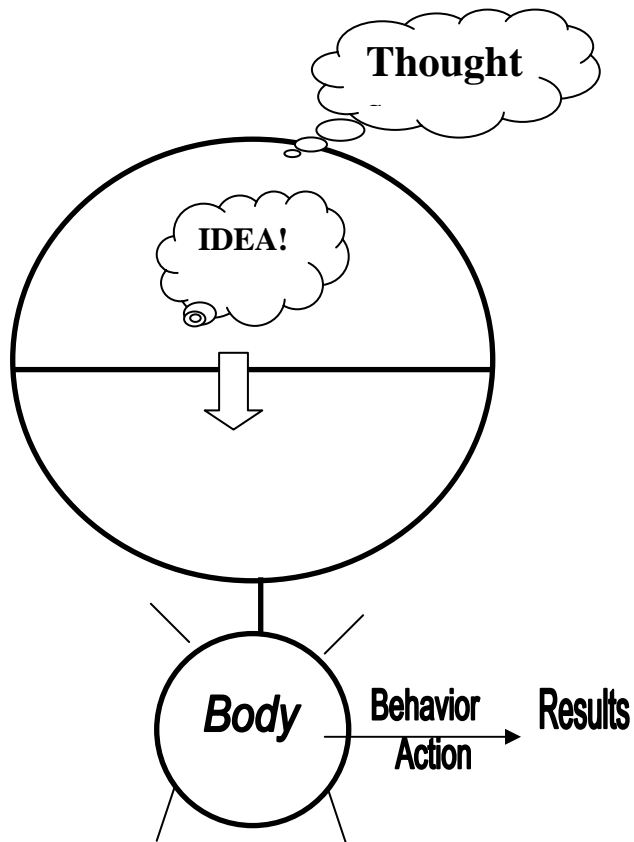
**Your creative faculties live in the Sub-Conscious mind.**

(Read "The Power of Your Sub-Conscious Mind" by Dr. Joseph Murphy.)



- **The sub-conscious mind is your emotional mind.**
- **You drive a car using your sub-conscious mind.**
- **Two ways to influence the sub-conscious mind:**
  - 1) Emotional impact
  - 2) Repetition

**The sub-conscious mind and your nervous system cannot tell the difference between an actual experience and one that is just vividly imagined! An example of this is when someone tells them self a lie long enough they actually start to believe it.**



## Body

*Although this is the most obvious part of you, the material medium, it is merely the instrument of the mind, or the 'house' you live in. The thoughts or images that you consciously choose to impress upon the sub-conscious (which is in every cell of your body), must move your body into action. The actions you are involved in determine your results.*

- No. 1 - Thoughts,
- No. 2 - Feelings,
- No. 3 - Action,
- No. 4 - Results.

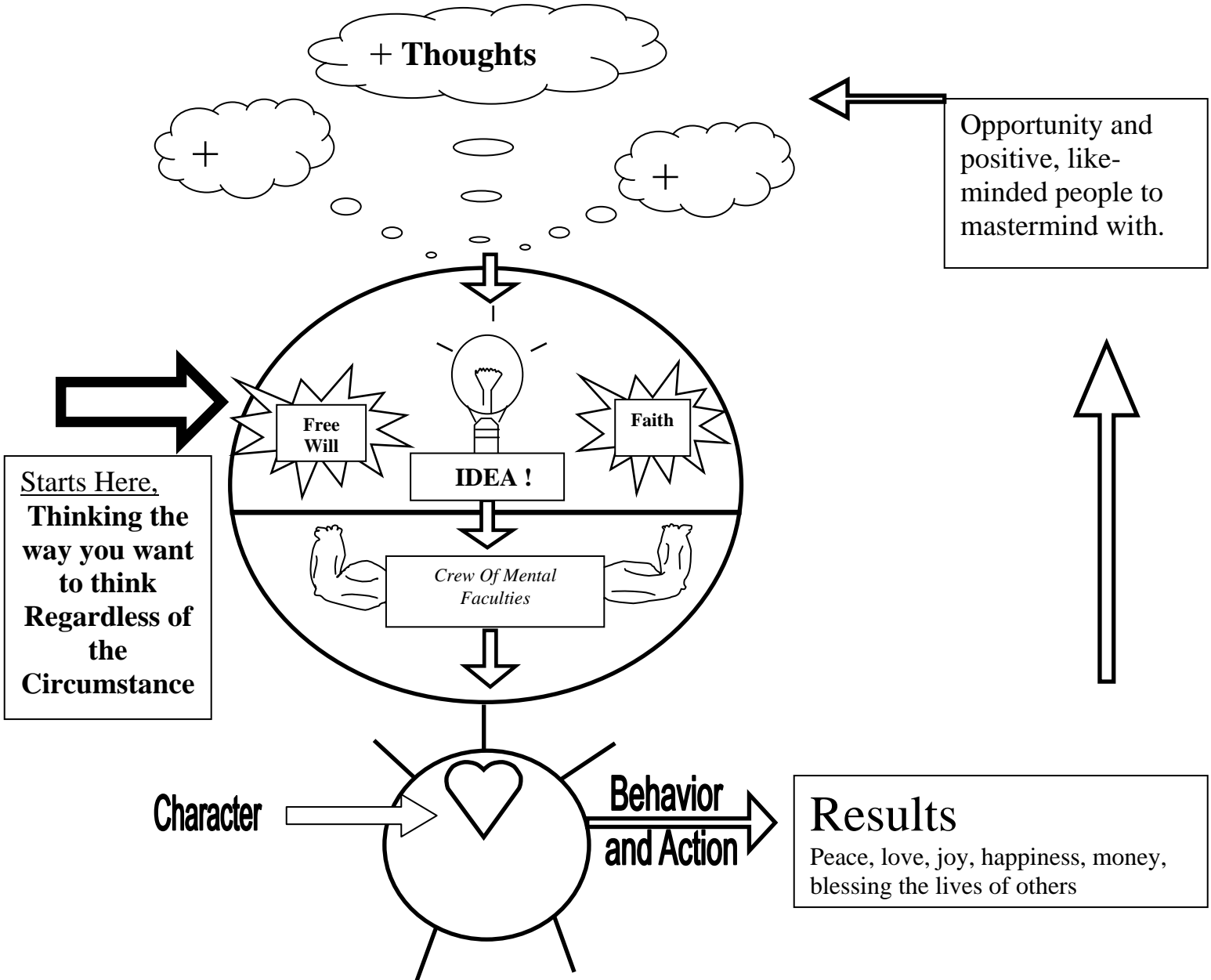
## Get All Three Parts Working in Harmony

