The Prosperity Series

by Randy Gage

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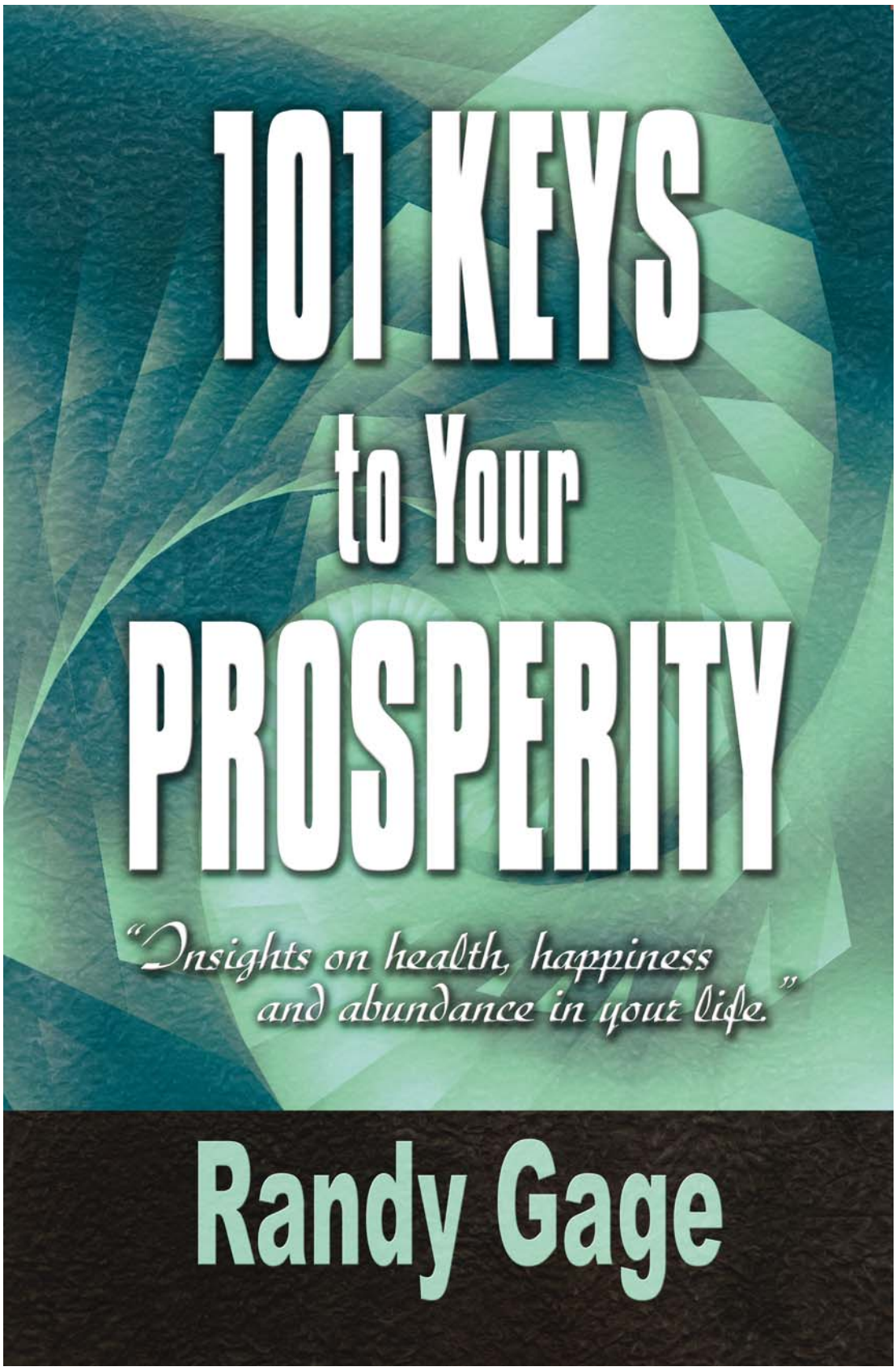
101 KEYS
to Your
PROSPERITY
"Insights on health, happiness
and abundance in your life."
Randy Gage

101 Keys to Your Prosperity

"Insights on health, happiness and abundance in your life."

By Randy Gage

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What Others Are Saying . . .

"Reads like the Rosetta Stone into the often-elusive realm of prosperity - crafted with impact, yet elegant simplicity. These 101 Keys remind us all of our enormous potential AND how to achieve even greater prosperity."

Art Burleigh
Double Diamond Executive

"First he was an avid student of the simple Truths. Then he became a Master of them. Now he is a Mentor Extraordinaire. Any definition of prosperous living would have to include the name of Randy Gage. His "101 Keys to Your Prosperity" should be required reading for a high school diploma and is a must-read (and re-read) for anyone who seeks happiness and abundance."

Vic Johnson
AsAManThinketh.net

Randy Gage's "101 Keys To Your Prosperity" breaks down everything you need to know to increase your prosperity—from someone who has actually done what they're teaching. Best of all it is presented in a way that isn't loaded down with a lot of excess fluff! This book is packed from the first page to the last with ideas that you can begin applying immediately.

Josh Hinds
GetMotivation.com

"From the Introduction all the way through #101, Randy hits the nail square on the head . . . with a sledgehammer! This mini-book is absolute Gage-filled excellence!"

Bryan Hall
SuccessQuestion.com

Randy Gage's unique and brilliant insights make this book a must read, a must read 3x a year! Don't just get this book, GRAB this book because your next level life awaits you!

Mike Litman
Author of *Conversations with Millionaires*

This book is dedicated to my Mastermind Council.

Introduction

I don't know how to say this without sounding melodramatic, so let me be melodramatic. What you are holding in your hands now has the power to transform your life in beautiful, wondrous, and spiritual ways. This book is not large, but it is substantial. It encapsulates 101 keys to manifesting the prosperity in your life. Really.

As you will discover, poverty, lack, and limitation are not an absence of things or opportunities. Poverty, like its corresponding opposite prosperity, is simply a state of mind. It is with that thought that I bring these 101 insights to your attention.

I believe that you were born to be wealthy. And I believe the way to manifest that, is by expanding your consciousness and accepting what is rightfully yours. Also know that I say that not because it's "new-agey", trendy, or it was revealed to me by visitors from another outer space.

I'm a very rational, logical guy, who has spent the better part of 15 years studying the universal laws that prosperity is based on. When you live your life in accordance with these laws, you manifest prosperity and abundance in your life. When the laws are broken, you get the lesson repeated.

I wrote this book in order that you may claim your birthright, and accept the abundance that is yours. The next step is yours . . .

-Randy Gage
March, 2003
Hollywood, Florida

101 Keys to Prosperity

1) Believe in your good before you see it.

2) Stop taking financial advice from broke people.

3) Vividly visualize the image what you desire in your mind.

4) Your wealth will grow only as fast as you do.

5) Seek mentors who have done what you desire to do.

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6) Seek mentors who have become what you desire to be.

7) Plant seeds for your future prosperity.

8) If you have old debts you never paid back—pay them forward.

9) Tip that extra five percent.

10) Never affirm lack.

11) Health, love, happiness and money are infinite.

12) Operate your life by the philosophy of trading value for value.

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13) Buy some fresh flowers for someone special. Like yourself.

14) You must create a vacuum for good.

15) The universe cannot put good into your hand until you let go of what you are holding in it.

16) Ask for what you think you want, but know that you will get what you really want.

17) The fastest way to become wealthy is to find ways to provide value to others.

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18) The most powerful prosperity tool is wisdom.

19) The words you speak reflect the prosperity consciousness you possess.

20) True prosperity only comes to those who seek it.

21) Wisdom is more important than, money, jewels and precious metals, because wisdom will get you all of those things.

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22) Increase your wisdom and you will always manifest a corresponding increase in wealth.

23) True health comes from being comfortable in your own skin.

24) Prosperity is your birthright and your natural condition.

25) Prosperity is in the ethers all around you. There is no place on earth that prosperity is not.

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26) Man can manifest prosperity from the ethers by the power of ideas, vision, and imagination.

27) When you discover your true assignment, prosperity will find you.

28) When you are willing to release being a victim, you open the path to become a victor.

29) If you want people to feel sorry for you, you will continually manifest situations that foster that.

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30) Once you have a clear vision, you bend the universe to your will.

31) When you throw revenge out, love will walk in.

32) Miracles are not accidents. And they happen daily.

33) Your income and prosperity will be the average of your five closet friends.

34) You cannot borrow your way to prosperity.

35) Debt is a prison best left as soon as possible.

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36) If you cannot forgive others, you cannot accept abundance.

37) If you cannot forgive yourself, you cannot accept abundance.

38) The universe will give you your next assignment when you are overqualified for this one.

39) Setbacks are stepping stones to becoming the person you need to be—to get the things you desire.

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40) Faith is more powerful than bricks, mortar, or steel. It is what draws your prosperity from the storehouse.

41) The universe can only do for you, what can be done through you.

42) You change your circumstances when you change your habits.

43) You change your habits when you change your beliefs.

44) You change your beliefs when you allow yourself the luxury of critical thinking.

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45) Words are powerful prosperity tools.

46) Prescriptions, operations and crutches are for temporary healing. True health comes from reverting to your natural state.

47) You would be hard pressed to find someone more prosperous than a three-year-old with a big box of crayons and a coloring book.

48) The universe makes the light available to you, but you must still turn on the light switch.

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49) If you want abundance in your life, you must live in accordance with spiritual laws.

50) Gossiping about others creates a negative prosperity debt.

51) Set aside daily time for self-development.

52) Tithe 10% back to the source of your spiritual nourishment.

53) Tithe on the gross, not the net.

54) Give your tithes lovingly, joyfully and gratefully.

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55) The universe will always get its tithe. Better to do if of your own choice.

56) Be willing to give away something you possess, to receive something you desire.

57) Logic will analyze, but only faith will take action.

58) You must be willing to fight for your dreams, against the negativity of the herd.

59) Be the number one investor in your dream.

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60) Spend more on your development than you do at the coffee shop.

61) Build your own dream instead of borrowing others'.

62) You don't have to push money out to let God or the Universe in.

63) True success in an endeavor requires an obsession.

64) The best way to raise your self-confidence is proper planning.

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65) Only acknowledge your limitations for the purpose of overcoming them.

66) Don't share your problems with people who can't make them go away.

67) If your dreams are not bold, daring and imaginative, they are simply fodder for your enemies to use against you.

68) If you don't invest in you, why should anyone else?

69) Your dream needs to be as big as you are.

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70) Announcing your dream will recruit the people who will help you, and expose your enemies.

71) To embolden yourself, associate with bold people.

72) Send forth an anonymous seed offering to someone who needs it.

73) You are a spiritual being having a human experience, not the other way around.

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74) Teach people how to fish. When they want the all-you-can-eat Fish Fry, direct them to another table.

75) Find five people that were in a bookstore this week, and make them your close friends.

76) Prosperous people drive clean cars, live in clean houses, and dress well.

77) Washing a rental car, or making your bed in a hotel room is only affirming your great value to yourself.

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78) Poverty causes people to lie, cheat, steal and even kill. There is nothing spiritual about poverty.

79) If you don't pay more now for a pair of shoes than you used to spend on a car, your prosperity consciousness needs work.

80) Discipline provides freedom.

81) Write a movie script of your vision. Involve all of your senses.

82) Bills are simply invoices for blessings you've already received.

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83) Create a "Dream Board" and keep it where you will pass it every day.

84) Don't focus on coupons, discounts and negotiating. Pay a fair price joyfully.

85) Zealously analyze the shows, publications, and movies you are exposed to for the subliminal programming they give you.

86) Surround yourself with people who dream bigger than you do.

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87) Some rich people are sick, bitter and lonely. They are not prosperous. By the same token, if you are healthy, spiritually grounded, and have a great marriage, but struggle to pay your credit cards each month—you are certainly not prosperous either. Prosperity is all encompassing.

88) Successful people start a project expecting success.

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89) Prosperity has almost nothing to do with opportunities, chance, luck—or even training, education, or skill. It is your consciousness and beliefs that create those things.