*"Getting rich is the result of doing things in a certain way."*

Wallace D. Wattles

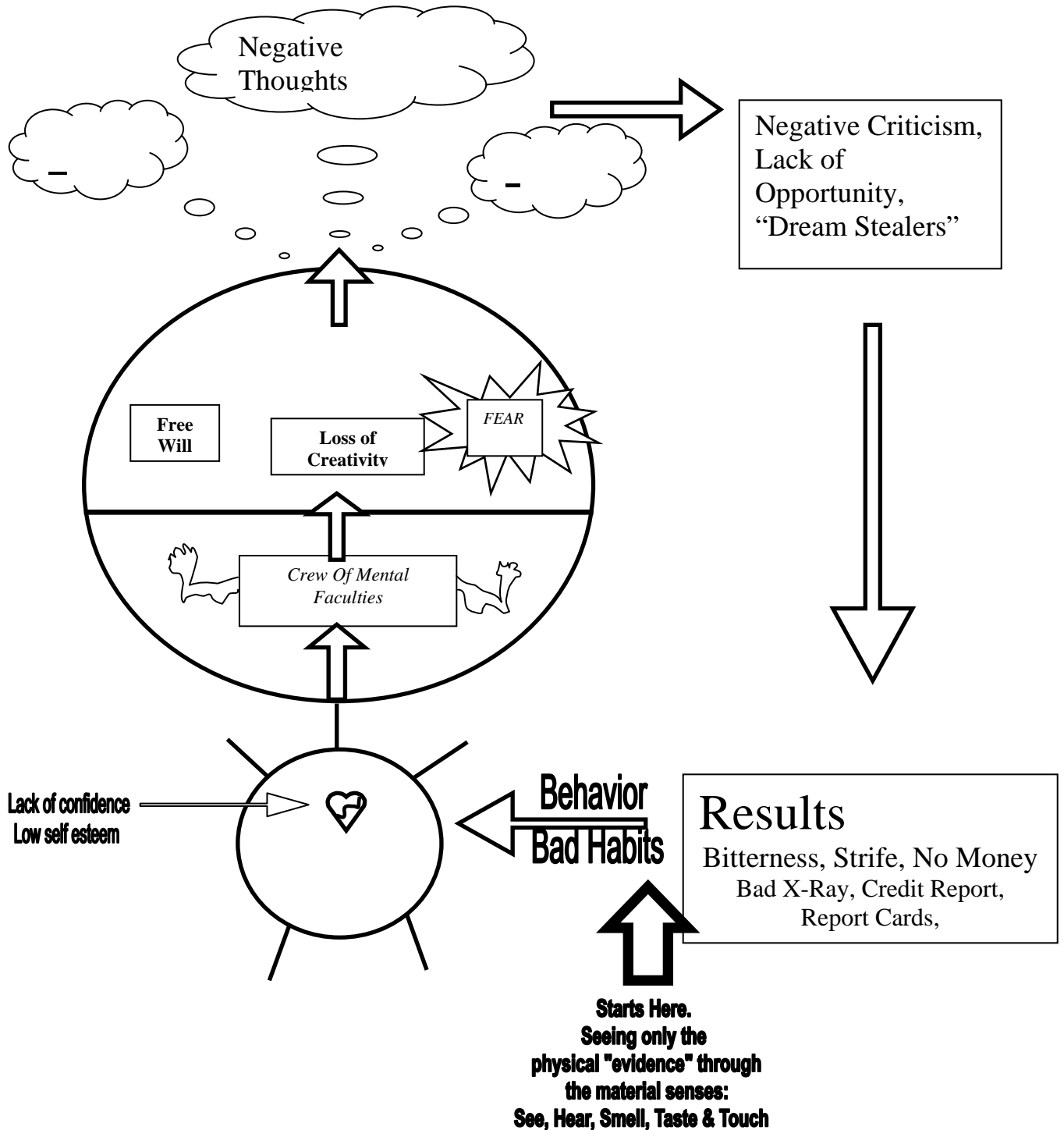
# Living By Faith

**This Is Hard Work**



# Living By Fear

This Is Easy



## **Are you thinking?**

**No person or circumstance can cause you to think thoughts or ideas that you do not choose.** To some of you this is a new concept. This is crucial because the thoughts that you choose eventually determine the results in your life. Thoughts of success will produce success; thoughts of failure will produce failure. When you **choose** your thoughts you will automatically gravitate toward your most dominant thoughts, good or bad. It's a double-edged sword.

**Do you think the way you want to think, or do you think the thoughts, which are suggested by appearances or other people?**

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## **What Are You Thinking?**

**To ponder this, ask yourself, “If I was to record all of my thoughts and feelings for the past twenty-four hours then play back this recording what would I hear?”**

**You are not alone.**

*“For that which I am doing, I do not understand; for I am not practicing what I would like to do, but I am doing the very thing that I hate... ..For the good that I wish, I do not do; but I practice the very evil that I do not wish.*

*... The Apostle Paul*

So now the real question is; how do we control what is going to be our most dominate thought?

**First, it is a choice!**

**Second, do not allow other people to determine your outcome!**

**You will only be able to take control of your life or your business when you see yourself as a success. Do not allow present circumstances, past failures or negative people to dictate your thinking.**

**Is there someone in your life that is a ‘dream stealer’ yet you listen to them anyway? Do you really think that they know what’s best for you?**

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## **Using Your Conscious Mind**

Using your conscience mind is the way to take control of your business, but it is a lot of work. This is where **you must acquire the ability to think of your business as a million-dollar business and think of yourself as a leader; regardless of the current state of affairs. It is tough, and requires discipline!** This is what Wattles was talking about when he said, *“There is no labor from which most people shrink as they do from that of sustained and consecutive thought; it is the hardest work in the world. This is especially true when truth is contrary to appearances.”* He also wrote, *“To think what you want to think regardless of the circumstances is the first step toward getting rich.”*

## **Why Do It?**

**Do it because you owe it to yourself, to God and to humanity.**

Abraham Lincoln said, *“To believe in the things that you can see and touch is no belief at all, but to believe in the unseen is a triumph and a blessing.”*

The liberating part is since your conscience mind has the ability to accept or reject anything, **you get to choose what thoughts you allow to enter your mind, or belief system.**

**When you continually impress your ideas on the sub-conscience mind they become habits and control your behavior. This in turn produces the results in your life. So basically, whatever you consciously choose to become your most dominant thought (regardless of present results or circumstances) then impress that thought through repetition, your sub-conscious will then take over and govern the actions that produce the results in your life.**

Earl Nightingale stated, *“The strangest secret is, we become what we think about.”*

**The fact is, if you think you can or you think you can't, YOU ARE RIGHT!**

## **Making a Successful Decision**

*There is some great information on decision making in The Success Puzzle tape series by Bob Proctor. Much of the information in this chapter came from this series.*

**Successful people make decisions quickly and firmly. They are slow to go back on their decisions and rarely, if ever, change their minds because the goal is too tough. Good leaders are good decision makers.**

The ability to make decisions is critical. As we have pointed out, **success is a decision. Everything in life is a decision!** This is the first Principle of Dream Bar café.

**“We were created to be creators not reactors.” What does this mean to you?**

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**Unfortunately, we never learn in school how to make decisions** which is why most people constantly ask others what they think.

As we have heard Bob Proctor say in his seminars, *“People are constantly worried about what the neighbor thinks. I found out what the neighbor thinks; they don’t.”*

**Making a decision is simply asking yourself a question, and then answering that question.**

**Ambivalence is** “The coexistence within one person of opposite feelings toward the same objective.” The opposite feelings are often set up by fear. Everyone gets these feelings at times, but the ability to think the way you want to think will allow you to overcome this fear.