90) You are being programmed all day, every day. You can't stop it, but you can determine if the programming is positive or negative.

91) Fear of success holds back more people than fear of failure ever did.

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92) Poverty is not a lack of things; it is a state of mind.

93) Prosperity is not an abundance of things; it is a state of mind.

94) The slave and the oppressor are co-creators in ignorance and lack.

95) Your mind is an instrument for poverty or prosperity.

96) You can't out give the universe.

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97) Understanding that selfishness is a virtue is the first step to abundance and prosperity.

98) The best thing you can do for the poor, starving and downtrodden, is to not be one of them.

99) Take a little step closer to your dream each day.

100) When you get negative people out of your life, negative things stop happening to you.

101) Your dream has never been closer than it is at this exact instant.

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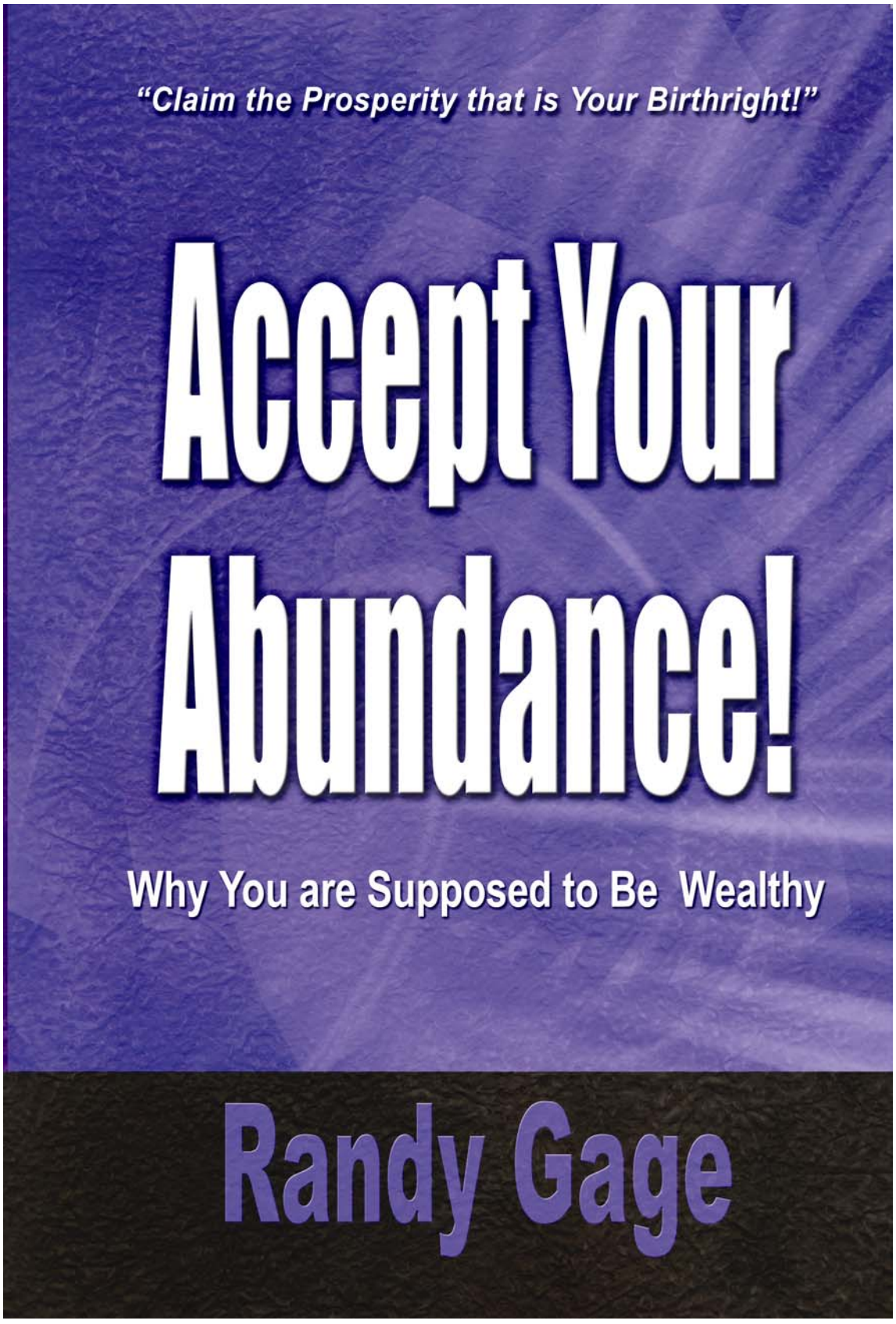
"Claim the Prosperity that is Your Birthright!"
Accept Your Abundance!
Why You are Supposed to Be Wealthy
Randy Gage

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By Randy Gage

"Claim the Prosperity that is your Birthright!

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Dedication

To Coach Dennis Butler. Because if anybody in the world deserves a dedication in a book, he is the guy!

Acknowledgements...

I would like to express my appreciation to the amazing Lornette Browne, who keeps me accepting my own abundance. And Lisa Jimenez, just because she is Lisa.

Introduction

Introductions are a good place to answer a question that authors get a lot. Namely, why did you write the book? So here goes…

Almost everyone you meet will tell you they want to be healthy, happy, and rich. Yet very few of them have two out of three, and almost none of them have all three. So some years back, I started sharing what I learned about how to be prosperous. I'm a very rational, logical person, so I broke down the process, and explained it in a very rational, logical way. After a few years of this, I came to understand something quite extraordinary...

The problem for most people wasn't lack of knowledge. I could teach that pretty easily. The real issue was that they simply couldn't, or wouldn't, let themselves become prosperous. They actually sabotaged their prosperity, on a subconscious level.
They refused to accept their abundance. And nothing could be more tragic, than untapped potential, unfulfilled happiness, and unclaimed prosperity.

So that's why I wrote the book. I want you to have all the abundance that is your birthright.

-RG

March, 2003
Key West, Florida

Chapter One:

Putting Yourself in the Prosperity Picture

Twice a year, I go on a Mastermind Retreat with the top-level members of my coaching program. At a Retreat in Costa Rica, I was working with an entrepreneur on growing his business. I came up with an idea that could generate $15 or $20 million a year in revenue, and had the potential for $30 million a year quite readily. At that time, he was probably only doing less than $300,000 a year.

You might think he jumped at the chance. You might think you would have too. But he didn't. And you might not have either…

As I sketched out the concept, I could see both him and his wife tuning out. It became obvious to the group and me that they simply were on overload. They had come expecting to learn how to make an extra $50,000 or maybe $250,000, but when I started talking millions, it just was simply too much for them to believe.

Now to be fair, they didn't first perceive the situation that way...

They felt like they supported the idea. But they kept raising objections like the idea was difficult, needed more research, would take years to develop, etc. It was only when the entire group confronted them, that they accepted the possibility that they might be running from the idea because it was too prosperous for them to accept.

They left with the agreement that they would listen to my "Prosperity" audio album and work on their prosperity consciousness.

At the next Retreat, they both felt that they had worked through their prosperity issues and were willing to accept this new, bold plan I had for their business. So I asked the wife a very simple question…

I asked her how their lives would be different, if their business did $30 million in the next year. Her answer was quite fascinating...

She insisted that it would pretty much stay the same. She made a great point to confirm that her needs were basically met, and the only real difference was she wouldn't have stress so much about paying bills. I wanted more. I pressed her for tangible changes that would take place in her lifestyle. EVERYTHING she came up with had to do with helping someone else.

She would sponsor a Boy Scout camp, help out her parents, sponsor a school, etc. She didn't name one thing she would do for herself. I threw the question to her husband...

He started where she left off, but he got more specific. He mentioned the exact Boy Scout activities that they would sponsor, and suggested that he would hire a 24-hour caregiver for his sick father. Like his wife, he only mentioned doing things for other people. Absolutely nothing either of them suggested was for themselves. It was all about giving things to others.

So still I kept pressing…

After much searching, he finally suggested that they could get a cabin on the lake. This prompted his wife who finally acknowledged that she would like a 4-wheel drive vehicle. I thought we were finally getting somewhere. Until she said the reason she wanted the new vehicle was so she could drive even more boy scouts to the camp they would sponsor!

It became quite obvious that neither of them had even the remotest idea of how their lives would be different with an extra $30 million. And because they haven't foreseen this possibility, they can't manifest it.

Trying to figure out the WHY…

I asked the people in my coaching program what they felt had been holding them back over the years. They had some intriguing insights. One student wrote, "I've accepted for quite some time that I manifest my own difficulties. (I understand this logically; I'm still working on accepting it in my heart.) My question has been, not 'Why did this happen to me?' but 'WHY have I manifested these problems?'

"The classic 'fear of success'? I don't think so. I've been healthy and successful, and I enjoyed it. Fear of failure? Again, I don't think so. I don't enjoy failure, but I don't fear it either. I recognize that it's a necessary part of the process.

"Low self-esteem? That's certainly part of it. But I don't feel that that's the underlying reason. And then, a few days ago, a possibility hit me..."

We'll continue in a second with what this student came up with. First, however, I want you to ask about YOU.

Do you recognize and accept that you bring your difficulties upon yourself? Or are you still blaming fate, bad luck, the economy, your ex-spouse, or the communist conspiracy?

And if you do accept this, what do you think is your 'Why'?
Here is what the student came up with. He writes, "I manifested these challenges to give me challenges to overcome! (I'm not saying that this is 'right' thinking or even 'sane' right now, I'm just searching for reasons for my behavior.)

"For much of my adult life, I've enjoyed being on the 'losing team,' and helping them to fight their way to the championship playoffs. Over and over, I've accepted challenges, just to prove to myself that I could meet the challenge head-on."

Now I think we're really onto something here. As I look back on my "dark years" (the first 30 years of my life!), I realize that I most definitely had a similar mindset.
Which takes us to the next big issue...

Namely - why would you, me, or anyone, want (or need) to overcome such challenges? Give that some real thought. Because the answer to that question, has the power to turn your life around in the snap of your fingers.

Please read that last sentence again.

Here's what else my students came up with. "I think I've dug this particular hole for myself, just so I could find a way to climb out of it! I'd like to say that it's because it enables me to learn and grow (that's the noble reason), but I think there may be more to it than that. I feel that there are some deeper issues at work, and when I can uncover them, I may no longer feel the need to manifest challenges in my life. I'd like that."

As well he should! As I look back on my own mindset in my lean years, I think I found it romantic to be the little guy fighting the forces of evil. I relished in the camaraderie of sharing all my victim experiences with all my victim friends. (Which is what I did on a daily basis.) This topic generated a slew of responses on the website from other students as well. One lady wrote, "Maybe I've tried to make things more difficult for myself so that I could give the impression that I was clever and skilled. I've always been a little suspicious when a job or a problem looked too easy to solve. 'Are they really easy or am I not looking at it right, not seeing the traps?' And here's what I did. I made it difficult so that I wouldn't be uncertain anymore, cause now it really was difficult! And everybody could see it!"

Does that strike a chord with you?

Another student mentions something similar. She says, "From when I was very young and until I began on this journey, I have been a Champion in creating challenges - or manifesting difficulties - for myself! I definitely think it goes back to how I was brought up, and a lack of self-worth, and also I believe I was born with fighter genes. So seeking challenges, creating some kind of chaos, or helping the losing team - was who I was, it was all something I was good at handling, and the admiration from others made me feel soooo good!"

Finally, another student writes, "I gloried in choosing what I perceived to be the harder path as though I seemed ennobled by suffering. It really brought me nothing but lots of angst and little else to show for it -- maybe except for so-called battle scars I can regale the petty tyrants in my life with. It's as though this gave me an excuse to be mediocre because, really, I was building character (damn straight!) and testing my own sense of self-worth with every big problem I had managed to manifest in my life."

I saw this pattern repeated over and over, amongst all different ages, and types of students, from several dozen different countries. It is somehow comforting to think we manifest challenges because we love the challenge. And it's reassuring to think that we are building character; that we do this because it makes the ultimate victory sweeter, etc. But what if it isn't those things at all?