**The ability to make decisions has a lot to do with the courage to make them.**

No one will see you make decisions, but everybody will see the results of your decisions. James Allan wrote in As A Man Thinketh, *“We think in secret and it comes to pass, environment is but our looking glass.”*

In order for your decision to give you the desired outcome it must be committed decision. **It is always the lack of commitment that leads to failure.**

Colin Powell said, *“When I have gathered what I consider to be eighty percent of the facts I make a decision. If I wait until I get one hundred percent of the facts it’s too late.”*

To help with this, Bob Proctor outlined four questions in chapter two of The Success Puzzle. Bob, who has a great ability to reduce problems and questions down to the ridiculous, suggests that we ask ourselves the following when trying to make a decision:

**#1 Do I want to do, be, or have this?**

**#2 Will this move me in the direction of my goal?**

**#3 Is this in harmony with God's laws or my personal belief system?**

**#4 Does this violate the rights of others?**

If you can answer these properly, get going and don't even look sideways!

Ronald Reagan was quoted saying, "When I have enough information to make a decision, I don't take a vote."

**It must be a committed decision.**

**Most of us have weak decision-making muscles. Most people don't even recognize what it means to make a real decision.**

**Part of the problem is that we use the term 'decision' so loosely that it has come to describe our wishes and not our commitments. Instead of making decisions we merely state our preferences.**

**Take a serious look at your business. The amount of success that you have achieved up to now is an exact reflection of the commitment of your decision!**

**Give an example of an accomplishment that you are proud of, and describe your commitment level.**

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If you have not made a committed decision to make your business work, you are cheating yourself – and, believe it or not... you're cheating the world of your service.

*"I have learned, from years of experience with men, that when a man really desires something so deeply that he is willing to stake his entire future on a single turn of the wheel in order to get it, **he is sure to win.**" ..... Thomas Edison*

## **Holding the Image of Your Success**

Now that you know that you think in pictures, understand that the emotions and images that are provoked cause you to respond a particular way to certain circumstances. **Realize that your actions, feelings, and behavior are the result of your own stored images and beliefs. This gives you the opportunity to choose which images you want to entertain.**

**This characteristic of the sub-conscious gives you the ability to choose mental pictures that offer you an opportunity to ‘practice’ new traits and attitudes. You can role-play.**

**If you picture yourself in a certain manner, it is nearly the same as the actual performance.** It has been proven beyond contention that the mental practice of imagining throwing darts at a target improves aim as much as physically throwing darts for the same amount of time.

Insurance companies can predict with respectable accuracy how each sales person will perform for a given year. The goofy thing is that no matter where the sales people are placed the performance from each individual remains the same. However, when the sales person changes the way he thinks, and envisions himself selling more insurance than the last year; his increase has typically gone up 150% to 400%! Thus proving that proper use of the imagination is extremely powerful and will cause you and your business to sink or float!

**Are you beginning to see why, when two people with seemingly similar talent, one will win and the other will lose? It is all in the way they think!**

## **Fear**

When you educate yourself it removes fear. Fear is the most destructive, paralyzing factor that keeps you from success. You can remove this fear with awareness by educating yourself.

With education comes the understanding to begin the actions that bring about results.

Imagination, used improperly, can sabotage a business by fear. That is why some people break out in cold sweats and freeze up when they need to make the call to gather customers. It is simply their imagination running wild.

The best definition for fear that we have found is an acronym for:  
**False Evidence Appearing Real.**

When desire is strong the byproduct is Enthusiasm. The byproduct of enthusiasm is imagination. Imagination causes goal setting and role-playing, which in turn produces the actions that are necessary to succeed.

Thoughts bring about habits, habits bring about character and character gives us results.

**Again, it all starts with the thoughts that we choose!**

One of the main reasons that enthusiastic people achieve results is because they role-play in their minds. This proper use of imagination can add years of 'experience' to someone's business in a matter of months.

## **No Such Thing as Something for Nothing**

Jesus said, *"For which one of you, when he wants to build a tower, does not first sit down and calculate the cost to see if he has enough to complete it? Otherwise when he has laid a foundation and he is not able to finish, all who observe it will begin to ridicule him."*

**Jesus was not discouraging leaps of faith; rather he was encouraging imagination!**

Most people, when starting their business, do not calculate what sacrifices they must make, and do not use their imaginations to lay down a plan for completion.

**Always consider what you are willing to give in trade for your worthy ideal.**

**If you are not willing to sacrifice anything for your worthy ideal then you won't have any problem accomplishing it. It's just that your 'worthy ideal' will be a life of mediocrity. One way or another you will get what you pay for!**

**What are you willing to give up in trade for your worthy ideal?**

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In chapter one, when you were asked to give serious consideration to the question **"What changes would you make, or what would you do differently with your life, if starting tomorrow, your annual income became your monthly income"**, you had the opportunity to engage your imagination and use your mental faculties properly. You could have built a clear mental image of your goal and then held firm to the course, or you could have chosen to use your mental faculties improperly and allow the present results in your life to dictate your thinking. You would have deemed that question impossible and not worthy of further consideration.

**How do you answer that question now, and is it any different?**

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**You simply need to decide if you are going to build a successful business by thinking the way you want to think regardless of the conditions; or are you going to give up and allow your business to die because the circumstances seem too tough?** There is really no point in beating yourself up over it either way. The most important thing is to be honest with yourself. Billy Graham said, *“When you hear the truth and reject it, it will leave deep emotional scars.”*

## **Characteristics of Successful People**

**Characteristic # 1 You must display a winning image.**

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**Characteristic # 2 Do what you know.**

You are never compensated for merely knowing. You are compensated for doing what you know. Do what you know by first conditioning your mind. **This is why educating yourself instead of motivating yourself is the best investment you can make.**

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**Characteristic # 3 Pursuing greatness.**

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## The Science

Specified knowledge in a particular field of expertise will generate employment. However, **in order to get rich with mathematical certainty a person must become educated in ‘the science of getting rich’**, otherwise wealth will be left up to luck and circumstance. As far as formal education is concerned, you can go completely through our education system and acquire a degree in economics and still not be educated in getting rich. If you want to get rich with mathematical certainty a person must follow certain laws. Wattles states, *“There is a science of getting rich. It is an exact science, like algebra or arithmetic. There are certain laws, which govern the process of acquiring riches. Once a person learns and obeys these laws, he will get rich with mathematical certainty.”*

**Once you learn and apply this science the education will equip you to succeed in anything you set your mind to.**

Napoleon Hill wrote, *“An educated person is not necessarily a person with an abundance of general or specialized knowledge; rather an educated person is someone who has so developed the faculties of their mind that they can acquire anything they want or it’s equivalent without violating the rights of others.”*

## See Your Commitment

If you are 100% committed to your ideal you will get it done regardless of the obstacles and challenges. If you are only 70% committed it will only take a 71% obstacle to defeat you. Ouch!