As I dug deeper into the research, I came up with another core motivation. I believe that manifesting difficult challenges is simply another way to hold on to being a victim! We create more challenges because it allows us to get sympathy from others, we have an excuse for failure, and we don't have to feel responsible for not succeeding. It's the ultimate cop-out.

It allows us to lie to ourselves. We figure that no one can say we didn't give it our best shot. We can say," I gave it my all but I: didn't have the connections/was from the wrong side of the tracks/am the wrong color/don't have the education required." It is a built in validation for a life of mediocrity.

Here's the really good news. If you can create difficulty, strain, and suffering as evidenced by your past, what's to stop you from creating success, flow, and happiness in your life right NOW?

Getting Over the Need to be a Victim…

What do you have to do, to release the victim mentality forever? It's a very intriguing question.

Because everyone would say that they are interested in losing the victim mentality. Everyone. But that wouldn't be the truth.

We know many people will hold on to, or manifest new challenges because it takes off pressure to perform. It gives them a ready made excuse. This type of lack thinking can show up in many areas of your life…

I remember when I had a "bad back." Whenever I started a new relationship, the pattern was the same. I would wake up, start to get out of bed, and hold my lower back. My partner would ask something like, "What's the matter? Your back bothering you?"

"Yeah," I'd reply, "I've got a bad back." That would then start the discussion about ice packs, massages, hot tubs, surgery, and all the other treatments for back trouble. And affirm and own my "bad back" for the term of that relationship.

But what was it really?

It was my response to the emotional development I had at the time. Namely an inability to give or receive love. Like most of the people in my family, I didn't hug, express affection, or say 'I love you' very much. After four years of therapy, I noticed something funny...

Once I developed the ability to express and accept love – I didn't have a bad back anymore! And I came to realize that I had manifested a bad back, serious allergy problems, and other health challenges because that's how I got attention and affection. What I perceived as love. Wow, what a wake up call that was.

So why I am telling you all this?

To raise the critical question of how you see yourself. Have you seen your own success and prosperity already? Do you know what your life would look like if you were living your abundance? Or do you still see yourself as the noble underdog, fighting off challenge after challenge? It's worth some real reflection.

Chapter Two
Starring in Your Own Movie

So when I presented the business concept that could make them tens of millions of dollars, what was stopping the couple in my Mastermind group from embracing it? And could the same thing be holding you back?

Think about the goals you have for yourself. How big are they? More importantly, have you thought about exactly how that would play out in your life?

Let's suppose you say that you want to earn $2 million a year. Do you know what that really looks like for you? How much is that a month? What does the weekly paycheck look like? What's your tax bill? What kind of house would you live in? What car(s) would you be driving? How would that change the interaction you would have with those you love?

Or suppose your dream is to be a professional football player, or a concert pianist. What would your average day look like? What would you be doing?

The more that you can really see your abundance, the more likely you are to attract it.

I have a friend named Richard Brooke, who runs a network marketing company, and frequently conducts workshops on vision. At his workshops, he mentions several interesting things that concern us here...

He was once at an event, and saw a booth where they made souvenir mock-ups of magazine covers. So he put himself on the cover of "SUCCESS" magazine. He had it framed and he kept it in his office by his desk, so he saw it every day.

About two years later, SUCCESS decided to do a cover story on the growth of Network Marketing. They wanted to put the president of Amway on the cover, but they were on a tight deadline, and he didn't return their call. So they called Richard, did a photo shoot, and put him on the cover. To this day, he maintains that the reason that happened, is because he had that souvenir mock-up in his office.

He saw himself as the cover subject for two years. So he attracted it to him, because he was ready to accept his abundance!

One of the things that Richard has people do in his seminars is write a movie script of their perfect day. So for example, let's suppose your vision is to be the number one sales producer for the organization you work with. You write that movie.

So you might pick the day of the annual convention, where you will receive your award. Starting with waking up in the morning, you write out your day. So you might talk about the smell of coffee downstairs that you wake up to. Feel the breeze coming in the window, and hearing the dog bark with happiness when you come downstairs. You would describe the breakfast you ate, and the conversation you had with your partner.

You might mention the red Lamborghini with the leather seats that you drive to the hotel where the conference is being held, and the tumultuous ovation you receive, when you go on stage to get your award. The key here is that you involve all of your senses, and paint the picture as vividly as you can.

Stuff that would be minutiae in a real Hollywood script is very important to you. So don't hold back on any details. If you are having homemade strawberry jam with the cream cheese on your cinnamon raisin bagel for breakfast—write it down!

You want a compelling and thorough journaling of your perfect day; the day you want to manifest. You want to see it, hear it, taste it, smell it, touch it, and FEEL it. It is only when you experience prosperity in your mind and heart first, that you manifest it on the physical plane.

Don't show this script to anyone, except those who support and encourage you greatly. Many people in "the herd" will only be jealous and ridicule you. Share it only with those you can count on as Mastermind partners toward your success.

Keep this script in someplace like your planner, briefcase, or purse, so you have it handy every day. When you're waiting in line at the grocery store, read a few paragraphs of your script instead of the tabloid headlines. When you get stressed out during your day and feeling overwhelmed, close your door, take the phone off the hook for five minutes and read your script.

Your script will center you, calm you, and reinforce the positive programming in your subconscious mind. This is a very powerful tool for accepting your abundance.

Start writing yours today!

Chapter Three
The Danger of Lack Programming

So why might you not be accepting all the abundance that is meant for you?

Because you've been programmed that money is bad, rich people are evil, and it is spiritual to be poor. And this programming started when you were an infant.

I grew up watching TV shows like "Gilligan's Island," "MASH," and "The Beverly Hillbillies." All pretty silly, innocuous shows, right? Well let's analyze them from a prosperity standpoint.

Remember the millionaire on Gilligan's show? He had a pretentious name, and was always portrayed as a goofy rich person. Think how the banker and people with money were portrayed in the "Hillbillies." The Hillbillies were always presented as sensible, down-to-earth people, who were amused and bemused by the crazy way rich people acted.

MASH centered around the two good guys, and then there was always a bad guy, usually a rich guy who listened to Opera, and also had a pretentious name. I could go on, but you get the picture. I look back on it now, and I realize that I was probably programmed against rich people before I was ten years old!

What about you? If you grew up in a different time frame than me, think about the shows you watched. How were rich people portrayed? (Think about J.R. on "Dallas," all the conniving rich people on "Dynasty," and the way the media slants the stories about the ultra-rich people like Bill Gates, Ross Perot and Ted Turner.)

Do you realize that the average person watches 6 hours of TV per day? That equals 42 hours a week and 168 hours a month. So that means in one month, they watched approximately 6,720 commercials and has accumulated seven full 24-hour days worth of mostly useless and often lack-centered information.

For every hour you were listening to the radio, you put even more commercials and useless information into your brain. If you just listened to the radio in your car, you might be subjected to 5 to 10 hours of status quo information per week, or 20 to 40 hours per month.

Newspapers and magazines add even more redundant information and advertising into your mind. Newspapers are full of information written by people who are not at all educated about the things they are reporting. They rely heavily upon slanting their articles in a way to draw out your emotional response to sell more newspapers.

It's certainly not getting better today. In fact, you can make the case that it is getting much worse.
Last year I made a prediction about a soon to be released book titled, "The Nanny Diaries." I guaranteed that it would be a monster hit. Which it was. How did I know it would be?

Because I read an advance review in the *USA Today,* and it was obvious that the book pandered to the basest lack and limitation programming of the masses. The very first sentence of the review stated, "Quite simply there is nothing more delectable than evidence that being very rich and very thin does not mean that one is happy."

That one sentence tells you everything you need to know about the role of the media in shaping your perception of success, happiness, and money. But there is plenty more. The review and story are simply saturated with statements to promote lack consciousness. Here's a sampling:

"...perfectly captures the strange and pampered life of New York's elite as they skillfully evade raising their own offspring."

"...wonderfully sets up the world of very rich women who devote enormous energy to monitoring what their children eat but who never actually sit down with them."

"Just how does an intelligent, adult woman become someone whose whole sterile kingdom has been reduced to alphabetized lingerie drawers and imported French dairy substitutes? Where is the child in this home?"

"A perfect size 2, Mrs. X devotes herself to maintaining her good looks, the pristine elegance of her lavish apartment (there's a full-time housekeeper of course) and making sure Grayer does not muss up her PRADA togs."

"Mr. X is always at the office, generating the millions..."

"Both parents see their children as a prestige accessory, not as a little boy with enormous unmet emotional needs."

"Mr. X is too busy with his thong-sporting mistress."

So what does all this tell us?

1) You may get rich, but that doesn't mean you'll be happy.
2) Rich people don't raise their own kids.
3) Rich women are too busy socializing to actually spend time with their children.
4) Thin people are egotistical.
5) Rich women are vain, vapid and superficial.
6) Rich men are workaholics who don't care about their family, only making money.
7) Rich people are adulterers.

Now notice that neither the book author nor the reporter actually say any of these things. They simply present "evidence" to let you come to these conclusions.

Which leads us to the question of, why would anyone *want* to believe all these things about thin, rich, or successful people?

Because it validates their life of quiet desperation.

If you are overweight and out of shape, it's good to know that those who are very thin aren't necessarily happy. Because let's face it, that would really be too much. If we knew that they were thin *and* happy – that might be more than we can bear.

And if we know that rich people are poor parents – we can feel noble for being broke. If we learn that wealthy people are vain, stupid and cheat on their spouses – then we can justify why we never opened that business, went after that promotion, or acted on our dream.

Most people spend all day parroting useless information they were programmed from gossip and the various media outlets. As much as we love them, some of our best friends can unwittingly be our worst enemies just by being themselves. They'll talk about how bad the economy is, the latest train wreck they heard about on the news, someone's heart attack, or who's cheating on whom. You need to make sure that people do not sabotage your philosophy of abundance.

If you have ever heard me present my "Conquer Self-Doubt, Create Destiny" keynote speech, then you've heard me talk about the movie "Titanic." This is probably the most evil movie ever made; programming you on level after level that money is bad, rich people are evil, and it is spiritual to be poor. So of course it became the most popular movie of all time.

Why?

It panders to your lack programming.

The big hit last year was "Spiderman." It was such a success in big part, because it was filled with insidious lack and limitation messages. If this didn't jump out at you from the screen while you watched it, you've got a ways to go in your consciousness in this area.

Here are just some of the subliminal messages this movie foists on you:

Poverty is noble. We have the poor relatives who bring up Peter, the poor orphan. (By the way, have you ever noticed how many orphans there are in popular literature? Not just Spiderman, but Batman is an orphan, Superman is, Harry Potter is, and plenty more. This is to evoke emotional support from you.) There even is a part in the movie, where Peter's uncle speaks the most lack-centered words that have ever been spoken.

"We may be poor, but at least we are honest!"

Translation to your subconscious mind: Rich people are crooks.

Which is subliminal message number two. The evil villain in the movie, is of course, the billionaire industrialist. He is wealth and ambition personified; the devil incarnate!

These messages were repeated over and over…

Remember the scene where Peter finally gets up the nerve to talk to the neighbor girl. She seems like she cares for him, then the rich kid shows up with his new car (that daddy bought him for his birthday). She drops Peter like a piece of radioactive camel dung and jumps in the new car and speeds off.

Is it any wonder that you grow up hating rich people and subconsciously not wanting to be like them? Once this is ingrained in you, the guilt starts. And it is that guilt that can stop you from accepting the abundance you are meant to have! Next, we'll look at how that plays out.

Chapter Four
The Virtue of Selfishness

So we know that you've been programmed by the "data-sphere" (TV, radio, newspaper, family, friends, email, etc.) since you were very young. Just how does that play out in causing you to hold back?

First you realize that you might embarrass your family. Then it dawns on you that your friends might not like you any more. Then, if you start to manifest prosperity, the lack-programmed people around you start with the comments.

"You paid how much for that! Isn't that a bit much?"

"How much do you need anyway?"

And of course my favorite, "Children are starving in Africa and you paid $___ for ____!?"

You start to feel guilty when you buy nice things. If you have great health, or a wonderful relationship, you start to downplay them around friends that don't have them. You hide your light under a bushel, because you want to fit in. You may start degrading yourself with self-depreciating humor around them. And pretty soon, you start to believe these comments yourself.

I am writing this section of the book, aboard British Airways flight 001, also known as the Concorde. Now this is what I call prosperity. When you can get on a plane in New York, and a few hours later you can be in London, in time for afternoon tea! I can't wait to go back on Monday. I get home an hour and a half before I left!

So when is something too much?

It costs about twelve grand to ride this baby. A nine or ten hour ride on a regular jet is about $5,000 to sit up front. If you shop around you can get the cattle car section for less than $800.

How much is your time worth? How much is your comfort worth? Would you feel guilty if you spent $12,000 on a plane ride? If so, why would you feel guilty? Have you ever sat down and analyzed where these guilt feelings come from? Would you agree that the programming we discussed has a lot to do with that?

Did any of the guilt you have or had in the past come from the idea that if you are getting something good—it means someone else is getting something bad? That's what happens for a lot of people. It's all based upon a belief in lack and finite resources.

If you're like most people, you would feel very guilty spending $12,000 on the Concorde, feeling the extra money spent could feed the homeless, be given to the church, used to cure cancer, etc. The foundation of that is that there is only one $12,000. That you could spend it to fly, or do good work, but not both. It is based on the supposition that money is finite.

Nothing could be further from the truth...

Because you can spend $12,000 to fly the Concorde AND send $12,000 to the shelter, church, or charity. You just have to make more money! And if you don't know how – learn! (Which this series of books will greatly help you do.)

Money - like love, substance, and other resources - is INFINITE. All these resources can be infinitely replenished, simply by you manifesting more.

I once got a letter from someone who was in the audience at a church when I did the service. I had shared a story about flying first class to Tahiti, and staying in a bungalow over the water, where I could feed the fish from a window in the floor. I explained how money was infinite, and how I could travel in style, and still do many good things.

She was less than impressed with my reasoning, wondering if I shared my infinite financial resources with the people "living in desperate poverty" a few miles down the road from my "lavish accommodations." She also wondered if I would "give some of those infinite resources to a single mother who is working two jobs and can't afford to go to Opa Locka, no less Tahiti."

The basis of comments like these is of course, "You have plenty, and others don't. They need it. You should feel very guilty for this, and start giving away all your money until you are back at the level of the poor people around you"

THIS IS THE KIND OF EVIL BELIEF THAT KEEPS SO MANY PEOPLE BROKE!

It is based on the idea that people who have wealth should disburse it to the unfortunate ones who don't. Why? Because they don't have it. They "need" it.

This is completely anti-prosperity and anti-humanity, because it completely disregards the laws of prosperity and human dignity. Prosperity and dignity are both based upon value given for value received (a/k/a you reap what you sow).
True prosperity is based upon the concept of selfishness.

Yes, selfishness.

How does that make you feel when I tell you that? How do you feel when someone else calls you selfish?

What would you think if I told you that selfishness is good? In fact, selfishness is your moral prerogative.

Ayn Rand wrote a book titled, "The Virtue of Selfishness." When asked why she chose to use a word that threatened so many people, she replied, "For the reason that makes you afraid of it."

I, like Rand did, use the word "selfish" to describe virtuous qualities of character. Let me explain…

The dictionary definition of selfishness is basically *concern with one's own interests, without regard for others.* It means, I value myself first, regardless of what anyone else thinks. Notice that there is no good or evil implicit in the definition. That, 'without regard for others' does not mean that you are doing harm to others. It simply means that you are well adjusted and sensible enough to meet your own needs first. Now of course that's not what most of society, or 'the tribe,' would have you believe...

They tell you it is your moral imperative to put the interests of the many before the interests of the one. That you should sacrifice yourself for the "greater good."

This idea is very dangerous to your self-esteem and your life. Relinquishing your happiness for the sake of others, known or unknown, verifies to yourself, and others, that you are small and unworthy of even your own attention. It's actually anti-humanity, and it makes you mentally sick!

Your survival and your pursuit of happiness must form the foundation of your value system. To make your life, by your own means, towards your own standards, and for your own enjoyment. Anything less than that is harmful to you. And anything harmful to the individual is actually detrimental to society as a whole.

But don't think "society" is smart enough to figure that out. They're not.

The tribe will maintain that the needs of the individual be relinquished to the needs of the masses. They tell you that it is your responsibility to take care of the less fortunate.

Sounds innocent enough, doesn't it? Well let's take a look...

One Saturday you're out watering your lawn when a car drives up and you recognize your old friend Eddie at the wheel. You learn that he has just lost his job, his wife has kicked him out, and he couldn't think of anywhere else to go.

Eddie has always been in the middle of some drama or another, which is the main reason you haven't spoken too much lately. But you feel sorry for him and invite him to crash for the night. The next day, Eddie asks if you wouldn't mind if he stays just a couple more nights until he can find an apartment, and he assures you that he has a job all lined up. You feel a little awkward, but agree anyway. During the week, the job falls through and although you feel badly about it, you haven't failed to notice that he isn't making much of an effort to go out and find another.

A week turns into two, and soon you don't feel like coming home from your office. You feel like your home is no longer your own. You resent the position you find yourself in, yet feel guilty about being so selfish. After all, the guy has nowhere to go. Then you walk into your house and, once again, find Eddie sitting in your lounger, drinking beer, and watching your TV....

Freeze frame.

I could go on, but you get the picture. What's the surface situation here?

The tribe mentality says that poor Eddie has caught a bad break, and since he's your friend, you owe it to him to help him out. You've been lucky, Eddie has fallen on misfortune.

There you sit in a beautiful big home, with a lovely landscaped yard, and he has nothing. Not only does he not have a job, but now his car is broken and he doesn't have money to fix it. He couldn't get a new car because the bank wouldn't approve his credit. "They only lend money to people that don't need it."

He's having a hard time getting a job because he needs to be paid cash, because creditors are hounding him and would garnish his wages. His "bitch" ex-wife is also harassing him for money.

Truth is, you have a little money saved. You have a car and house. You work, and you'll get another paycheck this Friday. Eddie has not a penny. He "needs" it. You don't. And you probably feel guilty, because you have so much, and Eddie has so little.

This is exactly what moochers like Eddie count on to take advantage of you. But let's look a little deeper...

Five years ago, you and Eddie worked at the same place. He was out the door every day at five sharp. "We're on salary," he said, "You don't get paid extra to stay late." But you stayed late many times anyway, because you had projects to finish, and you wanted a clean desk in the morning. Eddie got a head start on "Happy Hour" at the bar. When there were extra projects to do, you volunteered for them. Eddie told you that you were stupid for doing so. When time for raises and promotions came, you got them. Eddie quit after a year because they were "cheap, and they play favorites."

Each month, you set aside a little money for savings and your house fund. Eddie couldn't do this because he wasn't "making enough money." His priorities were nightlife at the clubs, cigarettes, getting a DVD player, cable TV, and the other "necessities" of life.

You went without cable to put the extra $30 a month into your retirement plan. Instead of first run movies, you usually caught them for $3 when the videos came out. You didn't buy a DVD because you thought the money was better put in your savings account. You lived on less than what you made, and invested the balance in your future.

The tribe would tell you that "Poor Eddie can't catch a break." In reality, all the strikes against him are self-created. The situation he is in right now is the result of thousands of little choices he made every day.

He spends six bucks a day on cigarettes because, "the damn tobacco companies got me addicted." He buys a 12 pack of beer twice a week because he, "needs to relax." The reason his ex-wife is after him is because he hasn't paid child support payments in two years. The reason the bank wouldn't finance a new car was because he has a legal judgment against him for the student loans he took out and never paid back, after he dropped out of college.

He has always spent more than he earned, and now when he is facing a setback, he has no resources to fall back on. So he develops a "victim" mentality. This victim-hood role he is in causes others to feel guilty, and thus they are constantly bailing him out from one thing or another. He learns how to manipulate his tragedies for maximum effect.

Of course all the time he is "owning" this victim-hood, he is programming his subconscious mind to attract more drama, more tragedy, and more challenges. He has learned that he can ignore the laws of prosperity and live for the moment, because there is always someone to save him from paying the price. So he goes on an endless victim cycle, always in one situation or another. He's forever getting laid off, left out, and wronged.

So what's the good thing to do? What's the "Christian" thing to do? The "right" thing? Should you help him?

Well I think the answer is "maybe." But before we address that, let's look at what is going to happen anyway...

Today's social system is ready to catch Eddie in its safety net. The government will feed, clothe and house Eddie. They have dozens and dozens of social programs for countless contingencies, and they can fund all of them because they force you to contribute from your paycheck each week. If you refuse, they will put you in prison.

What if, instead of paying your taxes to the government on payday, things went like this: You receive your paycheck and, depending on where you live in the world, you immediately cut a check for 35, 58 or 62% of your wages, which would normally represent your income taxes, and you hop into your average sedan and head on over to Eddie's. Eddie is on his porch sipping from a can of beer and eyes you malevolently as you pull up. Hopping enthusiastically out of your car, you approach him, check in hand.

"Hey Eddie!" you say, "Just thought I'd pop by with your check seeing as how I was on my way home. There you go, another month of food, clothing, medical care, dental, entertainment. And because of the raise I received last week, there's a little more in there for your pension.

"Well, I can see you're into things, is there, uh, anything else I can do for you? No? Well, I'll be off then, have a ton of paperwork to clear up tonight! Have a wonderful evening, Eddie! Take it easy, see you next month!"

Would you ever agree to such a thing? In reality, you already have, because that's the end result of the government taxation system today. It is currently set up in a manner that the productive are penalized and the unproductive, rewarded. Where receiving something unearned is a sought after commodity.

The result of this dysfunctional system is that it disintegrates your self-esteem. Constantly sacrificing yourself, your values, for others in order to either gain a sense of moral superiority, or in order to escape some sense of anxiety or guilt, continually weakens your resolve. Without resolve, your confidence is at stake. You question your own worth and feel guilty when you do things to take care of yourself.

A strong resolve and a complete refusal to live by any other standard than that which holds with your values is the key to healthy, abundant self-esteem. It is only by being strong yourself that you can help others. Those whom you love and value, whom you admire because their values are akin to your own.

The next time you taxi for take-off aboard an airplane, notice that during the safety presentation, you are advised to put on your own oxygen mask before helping another don theirs. Help people out of strength, if you choose to do so, not out of weakness.

I am convinced that a lack of selfishness is self-destructive. Adopting self-sacrifice as a virtue enables others to take complete advantage of you and, practiced long enough, selfless behavior destroys.

I just got off the phone with a friend of mine who is a general manger at a restaurant. He had just fired a waiter who was his friend, who had worked there for nine years. The waiter was supposed to be at work at six on Sunday morning. He called at 5:50 to say he was sick. He was supposed to report Monday at seven. He never showed up, or even called. He showed up at a staff meeting on Tuesday and was disrespectful and disruptive. It became apparent that he had gone back to using drugs again. So my friend fired him.

Sound cold and uncaring?

Nothing could be further from the truth. In fact, my friend was sick over having to fire this guy. But it is this kind of "tough love" that has the best chance of getting this individual to accept responsibility for his actions and turn his life around.

Take a businessman who keeps a terrible employee because he feels sorry for her. He hasn't the heart to fire her because her life is a wreck, her mother is an alcoholic, her father ran out, her husband's in jail – whatever - and so he enables her self-destructive behavior and lifestyle by keeping her on.

In keeping this employee, against his better judgment but for the moral good – his other employees must take up her slack. They begin to feel resentful and angry. Performance suffers across the board. Even hardworking, dedicated employees start to slack, because they see that they are not treated and rewarded in respect to the effort they contribute. Your customers receive poor service and soon your business is in real trouble.

But lets say, the businessman had done things differently, selfishly, for the betterment of himself and his company. He calls the errant worker into his office and after explaining why, fires her. Perhaps this turns out to be the wake-up call she needed and, giving her head a shake, and she sets out to improve her attitude and get a better job. One that she can be selfishly happy in. And if not, at the least he has a company that isn't in jeopardy and a happy crew to work with.