You need to ask yourself how you visualize yourself **because that is exactly what you will get in life!** To quote Napoleon Hill again, *“What a mind can conceive and believe a person can achieve.”*

**Write a detailed description of the way you want to be three years from now.**

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## Responsibility to Use Your Potential

The first commandment to Adam and Eve was to go out and multiply the earth. The second was to go out and subdue the earth. When God said this He did not command us to subdue all things but our checkbook or to subdue everything but our business **He meant everything!** We can only do this by using the higher faculties that He has endowed us with. (Imagination, Intuition, Perception, Reason, The Will, and Memory)

**Napoleon Hill stated that “There is only one thing that the Creator has given us complete control over, and that one thing is our own mental attitude. But that one thing is sufficient for us to create anything that we want.”**

God isn't a cosmic practical joker who revels in the idea of us living a life of frustration and turmoil by not being equipped to carry out His commands. **We were created with the potential to subdue anything on this earth and we would be “burying our talents” to give Him anything other than our very best! We would be diminishing His greatest creation to not believe that He created us with the potential to achieve greatness.**

**We all have more potential than what we are doing.**

*“I see only the objective therefore the obstacles must give way” ...Napoleon*

## You Have Not, Because You Ask Not

Money is used for two things: **to make you more comfortable and to make you more effective beyond your physical presence.** It is when people take money out of its intended use that we get a distorted idea and fall prey to wrong thinking. **Money is nothing more than an idea, not paper with ink on it.** Every night billions of dollars are electronically transferred between Japan and New York and no cash changes hands. It merely represents service.

**The compensation that we receive is in direct ratio to the service that we give.**

## Why People Buy

One thing to always keep in mind is that people buy for emotional reasons.

**People only buy because they have an emotional appeal to a perceived promise; or to avoid a loss.**

**What are you going to do to give more service starting now?**

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## **The Science Of Getting Rich**

We have come to the point in this book where we will start with the lesson of the 1910 masterpiece written by Wallace D. Wattles.

Wattles starts out his book with a very bold statement that tends to raise a few eyebrows, *“Whatever may be said in praise of poverty the fact remains that it is not possible to live a really complete or successful life unless one is rich.”*

**What do you think about this statement? Does it make you uncomfortable?**

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*“No person can rise to his greatest possible height in talent or soul development unless he has plenty of money. In order to unfold the soul and to develop talent he must have many things to use, and he cannot have these things unless he has money to buy them with. The object of all life is development, and everything that lives have an inalienable right to all the development it is capable of attaining. A person’s right to life means his right to have the free and unrestricted use of all the things which may be necessary to his fullest mental, spiritual, and physical unfolding; in other words, his right to be rich.”*

**Did he say, “Right to be rich”?**

Jesus also said, *“You have not because you ask not and when you ask you ask with wrong motives.”*

**What do you think is meant by wrong motives?**

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**God is not served and people’s lives are not blessed because of frustration or a lack of ability.**

**Ever notice how the lack of money keeps us from being bold and creative?**

**You may think that if you had money you would be bold and creative. In order to think in a certain way you have to be bold and creative first; then the money comes.**

**This is like determining to be a nicer person as soon as everybody treats me better.**

*“Be all that you can be”... Slogan for the Army*

**Nature is friendly toward your plans for an abundant life, and you cannot help wanting to be all that you can be.**

Wattles:

*“Success in life is becoming what you want to be. You can become what you want to be only by making use of things, and you can have the free use of things only as you become rich enough to buy them. Therefore understanding the science of getting rich is the most essential of all knowledge. There is nothing wrong in wanting to get rich. The desire for riches is really the desire for a richer, fuller, and more abundant life.”*

Wattles brings out a very interesting thought about living to our fullest potential.

*“The person who does not desire to live more abundantly is uncommon, and the individual who does not desire to have money enough to buy all he wants may not be living to his full potential.”*

## **Giving**

Wattles:

*“To live fully in soul, a person must have love, and the expression of love is often frustrated by poverty. Love finds it’s most natural and spontaneous expression in giving.”*

If giving is not spontaneous it is not giving. It is trading or business. There is nothing wrong with bartering, but it should not be confused with giving. Jesus said, *“Give and expect nothing in return.”*

**Maybe instead of being good little go-getters we should work on being good little go-givers, and use the law of cause & effect the way it’s supposed to be used.**

*Steve Bow stated it this way, “God’s gift to you is more talent and ability than you could possibly use in your lifetime. Your gift to God is to develop as much of that talent and ability as you can in this lifetime.”*

## **The Laws**

The following chapter about laws is possibly the most important part of this entire program. We hear, in almost every workshop, people say that they have gone through other self-improvement studies or have read The Science of Getting Rich but something is still missing. **We believe that the clear understanding of the laws is what is missing for them.** In the original writing of The Science Of Getting Rich Wallace

Wattles did not list the laws. He assumed that the reader was already aware of them. However, Bob Proctor took this lesson to the next level by explaining these laws.

Laws are the unseen forces that govern every thing on this earth and the entire universe. We can not see the law of gravity but we all live under it and can see its effect. A comprehension of physical laws is called “physics”. All mechanical devices operate according to law, and the laws are precise and constant. If this were not so car manufacturers couldn’t build cars since the laws that make one engine run would not apply to each car on the assembly line.

We have the technology to fly an airplane through the air at thirty thousand feet because we are aware of the laws that make this possible. The laws have never changed but now we are aware of them and can harness them to our advantage.

**The best definition of natural law seems to be the uniform and orderly method of the omnipotent God.**

*As Wattles points out, “You can act in accordance with these laws or you can disregard them but you can in no way alter them. The laws forever operate and hold you to strict accountability, and there is not the slightest allowance for ignorance...Once a person learns and obeys these laws, he will get rich with mathematical certainty.”*

Dr. Warner Von Braun, the father of the space program, said, *“The natural laws of the universe are so precise that we do not have any difficulty building a space ship, sending a person to the moon and we can time the landing with the precision of a fraction of a second.”*

Knowing that laws are absolute, Wattles states:

*“THERE IS A SCIENCE OF GETTING RICH, and it is an exact science, like algebra or arithmetic. There are certain laws, which govern the process of acquiring riches, and once these laws are learned and obeyed by anyone, that person will get rich with mathematical certainty.*

There are many laws, which govern the entire universe, and they govern us every day. But **all laws fall under the one great law namely “energy is” and its seven subsidiary laws. These seven absolute laws mandate everything that happens, on this earth and in this universe. Nothing ever takes place unless it is in accordance with these laws.** All science is based on this fact and all events fall under subjection to this truth. **Since every event that happens in your life happens according to law, a firm grasp of these laws should interest you very much.**

## **A Brief Summary of the Seven Laws Include:**

### **The Law of Perpetual Transmutation**

- Energy is forever changing and moving into physical form. It is in a constant state of transmission and transmutation.
- Everything is growing or dying, sloughing off or adhering, increasing or decreasing.

### **The Law of Relativity**

- Nothing is good or bad, big or small until you RELATE it to something else.
- Everything “**just is**” in comparison to something else.
- There are, however, moral absolutes.

### **The Law of Vibration**

- Everything vibrates; nothing rests.
- There are various levels of vibration or ‘frequency’.
- The higher the density, the higher the speed of vibration. The lower the density, the lower the speed of vibration.