Equally destructive is the wife who covers for the abuses of her husband. Year after year, she puts up with a steady torrent of emotional and physical terror. She looks 50 on her 30th birthday, and is so frail a strong northerly wind would knock her down. A love story gone horribly wrong.

Imagine though, if she had been strong in her resolve, had confidence in her own values, and had walked away after the first abuse. She would have selfishly saved herself a life of despair rather than live as a sacrificial animal at the hand of a brute.

In a free society, where the needs of the individual come first, people are liberated from guilt and anxiety. Self-sacrifice is more than the root of low self-esteem, it is anti-prosperity, and consequently anti-humanity. Because when the living energy of productive citizens is sucked from them by the parasitic tribe—what incentive is there to remain productive?

Every man and woman of integrity should earn their own living in the fair and free trade of value for value with others. This means no free rides. No pride in receiving the unearned.

Let me share a hypothetical situation I created, after being inspired by something my friend Stuart Goldsmith wrote in his newsletter.

Imagine, for this moment that we are flying to Bali for a Mastermind Council Retreat, and the plane goes down. We are stranded on a deserted island together with 20 other families. Being so isolated and completely exposed to the elements, we all quickly go about the construction of shelters and huts from the abundance of bamboo around the island. We search out a fresh water source, which we find located halfway up the back side of a mountain, a 2-hour hike from the camp.

Fortunately there are crab and fish, clams and mussels in the surrounding sea as well as palm and fruit trees, so with a little ingenuity and skill, food abounds. All in all, between hunting and gathering, reinforcing our huts, building fires and cooking food…after looking after the survival needs of our families every day, we all fall into our makeshift palm-frond beds at night exhausted.

Being a small group, we soon find that by working with others and exchanging values, we can get the work done a bit more efficiently. So we all start making deals. I'll go get the water and firewood for my family and yours today, if you will spend the day fixing up the roof of my hut. And, tomorrow, while I spend the day digging clams and collecting coconuts for our two families, you spend the day getting the firewood and the water.

Great…we're getting things done, but we're not making much forward progress.

Progress is to our greatest advantage because it is always done in the spirit of making things easier. For freeing up time away from the toil and drudgery in order to get more out of life. More time, more freedom, more enjoyment.

So, one day, while lying on your back feeling completely battered after sliding 100 feet back down the incline leading to the water source, you come up with a brilliant idea. What if you could rig up a pipe system with bamboo shafts thereby bringing the water to the camp and saving yourself the agony of hauling water?

Fantastic! But how on earth are you going to have the time for such a huge project while you have to worry about the long, daily grind of feeding and sheltering your family?
You work extra. While everyone else is resting at night, you labor an extra two hours each day, building your pipeline. After weeks of strenuous effort, you're done.

That evening around the campfire, you stand up and make the following proposal:

"Every day you spend your morning trudging up the mountain to bring back water. I have designed and built a pipeline that brings the water direct to the village. I am willing to trade it for fish, coconuts, clothing and other products of your labor. In a fair exchange of values, we can trade.

"You win, because you don't have to climb the mountain for four hours every day. I win, because I don't have to spend so much time fishing, hunting and farming. All you have to do on every hot tropical day, is walk out of your hut to the middle of our community and pour yourself an icy cold drink of mountain bubbly."

In exchange for the use of your pipeline, each family agrees to trade one hour of labor, hunting, or gathering for your family. That means that your innovative piping system will save them three, of their previous four hours of collecting water each day. You of course save 19 hours, because of all the things you get in trade. You have been rewarded for your ingenuity and innovation.

Your motivation was selfish, yet you benefited everyone in the community.

You were creative, and put out the effort. It wasn't easy for you to haul bamboo all over the mountain, to fit it or bind it, but YOU did it. And you deserve to feel pride. You have just created nineteen hours of labor saving for yourself. You used to work 12 hours a day. Now you have the benefit of 19. Which means you have a surplus of seven hours worth of supplies.

So you decide to open up a 7-8 store, which is open each evening from seven to eight. You barter the excess goods you have for other things. You continue to trade and collect more things. Pretty soon, you're putting on a new addition to your hut. You add a billiard room and build a deck out back. Next thing you know, you've added a three-bike garage and built a pool in the back yard. You are reaping the reward of your labor and innovation.

Notice that no one was forced into this agreement. If they don't want to trade an hour labor with you, they can continue to climb the mountain and fetch their own water each day. Of course no one does, because that would be stupid, causing him or her an extra three hours work.

Now your neighbor Fred is inspired by your invention. He decides to use the three hours that he used to spend in collecting water, building a sturdy boat from a hollowed out tree. He can now go out to the deeper water, where the big fish are. He fashions a net from weaving palm fronds and snares many large fish at a time, instead of waiting for the few to come in around the rocks and trying to spear them. He opens *Fred's Fish House,* with an all-you-can-eat fish fry every Friday night.

The fish is delicious, and the fish fry turns into "the place to be" every week. It gets so busy that your neighbor hires the lady from hut six to help him serve everybody. He hires the guy from hut 11 to mix pineapple and mango coolers. This part-time work earns them some extra coconuts, which they can trade with others to get goods and services they need.

Meanwhile Fred is doing great. He opens a second location, on the other side of the island. Since he's the founder of the island's first successful restaurant chain, he becomes a motivational speaker. His inspirational, you-can-do-this-too, "rags to rattan" story inspires millions of people (ok, pairs of people) all over the world (ok, the island).

He can now lounge around making gimp bracelets all day. You and Fred design a golf course to occupy your afternoons. He takes up playing conga drums made of coconuts, and you squeeze out some different colored berries and start to paint landscapes. It is the beginning of the arts on your little island.

Possibilities in paradise surround you. *Of course, the other families, who have yet to make timesaving innovations of their own, see things a little differently...*

In fact, they seem to have completely forgotten that the two of you have saved them hours of time and work with your inventions. They see you lounging in your hammock, while they're out grubbing for berries. They start to get jealous and resentful, because it's "not fair."

They call a town meeting, and decide to elect a government. Someone runs on a "populist for the people" platform and they're elected in a landslide, 18 to 2. They immediately introduce a socialist system, "for the good of the many." They need to pay themselves, hire inspectors for the water pipeline, and people to license the fishing boat, sweep the dirt floor at the new city hall, etc., so they start an income tax system.

Village members start to grumble. This doesn't look so good. They don't like the idea of paying taxes.

Then the new mayor announces that everyone has a "right" to water and big fish, so he's going to nationalize the pipeline and fishing industry. The government takes away your pipeline and Fred's boat is stolen from him as well. Now the villagers are nodding along. They realize that they no longer have to trade an hour of labor a day to you and Fred. The government is going to provide for them. They don't mind paying their taxes, because they realize that this allows them to tax their way into the wallets of you and Fred. Now things are getting "fair." Your little island has just started on the path of socialism, which is simply communism with lipstick.

This is now the beginning of the end...

In this scenario, the uninspired islanders would, out of resentment, 'seize the means of production' in the name of the public. If you resisted, you would be imprisoned or executed as an 'enemy of the state.' The tribe would be happy, because now they have free access to the water and fishing boat. (Of course it's not free, but they get more back for their taxes than they pay in, so they couldn't care less.)

But what would happen next?

Kathy, who had an idea how to harness wind and solar power for electricity would figure, why bother? Fernando, who had an idea for a coconut husker would think the same thing. They would rightly conclude that the extra labor and resources they devote to innovation would never be rewarded, because the government would steal the excess they created, and distribute it to the moochers.

Progress and innovation would stop. Cures to diseases would never be found, inventions would not be created, and life would continue to be a primitive struggle for survival. In fact, they would only continue to look for free handouts, and eventually the little collective would shrivel up and die.

The world has seen that Communism does not work. All over the globe, it has failed miserably. The last real remnant is Cuba, a nation that is completely bankrupt. The experiment in Socialism has failed just as desperately. What we call free enterprise in the western world is actually just a watered down version of socialism. A system not unlike our fictional island government.

Now why am I telling you all this?

It's not to discuss the politics, as fascinating as that may be. It's to help you realize the lack and limitation programming you have been assaulted with since you were young. And make you understand that the very system you live in is creating subconscious programming that makes you feel guilty for succeeding, and rewards you for doing less than you are capable of. It creates codependent dysfunctional people. If you accept this thinking, your chances for real success are almost non-existent.

As creative, thinking human beings, we are up against a mass of people who want something for nothing and governments around the world who want to give it to them. The sad truth is that your government doesn't want you to be successful. Your government wants and needs you to be a worker drone in the collective, to support their system of giving money away to keep themselves re-elected.

Governments don't want you to be too successful for other reasons as well…

If you are super-productive and your idea hits mainstream, you may earn billions of dollars like Bill Gates and other billionaires. This makes you an alarming threat. With that kind of money you could topple a government.

If you're freethinking, you might choose to opt out of the system and go your own way. How, then, would the government make a profit from your life's effort? Without the means to tax its citizens, how would the government stay in power? After all, it is their distorted Robin Hood platform that has got them elected by the mooching masses.

The plain truth is that a productive, innovative, intelligent human being in today's world has to be strong in their resolve in order to rise above the looters and parasites, to live a rewarding and prosperous life.

On your journey to self-fulfillment, you will find that it is not just your government that doesn't want you to be successful; it is also sometimes your community, your friends, and your family.

Let's take this example of a true story. In a small city there lives a local media mogul. Over his career he has used his considerable business acumen to acquire various newspapers and ran and then sold them for a profit. He builds a gargantuan mansion on beautiful oceanfront property, large enough to support his wife's hobby. She grows flowers and sells them on the local market.

Being a savvy businessman, he looks into the tax situation, and finds a way to save on his property taxes. His wife's flower business qualifies as hobby farm status and, registered as such, would reduce their property tax to one-tenth of what he was paying. For more than a few years, she sells her flowers in the community and is recognized locally for her love of gardening. So he goes ahead with the registration.

A local reporter, who probably isn't making more than $25,000 – 30,000 a year, gets wind that Mr. Mogul and his entrepreneur wife are making the most of a tax write off. Being of socialist bent, he writes a scathing article in the local newspaper. How dare such a wealthy man, who owns so much, and has so much, be so criminal as to cheat the system on his taxes?

Soon the community is in an uproar. How dare they! The cottage on the property is bigger than most peoples' homes! Look at the cars they drive! The socialist outcry… "What about the non-productive people, don't they get a break? Why should the moguls be able to save on their property taxes when so many people can't?"

Well, for one thing, most people don't turn their hobby into a thriving part-time business! The outcry was loud enough that local government officials were pressured to change the laws. They stripped away the hobby farm status, and across the city a collective sigh of relief was heard.

Why is it that normally apathetic people get irate at the thought of anyone who prospers from their own ingenuity? I believe it is because they are so deeply ingrained in poverty-consciousness, that they resent people who are wealthy. They become envious of people who are succeeding.

I certainly experienced this growing up. I remember being so jealous of other kids who went on vacations, had mini-bikes, go-carts, and other toys my family couldn't afford. When I got to be driving age, I looked at the kids who could afford to get cars right away and I got more jealous.

I saw people living in nicer houses, and I always wondered why it was that they should get all that stuff and not me. I believe a lot of people do that. Once you adopt this tribe thinking, you become a victim. Just like our friend Eddie that we began this chapter with.

What happened in my case was – unbeknownst to me - on a subconscious level, I began to hate rich people and think they were bad. Thing was, I very much wanted to be rich myself. (Or at least, that's what I believed.) In fact, I wanted to be a millionaire by the time I was 35. I spent just about every waking moment thinking about wealth. I wanted more out of life, I didn't like being broke.

The problem was, I still had the underlying belief that rich people were bad. So even though I said I wanted to be wealthy, I was doing things on a daily basis that were taking me further away from wealth. From my work, to the people I hung out with, from dysfunctional relationships, to a complete lack of self-development – I was thinking like the people around me. And we all thought like victims.

And this is how the majority of people walk around everyday. They are completely in conflict with themselves. Victims of their own subconscious programming.

Fortunately, I hit bottom, and when I had absolutely nothing, I was able to let all the negative thinking go as well. With my blank slate, I started to fill my life with knowledge, ideas, and pursuits that would bring me into harmony with the prosperity I sought.

I didn't do it by keeping the same people around me and staying in the same pattern of thinking, however...

When you start adopting beliefs of abundance and prosperity, you stop putting things into your body that make you sick, you stop taking actions that get you into trouble, and you stop hanging out with dysfunctional people because they bring you down. None of it appeals to you anymore.

Instead, you start eating right and feel great! With that energy and vitality, you take actions that bring you prosperity. When you honor your values, you start to meet people who celebrate the same things in life that you do.

In our present mass-driven world, there are billions of people who think from lack. I'd say most of the world's religions preach lack, the education systems teach lack, and that we are part of a human race that believes that rewards come to those who are good, but poor.

Whether you believe it or not, the masses have chosen poverty, regardless of the fact that they wish they had money. The media, television networks and advertisers work to reflect those beliefs that appeal to the masses' need of acceptance. Our culture celebrates mediocrity.

It takes a very brave person to follow their dreams. We are often ridiculed for having higher ideas and goals. It is most unfortunate that this kind of discouragement often begins in our homes with family and friends.

If you think this to be untrue, I'd like you to close your eyes in a moment and imagine that it is New Year's day and your home is filled with your family and friends. In a moment of inspiration, you silence everyone and announce that it is your intent, for this New Year, to become a billionaire!

In the overwhelming silence or amusement that follows how will you feel? Do you immediately recant and say you were just kidding to let everyone off the hook? How do you feel now just thinking about it?

In school, I'm sure you were never taught about prosperity. Now, I have good friends who are teachers and I do believe that many teachers do make a difference. Most, however, teach their students to be "realistic" with their hopes and dreams. They may encourage someone who wants to be an Internet multi-millionaire to "get realistic" and settle for a $30,000 job in the corporate environment. While thinking they are doing their students a favor by telling how it is out in the real world, from their reality, they are doing them a disservice by quashing their aspirations.

Family works the same way. Not to say that they don't mean well, I'm sure that, in their own way, most of them do. Parents teach their kids to go for the secure jobs, maybe even get union wages if they're lucky! Grandparents talk about how good the kids have it now compared to when they grew up. They reminisce about the Depression and how much worse it was then.

Home is where we learn to watch television. And you know how I feel about TV and the programming you get there. By the way, have you ever seen a commercial for a $100,000 necklace? For your own Private Jet? Rolls Royce? Actually you don't see too many advertisements for anything remotely prosperous.

Mainly it's the latest $1.99 meal at McDonalds, or for a plastic plaything for the kids. Beer and cola commercials abound. Come, shop at Wal-Mart!

The irony is that the masses have their reality reflected back at them and it's all lack-conscious low-end stuff. This lack-consciousness is what the masses buy into. It's what they wear, what they see, what they eat. I have friends and family that are a part of that mass-reality. Who have bought it all and live it day to day.

As I said before, you have to be brave to make a break from this type of thinking, or non-thinking. A lot of people find this a huge stumbling block. There is a lot of fear tied up in leaving the pack.

If we're successful, won't our friends and family think we're bad people? They think other rich people are bad – why not us? If I tell my friends my hopes and dreams, will they ridicule me? Will they snicker and say stuff behind my back? If I quit my 'secure' job to do what I've always dreamed of, will he or she leave me? What if I try really hard and fail, will everyone laugh? If my house is bigger than my parents, will they harbor resentment? Will they stop loving me?

Fear of success is a direct result of low self-esteem and a lack of selfishness. You'll notice all those questions are about other people and not about the one person whose happiness is really on the line. You.

Think prosperity! Recognize lack consciousness and banish it from your thoughts. Catch yourself in the role of the self-sacrificing martyr and regain your self-respect. Every person on this planet deserves to experience abundance. Every person on this planet is capable of great things.

One of our greatest scientists is a quadriplegic. Some of our finest athletes can be found at the Special Olympics. Every person is capable of great things if they only put their mind to it.

But to do this, you must be capable of critical thought. Which is something the herd cannot yet do.
Put another way – they don't know how to think. They have been told WHAT to think for so long, they no longer know HOW to think. What's the lesson for you?

Most people are stupid. Sheep led to the slaughter stupid. Mindless automatons following their programming. And I'm not trying to sound mean or unsympathetic. But if you want true prosperity, I have to tell you the truth.

If you want to accept your abundance—you need to be a contrarian.

The reason most people are living lives of quiet desperation, is that they are incapable of discernment. The reason Bill Gates is a billionaire, is that he can discern things that others can't.

He questions things. He wonders, "What if?" "Why?" and "Why not?" He is able to discern the difference between something that is because it makes sense - and something that is because "everybody does it that way." Bill Gates is a contrarian.

So were Henry Ford, J. Paul Getty, Andrew Carnegie, Leonardo di Vinci, Marconi, Edison, Einstein and all the brilliant thinkers through history. Successful people don't think like the pack. They question everything.

Since we're talking about Bill Gates, let's compare the way he thinks, with the way most people do. I was waiting in an airport lounge, when I picked up a copy of a major business magazine. It had a column by Stuart Alsop, criticizing Microsoft and Gates. Headlined, "The right thing to regulate," he perpetuates the assertion that Microsoft is a monopoly, and speaks out for the government action against it.

What an easy target. One that is sure to be popular with the tribe. Why, everybody can agree that Microsoft is the "death star" destroying everything in its way until they control the world. I mean, Gates is worth what - $40, $50, $60 billion? How much is enough, for crying out loud, right?

Wrong. Very, very wrong.

When a simple-minded writer like Alsop panders to the lack and limitation beliefs of his readers - he simply demonstrates his lack of understanding of how capitalism and free enterprise work.

When someone asked Ayn Rand why Americans are so anti-intellectual, she replied that it was because America's intellectuals were so anti-American.

I find it simply amazing that a magazine that is supposed to be an icon of free enterprise could print such silly socialist nonsense. But of course they do.

What do you think happens to you, when you read such inane drivel? It programs you for lack. You see yourself as a helpless victim of the billion-dollar corporation, needing the government to "save" you from its abuses.

What is Microsoft's crime?
That they created software that millions of people want to use. Millions of people like me - who are not that computer savvy - have learned that we can actually work a computer that uses the windows operating system.

But wait, you say. Didn't the US government say that Microsoft was bundling their Internet browser with the operating system, therefore strangling trade, and creating a monopoly?

(Sigh.) Here's the analogy. Suppose Tony Robbins and I are doing a seminar on the same weekend, both are in Chicago. I offer a free tape album with your seminar registration. Should Tony sue? Petition the government? He could claim unfair trade, restraint of trade, and monopoly.

Or why doesn't he just offer a free tape album with his own seminar? Or better yet, he could offer two!

You see the government does not need to legislate seminar companies, control prices and determine value. If you let free enterprise work - it will take care of the consumer all by itself. Competition is what keeps prices low, and values high.

If you are serious about manifesting prosperity in your life - Bill Gates should be one of the heroes at the top of your list. And Microsoft should be treated by the U.S. government like what it really is - a true American success story.

It's easy to depict Microsoft as the billion-dollar monster, devouring everything in its path. That's what Alsop, and the majority of the mainstream media do. It's easy pickings, pandering to Joe Lunchbucket.

These deceptions ignore one very simple fact. Microsoft is a company formed by a couple of kids who dropped out of college - because they had an idea and a dream. Gates and Paul Allen created a company based on innovation and attracted people like Richard Brody, and legions of other bright people.

The thing that will ultimately control Microsoft is not government regulation. It is the fact that right now, all over the world, there are other bright kids sitting in a dorm room somewhere with nothing but empty pizza boxes - who will come up with the next development in software, one that could make Word, Excel, Explorer or even Windows obsolete.

And they will do this, driven by the desire to live the American dream, as personified by Gates, Allen, and the thousands of other millionaires created by Microsoft.

Yet if you read the business and the computer trade magazines - you'll slowly get programmed that Microsoft is bad, and Gates is the enemy. That's why you have to have discernment. Question what you read and hear. Analyze why the tribe thinks the way it does. And think differently!

I used to live with a Colombian girl named Aura Alicia. One day we were lying on the sofa together, and she asked me to hand her purse to her. She took out something, and I placed the purse on the floor next to me.

"No, no, no!" She exclaimed.

"What, what, what?" I replied as I jerked the purse back up.

"The floor is no place for a purse," she replied.

"Oh, I'm sorry," I responded as I put the purse back on the chair.

About 30 seconds later, I started laughing. Aura wanted to know what was so funny. The more she asked, the harder I laughed. Finally I composed myself enough to explain.

I told her that "The floor is no place for a purse" just didn't seem right coming from her. (We were probably both about 28 at that time.) It sounded like something her grandmother would have said. And just exactly why was the floor no place for a purse, I wanted to know.

She thought about it for a few seconds and began to laugh herself. She had no idea why the floor was no place for a purse. She just remembered once as a little girl putting her mother's purse on the floor and receiving that admonishment. It lodged into her subconscious programming, and came into view more than 20 years later.

We start to learn things by the time we're two years old - and most people never question them. Prosperous people do. And by doing so, they gain new knowledge and fresh insights others don't possess.

Not that long ago, cell phones were impossible. When Marconi suggested the radio, people knew he was insane. And Edison? Everyone knew what a crazy idea the light bulb was.

Yet "everyone" is often wrong.

I'm convinced that the highest levels of success in sport, in business, and in life - come not so much from skill, training and ability - as they do from the mindset of the holder.
And this often requires you to think contrary to what the tribe is thinking. And ALWAYS requires you to question the beliefs you hold. On everything.

Do you know that if you move a goldfish to a lake – he will continue to swim in the same circle? Why? Because he has accepted the belief that if he swims farther, he's going to bump his nose. He's always done it this way. Any other way is "impossible."

When you question your beliefs - you question your limitations. If your beliefs serve you - they can withstand the scrutiny. If they don't survive the questioning - you can drop them, and replace them with beliefs that serve you.

Examples: You may have a belief that it's hard to succeed without a college education. That you need money to make money. That doing business in your big city/small town is hard. That people of your race have a harder time making it.

You may discover that these beliefs do not serve you, and decide to replace them with beliefs that do.

Examples:

Bill Gates and Paul Allen made it without a college education, I can too.

You need only a great idea to make money.

People in my city/town have already been successful, thus, I can be too.

Many people of my race are successful; no one can keep me down but myself.

By questioning the status quo, you prevent yourself from falling into victim mentality, and developing fear, self-doubt, and lack. You recognize selfishness as a virtue and not an evil as the masses believe it to be. You realize that the government playing Robin Hood actually hurts everyone. Now this begs the question that may be troubling you...

Namely, what about the less fortunate?

Should we just forget about them? Survival of the fittest?

No. We treat them with love, support, and compassion. But we do it ourselves, not at the point of a gun from the government.

The number one expense on my tax return each year is for charity. And it will be every year. I support causes for runaway kids, children with terminal diseases, animal protection organizations, my church, human rights, the Opera, the film festival and a host of other causes. And you know what? I can do that because I've been successful. When I was broke, I wasn't helping anyone. I enjoy supporting those causes, and I do it because I'm selfish. I give to them because of the joy it gives me to do so.

It sounds ironic, but it is quite true. If you want to help others, make a difference and leave behind some kind of legacy—it all begins with selfishness! Now in the next chapter, we'll look at how that works with reason and purpose.

Chapter Five
The Purpose that Drives Your Life

"That's the difference with you," Dr. Peter Pearson remarked at dinner one night. (Peter is a member of my Mastermind Council.) "You really don't care what people think about you."

"That's true," I responded.

"No, I mean you *really* don't care!" he exclaimed.

Guilty as charged. Now I would be lying if I told you it was always that way. In fact, quite the opposite.

I could regale you with stories from my childhood and analyze where my insecurities came from – but what's the point? Existence exists. Things are what they are. Or as I have been known to tell guys in my seminars, "If I find your inner child, I'm going to kick his little ass!"