### **The Law of Polarity**

- Everything has an opposite: Hot – Cold ... Up - Down ... Good – Bad.
- The opposite side of anything is always **equal** and opposite.
- **There is a positive and a negative to everything**

### **The Law of Rhythm**

- Everything operates by rhythm.
- The tide goes in and out, night follows day, waxing and waning of the moon, and good times-bad times.

### **The Law of Cause and Effect**

- Every cause has an effect and every effect has its cause.
- Ralph Waldo Emerson called the law of *cause and effect* “the law of laws”.
- A car is a prime example of the law of cause and effect all mechanical devices operate and run because of cause and effect.

### **The Law of Gender**

- Male and female are necessary for procreation.
- Like seeds, everything has a gestation, or incubation, period.

## Perpetual Transmutation

### **Everything you see on earth is created from ONE ORIGINAL SUBSTANCE**

Science has proven that all physical things we see are made up of the same ingredient; ‘energy’ or ‘stuff’. All things we see in creation are merely different manifestations of the same “stuff” that is held together in different shapes and forms.

An extremely simple example of this would be, if a tree dies and falls in the forest it will decompose and become soil. Other nearby trees and plants will thrive off of the decomposing debris. When the dead tree “sloughs” off material a tree that is alive will ‘adhere’ the material and grow. The only way to avoid decomposition or ‘shrinking’ is to be growing. **According to law, when something stops growing death sets in at once.**

Evaporation is another prime example of the law of perpetual transmutation. Water is forever evaporating, changing form then condensing back into water. Whatever form it may take steam, ice, or liquid it is all the same stuff merely vibrating at a different frequency.

### **Stay with us this has everything to do with your business!**

It is not so important that you understand all of the scientific reasons **why** this works as much as you **know** that it really does work. **Simply know this; you cannot change your thoughts without changing your life in the process, either for good or for bad. The thoughts that you choose set up a vibration that attracts whatever may be necessary to bring that thought into physical form by the same laws that dictate that the vibration of an acorn in the proper environment must produce an oak tree and not a fir tree.**

**All energy moves according to law and is in a constant state of transmission and transmutation. It is impelled toward more life and abundance by thought. Everything is either alive and adhering or dead and decaying, but nothing remains the same. All energy is impelled toward more life. The only thing that is constant is change.**

**Thus we have the never-ending cycle of perpetual transmutation. Energy always returns to its source of origination, is the cause and effect of itself, and can be neither created nor destroyed. “Ashes to ashes, dust to dust...”**

**Give an example of your own on the law of perpetual transmutation:**

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Notes on perpetual transmutation:

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## **The Law of Vibration**

**The law of vibration decrees that everything constantly moves, nothing rests.**

Everything in the universe vibrates. Nothing rests. **Conscious awareness of vibration is called “feelings”. When you feel bad you can change your feelings by consciously changing your thoughts.**

The amount of trust that we give someone is the result of the character of vibration that they put off and our interpretation of that vibration.

When people listen to you they are really hearing 7% words 38% voice tonality and 55% physiology. **Success or failure has more to do with vibration than words. In other words, people sense your true intentions.**

**Selling is quite simply the transference of emotional confidence from one person to another.**

Your thoughts are vibrations. The more you concentrate, the stronger vibrations are. **Thought is the most powerful creation the world has ever known.**

The thoughts that you choose control your emotions and the vibration that your physical body is in. Dis-ease is a body that is not at ease.

**If you want to change the way you feel you must change the way you think!**

Thoughts bring about actions, actions bring about habits (or paradigms), habits bring about character and character gives us the results in our lives. The results in your life begin with thought.

**Since you have the ability to choose what you want to think, and the thoughts that you choose move your whole being into the vibration that you choose, and selling is the transference of emotional confidence from one person to another becoming successful boils down to a choice!**

**This takes discipline. The discipline of giving yourself a command and then following through with that command is what brings about success and the results that you want.**

Ouch! Unfortunately, there is no magic pill that you can take to give you success in your business. You thinking and doing things in a certain way must do it!

**Give your own example of the law of vibration:**

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Notes on the law of vibration:

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## **Live by Law, Forget About Luck**

Every cause has its effect; every effect, its cause. **There is no such thing as chance or luck.** Everything happens according to law. Nothing in the entire universe ever happens, unless it occurs according to law. Nothing **ever** escapes the law.

Think long and hard about this: **the amount of money or compensation that you earn is in direct ratio to the amount of service that you are giving.**

You do not get paid by the company that you work for; you merely get a paycheck **through** them. You are compensated, monetarily or otherwise, by law, based on the

amount of service that you are giving to the entire world. God will not be mocked; you will always reap what you sow. Always give more in use value than you take from anyone in cash value. Concentrate on the CAUSE, and the EFFECT will automatically take care of itself.

You are bringing about whatever you are concentrating on, because like causes always produce like effects. Choose prosperous thoughts and this action will cause your business to prosper and you will begin to attract like-minded people into your business.

## **Using These Laws**

**These unseen laws are uniform, exact and set in place by an unwavering, orderly God. They cannot be altered, changed or distorted and they are forever constant. These laws govern each person equally. They govern identically in all aspects of our lives; mentally, spiritually and physically.**

Wattles put it this way, *“Unlike any other form of animal life that has been created, we were given the power of choice or free will; along with this power come certain responsibilities. The capacity to choose does not involve freedom from the consequences of our choice. The laws or rules which govern every man and which we cover to some degree in this book are exact as the laws, which govern the material universe. You can act in accordance with these laws or you can disregard them, but you cannot in any way alter them. The Law forever operates and holds you to strict accountability, and there is not the slightest allowance made for ignorance.”*

Whether you understand the laws or not, you are still subject to them. Therefore, a clear understanding of the laws allows you use them to your benefit.

Wattles goes on to say:

*“The ownership of money and property comes as a result of doing things in a certain way, and those who do things in this certain way — whether on purpose or accidentally — get rich, while those who do not do things in this certain way — no matter how hard they work or how able they are — remain poor.*

*It is a natural law that like causes always produce like effects, and, therefore, any man or woman who learns to do things in this certain way will infallibly get rich.*

*Getting rich is not a matter of environment, for if it were the people of one city would all be rich, while those of other towns would all be poor. But frequently we see two people are in the same locality and in the same business, and one gets rich while the other remains poor, it shows that getting rich is not primarily a matter of environment. Some environments may be more favorable than others, but when two people in the same business, are in the same neighborhood and one gets rich while the other fails, it indicates that getting rich is the result of doing things in a certain way.*

*And furthermore, the ability to do things in this certain way is not due solely to the possession of talent, because many people who have great talent remain poor, while others who have very little talent get rich.*

*Getting rich is not the result of saving, or thrift. Many very penurious people are poor, while free spenders often get rich. From all these things, we must come to the conclusion that getting rich is the result of doing things in a certain way.*

*No one is prevented from getting rich by lack of capital. True, as you get capital its increase becomes more easy and rapid, No matter how poor you may be, if you begin to do things in a certain way you will begin to get rich and you will begin to have capital. The getting of capital is a part of the process of getting rich. It is a part of the result, which invariably follows the doing of things in a certain way because like causes must produce like effects.*

*You will get rich even if you do not have any friends, influence or other recourses if you have no capital, you can get capital. You must begin to live in harmony with the laws governing the universe.”*

**Being broke is a temporary situation, being poor is a state of mind.**

## **Is Opportunity Monopolized?**

Wattles brings up another very important aspect of thinking in the certain way; **when you find a person who desires to get rich by the competitive plane you find one who is thinking that there is a limited supply.** We know that all wealth comes from God and the supply is infinite. Bob Proctor often says *“The amateur competes; the professional creates.”* We see this mentality in business every day. Some people believe that there is a limited supply and that you must keep others down in order to rise up. They forget that all creation has been designed with abundance.