Yes, it's a fascinating story about when your mother tried to bronze your baby shoes while you were still in them. Likewise for the tale about how your father taught you to swim by rowing you out to the middle of the lake and throwing you overboard. And that by the time you cut your way out of the sack, he was gone.

At some point, you just have to let it go. Move on with your life. You have to be willing to give up your victim mentality and go past that, for there is where the real breakthroughs are.

Once you have strong self-esteem, you really don't care what others think of you. You really get that the responsibility is theirs, and has nothing to do with you. And this is a very important component of being able to accept your abundance.

So we've really got two issues here, both springing off of the same base. First is the issue of self-confidence, and the second is having a thought process different than most people. Not participating in "tribal thought."

In the last chapter, we looked at thinking differently for success. Now I would like to take a closer look at how you develop the natural tendency to do just that.

It all begins with your fundamental core values. The things that are the most important to you, as this drives the actions you take every day. And these spring forth from your central purpose in life. Which immediately tells you why most people go through their entire lives sick, broke and stupid.

Now I don't say that to be mean or arrogant, but we need to speak truth here. And the truth is that most people struggle through life simply reacting to events around them, oblivious to the fact that they help to create those events. Like a ship tossed at sea, they see themselves buffeted by external circumstances, a tiny object, subject to the wrath of the universe.

Most people are nowhere near ideal health. In fact, you could conservatively estimate that 80% of them suffer from obesity, low energy, poor cardiovascular capacity, disease, or a combination of these.

Most people are nowhere near wealthy. Now that may sound crass, in light of how much prosperity there appears to be in developed countries like the States, Europe, Asia and many other places. And there is no doubt that a great deal of progress has been made.

Even most people considered poor in those areas have good shelter, electricity, telephone, heating/air conditioning, and of course – TV. So they are wildly rich by the standards of the third world.

But here is the reality...

Most of these people have lots of "things" – but they are one hospital bill, or two weeks layoff from bankruptcy. Personal debt has never been higher, and personal savings have never been lower. These people give the appearance of being prosperous, but the reality is that they are broke.

Which brings us to door number three. Stupid. Just the fact that most people live their lives sick and broke tells us that they are not rocket scientists. And before you accuse me of arrogance and insensitivity, wait. I'm not happy that those people live that way, and I take no pleasure out of it. And that is why I write this now, and do the work that I do. I am writing this book to help change that.

While I agree many were born as victims of circumstances, I don't believe they have to stay that way…

I myself was born sick, broke and stupid, and lived almost 30 years in that condition. But I ultimately prevailed in rising above that, and I believe everyone can. I want you, and millions more like you, to taste the life of health, abundance, and intellectual stimulation. To look forward to each and every day with eager anticipation, passion and joy.

Now to do that, however, may take having a dramatic shift in your mindset, beliefs and opinion on life...

It may mean developing a life purpose for the first time, or replacing the one you have right now. And that may mean you have to dramatically alter the view you have of yourself, and your role in the world. If you're like most sick, broke and stupid people, you define yourself by your roles (husband, engineer, symphony board member, etc.), and you view your purpose through the eyes of servicing others, contributing to the greater good, or looking after the people around you.

If this is the case – you are insane. And you're no doubt sick, broke, and stupid!

Now if you haven't thrown this book away after that last statement, let me explain my comments. If you define yourself by your roles (Ray's wife, Becky's husband), then you have no personal identity. Which means you have a low self-esteem and opinion of yourself.

And if you see your main purpose in life as serving others, you're probably personally responsible for the founding of at least three "Co-dependents Anonymous" chapters.

Let me go on the record and say, if your main purpose in life is to "serve others" – you have an extremely low opinion of yourself, don't believe you are worthy, and will experience a tremendous amount of lack and limitation in your life.

Now you might come back with something like, "Really, I don't need all those outside things to be happy. I don't care about money and material things. A car just gets you from point A to point B. I am happy to live in a hut in the rain forest and teach the savages about Christianity. If I get enough grubs to eat, and a thatched roof over my head I am happy. I am serving others, which is the noble thing. I am doing God's work, and I will be rewarded in the afterlife."

Now if you feel this way, please put this down right now, and back away from the book. Sell all of your possessions immediately, and join a cult.

You have a condition. A condition clinically termed insanity.

So why do I say that? Well let's look at what exactly insanity is. I would define it as: "Unsoundness of mind to render a person unfit to maintain a relationship, or look after his or her own needs for emotional well being and survival."

People who spend their existence worrying solely about the needs of others and not themselves are not noble, benevolent, and spiritual. They are crazy.

And because they don't look after their own needs, they really can't help others in a healthy way. They can console them, participate in their drama, or enable their co-dependence, but they can't offer them real, meaningful help. To repeat an oft-quoted line from a character from Ayn Rand's book "The Fountainhead..."

"To say 'I love you,' one must first know how to say the word 'I.'"

You know that to love anyone else, you must first love yourself. But are you really aware of what that means on a practical application level? Rand taught, and I believe she was correct, that you must live your life by the fundamental values of:

Purpose.
Reason.
Self-esteem.

We've discussed the virtue of selfishness already. Now let me really blow your mind. What do you think when I tell you that...

Your highest moral purpose must be your own happiness.

Does that threaten you? Offend you? Make you angry? If so, please take a good look at that. Because this is the only healthy, sane way to live. And the only way that ensures the survival of the species, and the well being of the most people. In fact, it is the only honorable way to conduct any relationship!

You must not sacrifice yourself to others because that is depravity. It is depravity because it is a certain state of moral corruption and degradation. It is sick, a sure symptom of mental illness.

Do you really get that?

And likewise for the opposite situation. You shouldn't ask others to sacrifice for you, for that is no less sick and depraved. Corrupting the morals of others is no less evil than corrupting your own.

Purpose...

It doesn't serve anyone to degrade yourself or to degrade others. And that is exactly what sacrificing yourself for others is. In the book "Atlas Shrugged," one of Ayn Rand's main characters is asked, "What is the most depraved kind of human being?" His answer would likely surprise most people, since he doesn't suggest a murderer, or rapist, or other sex offender. His answer is, "The man without a purpose."

When asked about why she suggested this as opposed to the other possibilities, Rand replied, "Because that aspect of their character lies at the root of and causes all the evils which you mentioned in your question. Sadism, dictatorship, or any form of evil, is the consequence of a man's evasion of reality. A consequence of his failure to think. The man without a purpose is a man who drifts at the mercy of random feelings or unidentified urges and is capable of any evil, because he is totally out of control of his own life. In order to have control of your life, you have to have a purpose – a productive purpose."

When you have your own happiness as your highest moral purpose, you have a productive – and moral – reason to exist. Not only do you have a reason to exist, but also you exist in a state of true abundance!

And here's the important thing...

If everyone did this, the world would be a much better place! Instead of dysfunction, depravity, and codependence, we would have healthy, functional, value-for-value relationships. No one would be asking you to sacrifice for him or her, and you would behave the same way. That is the way healthy relationships are done.

Reason...

The next important fundamental value is running your life by reason. Which means that you analyze things with the criteria of whether it serves your highest moral purpose, which is the perpetuation of your happiness.

The question people ask me the most is, 'How do I know whether a belief I have is lack oriented?' This is actually quite easy. Don't make it complicated. The question to ask is simply.

"Does this belief serve me?"

And the way to discern that is with your rational mind. Emotions are good. They are a vital part of living a full and rich life. But the truly sane and emotionally balanced person will know – or will make it a point to discover – what is causing those emotions. There does not have to be a clash between your emotions and reason. And shouldn't be.

In "Breakthrough U," my Internet-based coaching program, I asked, 'When I question a core belief of yours, are you furious with me because I'm "wrong," or because you are afraid to even ask the question?'

When someone tells you that they love you and you are afraid – is it because you don't love them, or because you do, and you're afraid you'll lose them?

Is it really fear of failure that holds you back? Or is it really fear of success?

So yes, you experience emotions. But don't make life-altering decisions based solely upon them. Feel your emotions, and then learn what causes them. Then, use your rational mind to decide what is in your highest good.

That means extend the situation to its logical conclusion, and see if the logic holds up. Meaning, checking to ensure that if you pursue a particular course of action to its completion, it will make you happy. If not, it is counterproductive to your existence. This of course leads us to the third fundamental value:

Self-Esteem...

A sane person accepts him or herself, and is comfortable in his or her own skin. And they are also comfortable with being selfish, and ensuring that their own needs are met. They understand that if they were to sacrifice themselves for others, they would diminish and degrade themselves, and ultimately be of use to no one.

Now this leads us to the next question that arises for many. Namely, what about love and relationships?

Love is an expression of your self-esteem. And an expression of your deepest values. You fall in love with someone who shares these values. And if you truly do love someone, it means that they bring happiness to your life. Or in other words, *you love them for purely selfish and personal reasons!*

Because if you weren't in love for this reason, it wouldn't make sense. If you were in love for selfless reason, it would mean that you would get no joy or personal pleasure, and are there simply for self-sacrificial pity for that person. That is not love. It is dysfunctional craziness.

That doesn't mean that there are not millions of people who would accept that kind of sick, superficial love. There are. But those are the people who want to remain sick, broke, and stupid. They merely want to suck the joy, life and energy from your body. Then, when you are as lifeless as they are, they will be content to know that you share an equal misery.

In true prosperity, you choose the person you love, and you fall in love with them because they bring happiness to your life. This is the highest compliment and honor you can ever pay another human being – that you love them for the selfish reason of the happiness and joy they bring you.

Now all this is not to be confused with Hedonism...

The philosophy of hedonism holds that only what is pleasant or has pleasant consequences is intrinsically good. The psychology of hedonism holds that all behavior is motivated by the desire for pleasure and the avoidance of pain. This would seem to suggest that pleasure is a standard for morality. Which is most certainly not the case...
That would mean that whatever values you had would be moral. It wouldn't matter if you chose them consciously or unconsciously, with reason, or by emotion. You would be basing your morality on whims, urges, or whatever desires possessed you at the moment. This is definitely immoral.

Good must be defined by a rational standard of value. Pleasure is not a "first cause," but rather a consequence. The consequence of actions you take because you have made a rational value judgment.

Let's continue with this logical exploration of this philosophy to live life by. At this stage many people will ask about serving others, and giving to charity. They wonder if I mean that they shouldn't help others or support charities. Glad you asked.

There is this belief that you have a moral obligation to help those less fortunate than you. Nothing could be further than the truth. This is the kind of belief that keeps people sick, broke and stupid.

If you live your life by the principles we are discussing, you very well may help others and contribute to charity. I already told you that my number one expense on my tax return for the last five years or so has been charity. In addition to that, I have often helped others with support, even though no one else knows of it, and I don't get a tax credit. But here are the three criteria I use:

1) The person or organization is worthy of the support.
2) I can afford to do it.
3) It brings me happiness to do it.

That alone is what determines on whom and where I spend my charity dollars. It certainly has nothing to do with who is the "neediest," or what causes are politically correct.

I support a great deal of causes. The Opera, Symphony, my church, wildlife funds, disease prevention and cures, homeless shelters, runaway shelters, and scholarships. I have bought business items and computers for aspiring speakers, performance costumes for upcoming singers, financed martial arts training for foster kids, funded academic scholarships, sponsored more amateur sports teams than I can count, and bought holiday presents for a whole bunch of kids who otherwise wouldn't have received any.

But I did this for purely selfish reasons! For the happiness it brings me.
Take the concept even further...
You might even step in the way of a bullet that was headed for your spouse or someone you love greatly. If their value to you were so great, that you would not care to live without them, it wouldn't be self-sacrifice. It would be a case of protecting what you value.

And that is where this all leads to. You know exactly what brings value to you, and furthers your purpose, which is a life of happiness. It means accepting that you are supposed to be happy and working towards that end, without guilt. Rejecting the tribal thought surrounding you and refusing to give in to guilt rackets that are practiced on you.

As you look around the world today, it is easy to view man as a helpless, subservient, robot. Most people are just worker drones in the collective, living their sick, broke and stupid lives. We are surrounded by mediocrity, depravity, and fear. But if you look a little deeper, you see something else...