When someone considers their method of success in business a ‘secret’ or classified information’ not to be shared for fear that others may profit, this person is actually committing the “hording” that the Bible is referring to. Consequently, it is impossible for that person to get rich on the creative plane. What follows is that their wealth becomes a curse rather than a blessing. The late Golden Rule Jones said, *“What I want for myself I want for everyone.”*

Wattles put it this way in chapter three of The Science of Getting Rich:

*“No one is kept poor because opportunity has been taken away from them; because other people have monopolized the wealth and have put a fence around it. You may decide not to engage in certain kinds of business, but there are other channels open to you. The workers are not being ‘kept down’ by their masters or by the powers of big business and the conglomerates. As a group, they are where they are, because they do not do things in a certain way.”*

**We should not want to be compensated for our time we should want to be compensated for our service! Become a person of VALUE.**

Again Wattles states:

*“No one is kept in poverty by a shortness in the supply of riches; there is more than enough for all. A palace as large as the capitol at Washington could be built for every family on earth from the building material available in the United States alone, and under intensive cultivation this country could produce enough wool, cotton, linen, silk and food to clothe and feed each person in the world.*

*Everything you see on earth is made from one original substance, out of which all things proceed. New forms are constantly being made, and older ones are dissolving, but all are shapes assumed by one thing.”*

**That one thing is ENERGY or STUFF from which all things are made.**

*“There is no limit to the supply of formless stuff, or original substance. The universe is made out of it, but it was not all used in making the universe.”...Wattles*

**What is meant by invisible supply?**

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## **The First Principle in The Science of Getting Rich**

Wattles states, *“Unless your desire to get rich is strong enough to hold your thoughts to the purpose –as the magnetic pole holds the needle of the compass –it will hardly be worthwhile for you to try to carry out the instructions given in this book. The methods I am presenting here are for people whose desire for riches is strong enough to overcome mental laziness and the love of ease.”*

This is where we use the conscious mind. The conscious mind has the ability to choose, through our free will, meaning that **no person or circumstances can cause you to think about thoughts or ideas that you do not choose.** In order to effectively use the conscious mind a person must be able to think in the “certain way”.

We have read the following statement before but as we continue in this study it progressively takes on more meaning.

Wattles states:

*“I have said that an individual gets rich by doing things in a certain way. In order to do so, a person must become able to think in a certain way. A person’s way of doing things is a direct result of the way he thinks about things.*

*To do things in a way you want to do them, you will have to acquire the ability to think the way you want to think. This is the first step toward getting rich. To think what you want to think is to think is to think truth regardless of appearances.*

*Every person has the natural and inherent power to think what he wants to think, but it requires far more effort to do so than it does to think the thoughts suggested by*

*appearances. To think according to appearances is easy. To think truth regardless of appearances is laborious and requires the expenditure of more power than any other work a person has to perform.*

*There is no labor from which most people shrink as they do from that of sustained and consecutive thought; it is the hardest work in the world. This is especially true when truth is contrary to appearances.”*

That is a powerful statement by Wattles. You may want to read it a few more times. When you read a good book for the second time you don't see something in it that wasn't there before; you see something in yourself that wasn't there before.

Wallace Wattles, Napoleon Hill, James Allen, Bob Proctor, Earl Nightingale and other very profound writers bring up the fact that you not only become what you think about, but **you attract what you think about.**

God has given you the ability, through conscious thought, to create, because you were created in God's image as a creator and not a reactor. (We create God speaks into being). The tool that he has equipped us with is our own free will. This free will enables us to think whatever thoughts we choose to think.

Napoleon Hill said, *“There is only one thing that the creator has endowed us with complete control over and that is our own mental attitude and that one thing is sufficient for us to create anything we want.”*

Wattles put it this way:

*“Thought is the only power that can produce riches from the formless substance. The stuff from which all things are made is a substance which thinks, and a thought of form in this substance produces the form.”*

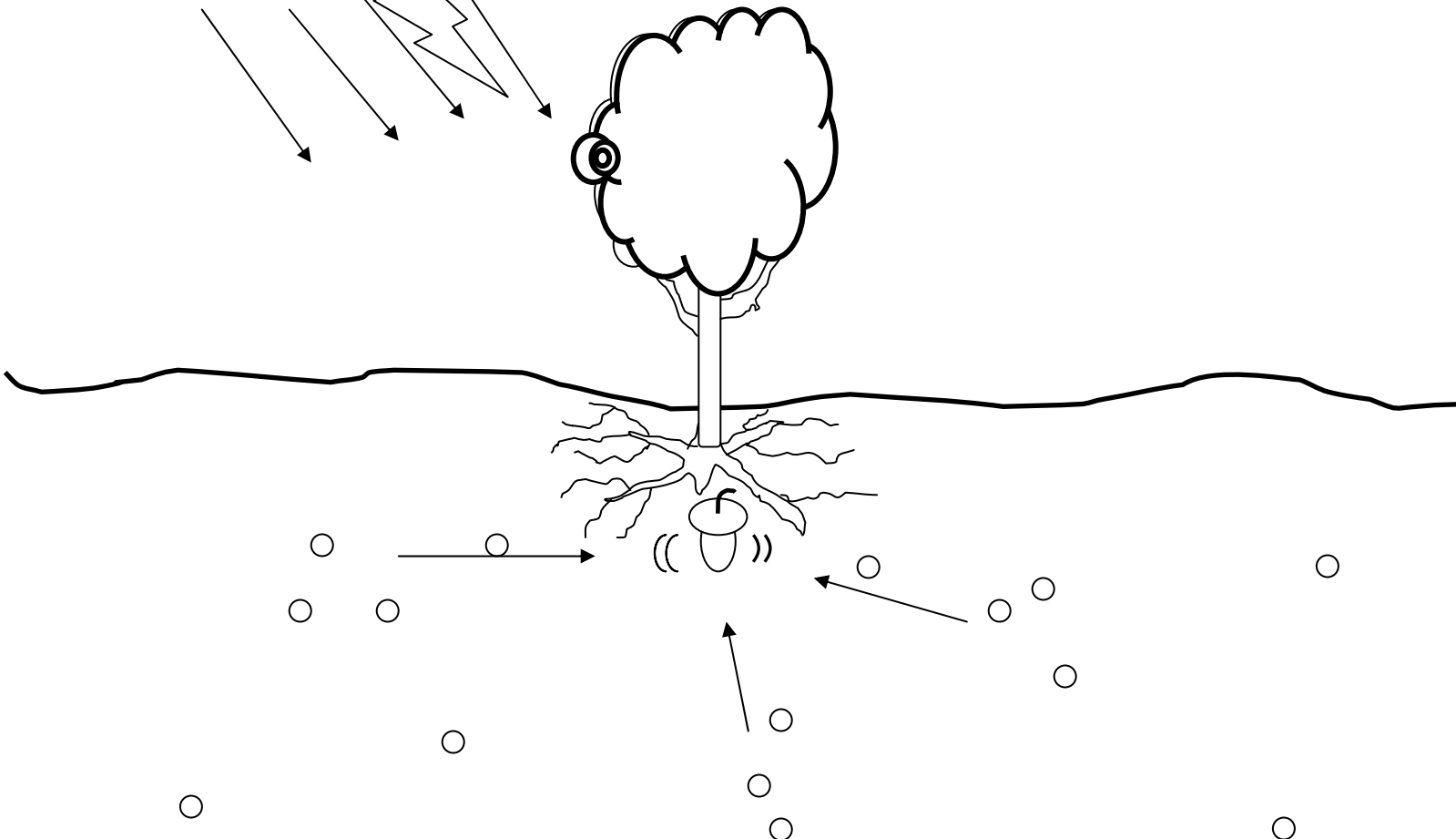
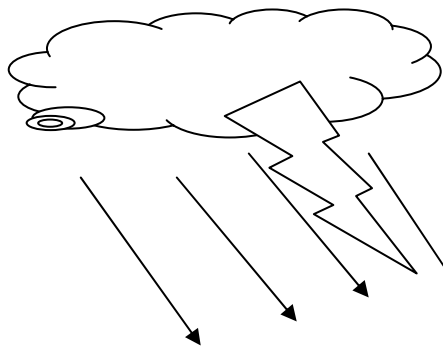
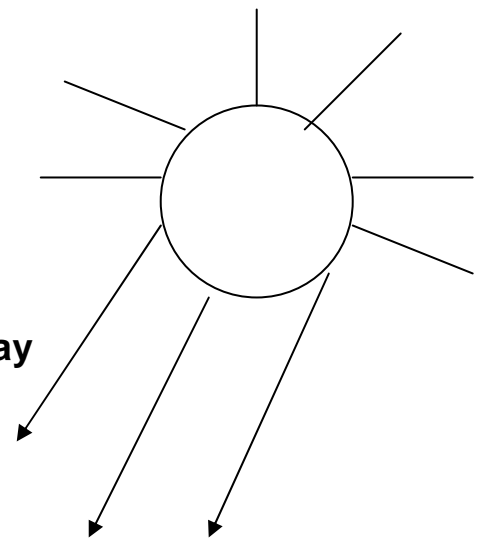
When Wattles refers to “stuff that thinks”, or “thinking stuff”, he is not saying that some inanimate object can originate thought. **We are the only beings that can originate thought. What he is saying is that all things are under our command; we are capable of achieving original thought. At this time, all the corresponding energy, according to *The Law of Perpetual Transmutation*, will move in the direction of our thoughts, good or bad.** If we are concentrating on failure, we will adhere failure, if we are concentrating on success, we will adhere success. We actually decide what level of success we will achieve.

**This is why it is so important to guard your thoughts, because the circumstances in your life are created as a result of thought.**

U.S Anderson said it this way, *“When we finally realize that thought causes all we will know that there are never any limits that we ourselves do not impose.”*

**The Oak tree is not in the acorn.  
The oak tree is in the universe.**

**Therefore I say to you, all things for which you pray  
and ask, believe that you have already  
received them, and they shall be  
*granted you... Mark 11:24***



“Any thought that is held in the mind, emphasized, either feared or revered, will begin at once to clothe itself in the most convenient and appropriate physical form available” ..... *Andrew Carnegie*

Thought is the way that all things come to you. Do not believe that thought without action is enough though. **You can not manipulate the entire universe by impressing your thoughts or your desires without commitment and action on your part.** *“Faith without works is dead.”* True faith and belief will manifest itself in actions. Jesus said, *“You will know them by the fruits they bear.”*

**The difference between a doer and a dreamer is the amount of action that follows their vision. You must connect thought with personal action.** Miracles happened in the Bible because people demonstrated faith. When the blind were healed they were told *“Your faith has made you whole.”*

Wattles put it this way:

*“You must get rid of the thought of competition. You are to create, not to compete for what is already created. You do not have to take anything away from anyone. You do not have to drive sharp bargains. You do not have to cheat or to take advantage. You do not need to let anyone work for you for less than he earns.*

*No other form of life was given these creative faculties. You are going to get what you want, but in such a way that when you get it every other person will have more than he has now...Riches secured on the competitive plane are never satisfactory and permanent. They are yours today and another’s tomorrow. Remember, if you are to get rich in scientific and certain way, you must rise entirely out of competitive thought.*

*Never look at the visible supply. Look always at the limitless riches in formless substance, and KNOW that they are coming to you as fast as you can receive and use them. Nobody, by cornering the visible supply, can prevent you from getting what is yours.”*

## **Don’t Stop Now**

This is very powerful information and is very thought provoking. **These concepts are so vast and enormous you couldn’t possibly understand all of this by reading it once.**

This “free” lesson is designed as an introduction not an in-depth study of these principles. We have spent ample time to ‘scratch the surface’, but if you think that this is all you are sadly mistaken.

**Continue on in the advanced course. The win is way too big and the sacrifice is way too small.**

**Can you really afford not to continue?**

**When you join us in the advanced study we will have the time to go into much more detail.**

**The more you repeat this information the more you will be amazed!**

## **Massive and Immediate Action**

Make every day count. The mind that thinks in the certain way that Wattles refers to is constantly making the best use of time by investing in efficient actions. Earl Nightingale used to say, “*No one can manage time only activities.*” It is the mindset of managing activities that gives you successful days, and the compilation of successful days that moves you closer to your goal.

The mind that is fixed on a goal does not feel right when the actions carried out through the day are not conducive to that goal.

Wattles tells the reader to “*Do, every day, ALL that can be done that day.*” However, he also warns not to “*Rush blindly into your business in the effort to do the greatest possible number of things in the shortest possible time.*”

It is the efficiency of each separate action that counts. You don’t have to speed up or slow down; just calm down. One minute of mental preparation and planning is worth ten minutes of working.

Wattles brings up an interesting point, “*Every inefficient act is a failure, and if you spend your life doing inefficient acts, your whole life will be a failure. The more things you do, the worse for you — if all your acts are inefficient ones. On the other hand, every efficient act is a success in itself, and if every act of your life is an efficient one, your whole life must be a success.*”

People have a tendency of getting caught up in the immediate and not the important.

Think about the company you keep, and whether or not they are conducive to growth, because when you start applying these principles and rising above the rest, you will find that sometimes your friends will want to drag you back down. This does not mean that they are bad people; it simply means that they have not seen the same truth that you have.

**Have you ever seen a dog chase a rabbit? Now imagine you couldn’t see the rabbit! That is the way you will look to your friends and family who cannot see your dream.**

**Step into the Dream Bar Café and become the Architect of your very own Lifestyle Freedom Business. Invite the people around you that are near and dear to take this journey with you. You can’t imagine the gift you’ll be giving them.**

## **Summary:**

**Success is inevitable, within a designated period of time, when you are aware that thought is the underlying force that causes all effects. Better and more ambitious people will be attracted to you regularly resulting from the conscious decisions that you make, using your God given creative ability to originate thought. Like-minded people and opportunity will be attracted to you because like causes must produce like effects. All energy is impelled, *by law*, toward more advancing life. Success must occupy any vacuum in your life by the same unwavering laws that dictate the forces that are necessary for an acorn to become a full-grown oak tree.**

*“GETTING RICH IS THE RESULT OF DOING THINGS IN A CERTAIN WAY.*

*There is a thinking stuff from which all things are made and which, in its original state, permeates, penetrates, and fills the interspaces of the universe.*

*A thought in this substance produces the thing that is imaged by the thought.*

*I can form things in my thought, and by impressing my thoughts upon formless substance, can cause the thing I think about to be created.*

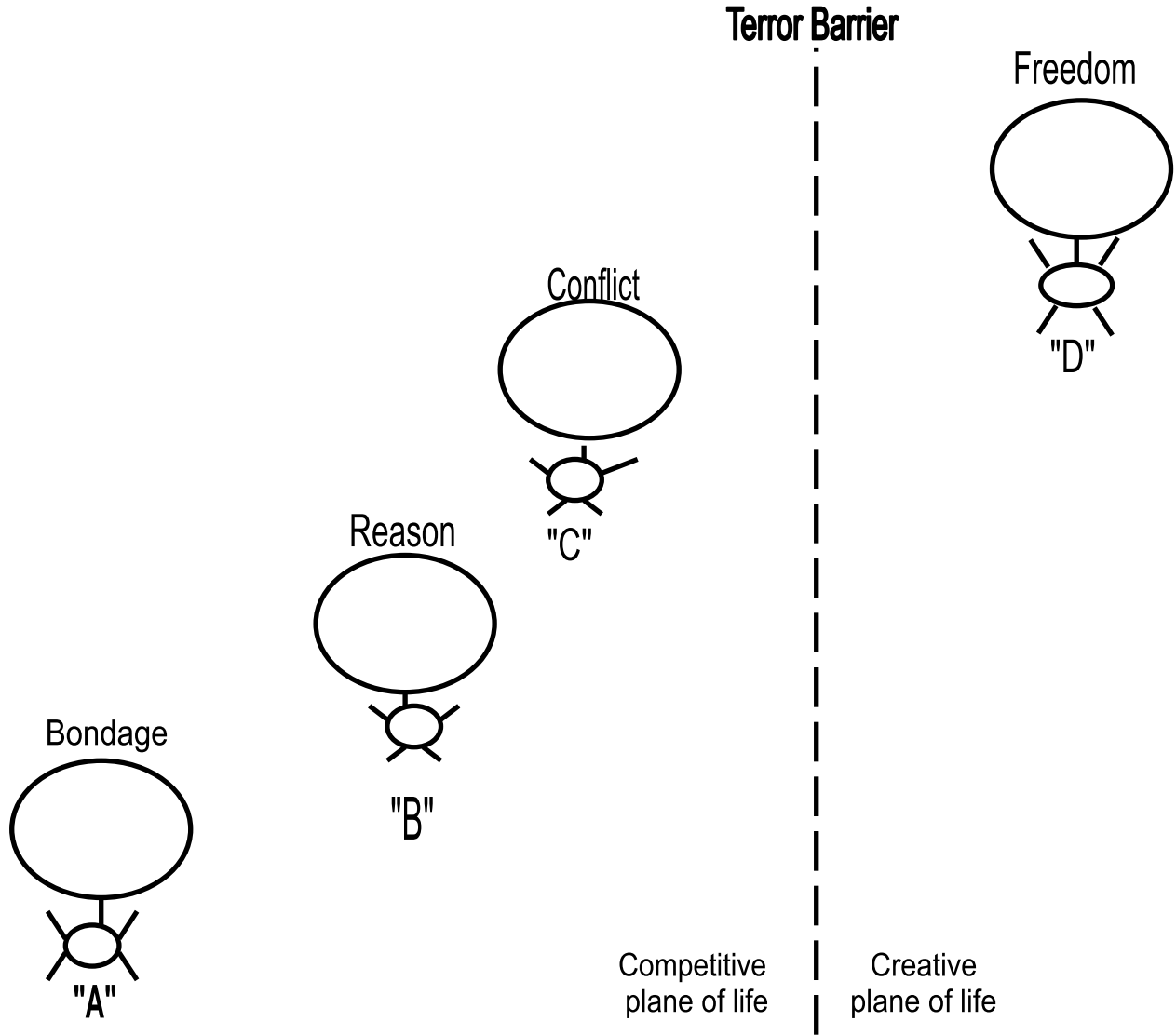
*In order to do this, I must pass from the competitive to the creative mind. I must form a clear mental picture of the things I want. And, I must hold this picture in my thoughts with the fixed purpose to get what I want, and the unwavering faith that I will get what I want – closing my mind to all that may tend to shake my purpose, dim my vision, or quench my faith.*

*I am ready to receive what I want when it comes, and I am acting now upon the people and things in my present environment.”*

Wallace D. Wattles

# LET GO OF THE PAST

*Do not permit old conditioning to prevent you from performing new acts in an efficient manner or from enjoying that which is your birthright.*



When you step out of your comfort zone and into this strange land it is natural for doubt, fear and anxiety to set in. Through awareness you can master it and continue to think truth regardless of circumstances.

*“You will either step forward into **GROWTH**, or you will step back in to **SAFETY**.”*  
..... Abraham Maslow

Most people live in bondage of their fears, even though they don't have to. Whenever you conquer a fear that you have, you break through to freedom from that fear. You will find that it was never that bad all along.

*“Be bold, be courageous; you will regret the things you didn't do far more than the things you did.”*

*We hope you have found real value in this study. If you have please refer three other people to this study that you truly think will benefit from these principles and apply them in their lives.*

*If this study didn't make sense to you we encourage you to come back again- it is only through constant repetition and application that you will be able to retain these principles.*

*If this study did make sense to you, move on and join us in the next advanced study. Send us an e-mail or give us a call and let us know that you are ready to take control of your life. [I Am Ready Now for my Freedom!](#)*

*“Most people some time in their lives stumble across truth, and most jump up brush themselves off and hurry about their business as if nothing had happened”...Winston Churchill*

*God bless you in your decision!*

### **The three People that I am going to refer to this class**

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### **How I Feel about the money I gave to charity for this class**

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## Resources

### **Accelerator Systems – Accelerator for Success Video Series – Dream Bar Cafe Target Achievement Group LLC – The Blueprint to Achievement Audio Series**

On-Going Coaching and Mentoring is available that ties these two systems together. You will be coached and mentored directly by the Authors of these programs. Each of us has successfully started and run businesses, and combined have over 100 years of experience.

This report was written by Bill Covert of Accelerator Systems. Accelerator Systems developed the Dream Bar Café Principles for Entrepreneurs to achieve Clarity, Confidence and Focus and to become your Accelerator for Success. The end result being a profitable Lifestyle Freedom Business™ of your very own.

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