You see Concorde flying at Mach 2.2, study missions to Mars, and the Golden Gate Bridge. You experience a Puccini's Opera, read a Hemingway book, or watch Michael Jordan defy the laws of gravity. You marvel at the Great Pyramids, the tenacity of Lance Armstrong, or the courage of single mother battling cancer.

You start to see the enormity of the human spirit, and the greatness we are capable of. You realize that man is not inherently weak and helpless; he just becomes that way when he refuses to use his rational mind.

And you recognize that you yourself can do great things, and do them for the right reasons. You can be bold, daring and imaginative, and leave this world a better place because you were walking on it for a while. When you live your life by the core values of purpose, reason and self-esteem.

Chapter Six
The Prosperity People in Your Life

We have talked about the effect negative people in your life can have on you. But what about the positive ones? And what kind of people do you need to really accept your abundance in all areas?

I can still remember a pattern I saw over and over when I went through group therapy. Someone in the group would really be bugging me. I would speak up and say something like, "You know what your problem is? It's you always (fill in the issue)." The person would of course, deny it.

The group would then converge on the person to let them know they were in denial and that what I said was true. After enough input from enough people, the person would eventually accept that the issue in question was one they needed to work on. Then invariably, someone would turn to me and say something like…

"Well Randy, that's interesting that you noticed that in Brian. Because you have exactly the same issue."

I of course, was incredulous, and would immediately let the person know how off base they were. I would turn to the group for support. One look at their eyes would let me know I was in trouble…

They would be eyeing me up like a priest who spots a fresh crop of altar boys. This was their chance to put me in my place, and they would hit me with both barrels.

One by one, they would take turns verbally confronting me on my behavior. They do this for two reasons:

Reason number one, because they hated me. I was arrogant, opinionated and argumentative. I resented the group, I hated being analyzed, and I was in deep denial about my emotional issues. Which is the second reason the group often ganged up on me…

Because they were right.

So the argument would last for two or three of the weekly sessions. The group confronting me – me denying it.

I would leave the sessions incensed at the unfairness of it all. Usually, after hours of turning it over in my mind, I would come to the realization that the group was right. Then I'd have to go back and admit if to them the next session, which pissed me off even more!

And time after time, the whole issue was brought out because I recognized and hated the behavior in someone else. They were the mirror image I needed to start the process.

My pattern was:

- Notice the problem in someone else
- Confront them
- Get confronted back
- Argue and deny
- Self-searching and deliberation
- Acceptance and the ability to then move on

This was a pretty stupid, dysfunctional way to learn lessons, but it was the only one that worked for me at the stage of consciousness I was at. I think this is a common pattern for people who begin the self-development process. It aint fun, but it works.

So what about you?

What is the process you use for learning, confronting, and changing dysfunctional behavior in your life? How do you recognize and correct personal issues that can be keeping you from happiness and prosperity?

In my case, I've learned how to streamline the process. I now have two ways that I make change.

Process one. I take note when something someone else does really bothers me. I've realized that when something bothers me from another – that may be an issue I need to look at in myself. So the process here is:

- Notice a problem in someone else
- Self-searching and deliberation
- Acceptance and the ability to then move on

The other way this happens for me is when I am confronted by someone I trust. There are only a few of these people in my life. But I trust them implicitly. They have demonstrated to me that they know how to be "real," they are well adjusted, and their own life is working well. They won't tell me what I want to hear, and they're not afraid to "call me on my stuff."

So the process here is:

- Someone I trust "calls me on my stuff"
- Self-searching and deliberation
- Acceptance and the ability to then move on

Now this doesn't mean that every time I react to someone's behavior, or someone brings my own behavior to my attention—that I automatically accept that I need to change.

Sometimes I'm reacting out of knee-jerk response mode to an old issue I had before. Other times someone who brings something to me is only projecting his or her own insecurity on me. But I have found that *most* of the time, it is something that I need to address. And when something is brought to me that I'm just not sure about – I will check it out with someone else I trust.

So where does the problem come in?

Finding enough people at the consciousness I am at. And that is the real issue for you as well. Because it can be a little daunting to locate these people – and a little scary to let go of the others.

Once you get on the pathway of personal development – you can start to leave people behind real quick. And it's not them you have to worry about – it's you.

Because you may self-sabotage yourself to keep things comfortable…

Many of the participants in my coaching program are starting to realize that they are challenged with lack and limitation thinking. They're surrounded with negative people. They might be married to one.

They start to see that moving forward to success is going to mean some change, disruption, and uneasiness. This can cause anxiety that percolates below the surface.

And that could just cause you to not take an action that would move you forward…

You might just get in a traffic accident and miss your child custody hearing. You could oversleep and decide not to attend that educational seminar. You might run out of gas and miss that interview for a better job. You might wait a little too long to leave for your appointment, so you take a shortcut through a bad neighborhood, and end up on the wrong end of a gun. You could manifest a drama that keeps you in chaos – and prevents you from meeting the mate that is perfect for you.

Of course you wouldn't knowingly get robbed, get in a car accident or miss a good job. But people manifest these kinds of things subconsciously every day.

So how do we really let go of lack? And break patterns that have often been practiced over our entire lifetime?

The reality is, when you are doing the victim thing, as I was, you probably have a very large investment in remaining a victim. And there are probably dozens of little things you do every day to maintain that status.

Let's take being sick as an example. As you know, this was an issue for me. In my case, I was manifesting sickness to get attention, affection, and what I perceived as love. So how does that play out on a daily basis?

Well you probably have four or five people who, whenever they see you, look concerned and ask about your condition. Every time this happens, you get another chance to be a victim.

You may be on medication that allows you to think about your condition three times more a day. You have daily routines, little things you do that are about being sick.

And don't get me started about handicapped parking decals, walkers, wheelchairs and other things like that!

"Now wait a minute," you say. "Surely you are not inferring that I can just throw away my wheelchair, braces, medication, therapy, etc.," you ask.

Well I'm not even going there. I don't need a lawsuit from someone who stops taking their medication, or falls down without their walker. However...

I do know that all these things can keep you sick, and being a victim. And I know that sometimes we need them. The real question is when do we really need them, and when are they actually keeping us sick? Think about it.

Now of course those things all have good uses, and we sometimes need them. But other times, using them can keep us dependent, keep us in victim-hood.

Suppose you discover that like me, you've been hanging on to an illness because it gets you attention and affection. You realize this, and vow that tomorrow you are starting out new, fresh and healthy. But you go to the mall...

And there are those handicapped parking spaces, all close to the store and everything. And you're holding on to that decal that allows you to park there...

What happens next?

You've got a medicine chest full of pain pills, hospital equipment around the house, or books and articles on your condition. If you become what you think about, what will all this stuff do?

If you have a bunch of friends who continually ask how you are, and inquire about your condition, what does that do for your consciousness?

Think about all that. And think about this...

We've been using sickness as the example. Think about how you might do something similar in terms of staying broke, missing a promotion, or losing a healthy relationship.

If you're broke right now – and my definition of broke is that you don't have at least $10 million U.S. – how much time do you spend owning being broke? Do you ever repeat the stupid clichés about the rich getting richer, having to have money to make money, etc.? Do you gossip about how cheap your boss or company is?

Have you surrounded yourself with people who wear being poor as a badge of honor? How many of your close friends make a whole lot more than you do? And here's the real big one...

Do you spend most of your thoughts about money (worrying about paying bills, where you'll get the money, etc) or dreaming of ways to preserve and increase your existing wealth?

So far we've looked at ways we might unknowingly stay sick or broke. Do you think you could do the same thing to threaten a healthy relationship? Or prevent you from ever getting one?

Well let me ask...

If you're single, do you have a daunting list of qualifications that a prospective candidate must meet in order to qualify? Have you made it next to impossible for a human to qualify? (Don't you be raising your eyebrow like that Lisa Jimenez!)

And if you are coupled, but facing challenge after challenge, is it really all the other person's fault, like you maintain? How many of the negatives in your relationship are exact parallels of the problems you witnessed with your parents?

Guys - does having a "cold, frigid wife," a "bitch ex-wife," or jealous controlling girlfriend (or all three!) fit perfectly into your martyr identity? And ladies, Gays, and anything in-between - the same question to you, with the appropriate gender bias.

Do you have single friends who get jealous when you are happily seeing someone? What effect might this have on your prospects of a long-term happy relationship?

Do you regale your friends with stories of past injustices from previous relationships? Do you have a "support group" of friends who console you every time you get abused, dumped, or stood up? If so, how much of your identity is tied into this?

In other words, does having unhappy and unhealthy relationships fulfill your vision of yourself as a noble victim? And don't just focus on your spouse, or lack of one. What about your relationships with your family and close friends?

Please spend some time thinking about all this. Perhaps you have decent relationships, but aren't wealthy. Maybe you've got a lot of money, but poor health. Evaluate all the areas of your life, and see if you are subconsciously holding on to victim-hood in any way. It's the first step to limitless abundance!

I was talking to my acupuncturist the other day. We'll call him "Steve." He's a wonderful healer. Trained in China, he really knows his stuff. Yet I can see that his business is struggling. I also know why...

For the past three years I've known him, I often hear him say things that affirm lack. And I can tell from his other statements why that is. They come from his underlying beliefs. We both attend the same church. When I ask if he has a lot of clients from church he says things like, "The people that go there are too poor. They're not willing to spend money on things like acupuncture."

I told him that I didn't believe that this particular belief served him. He said, "No it's not a belief, it's a fact. People at that church don't have much money."

"That's not a fact," I say, "many people at church buy my tapes, attend my seminars, participate in Breakthrough U, and joyfully, gratefully and lovingly spend money with me. There are many prosperous people at that church."

"Ok they spend money for something like you have. But they won't spend money for something like I have. That's just a fact."

He has the belief that people won't spend money for acupuncture. He bases this on the "fact" that his practice has gone down over the last few years, and he knows several other practitioners whose practices have declined.

This is what's known as "confirmation bias." You notice data that supports your prejudice. The reality of course is that acupuncture, iridology, massage, homeopathy, and virtually ALL forms of natural and alternative therapies are exploding across the U.S. and the world.

He said to me, "A few years ago, I was doing great. I had a big practice in New York, was doing about $120,000 a year, then things started to slide..."

"Wait," I interrupted, "That's problem number one. First of all, doing $120,000 a year is HORRIBLE! That's slave wages for someone with your training and education. So we have to change that belief right now."

"But you don't understand," he said, "in this line of work..." And then he went on to give me all the reasons to support his limiting beliefs.

I realized that he has the belief that doctors of acupuncture will eke out a living, and struggle to have people accept their services. He sees the profession as a noble chance to serve humanity, but not one that someone can actually make a nice living at. Of course I pointed out that this belief didn't serve him. And of course he pointed out that this wasn't a belief, but a "fact," based his experience of the profession and the people he knows.

This is a very common belief by the way, for many people in the healing professions. And a very foolish one. Any profession that provides great value to people is also one that will make you rich. That's the way that prosperity works.

"How much do you think I'd make a year as an acupuncturist?" I asked Steve.

"Where?" he wanted to know, "In New York?"

"No not New York, right here. Actually here, New York, anywhere," I replied.

He hemmed and hawed, and it was obvious that he didn't want to insult me, but he thought that I would struggle as an acupuncturist as well. I assured him that I would make at least $350,000 to $500,000 a year as an acupuncturist, and at least another two million dollars a year training other acupuncturists how to do the same thing.

Steve simply didn't believe me. The most successful acupuncturist he ever heard of was one who made $250,000, and that guy wasn't any good, he related.

"So he was a crook?" I wanted to know.

"Well let's just say that he wasn't very ethical," he replied.

Now it was all coming into focus. "So what you're saying is that acupuncturists all struggle to get by, unless they are willing to sell their soul."

At first he resisted, but he slowly came to realize that he did have a core belief that the only way for an acupuncturist to be wealthy was to practice unethically. And that what he considered to be success, would be what I would consider marginally scraping by.
I dug deeper. Turns out he was raised by his grandparents, who were quite poor. He related that he could still hear his grandfather's voice proclaiming (Are you ready for this?), "We may be poor, but at least we're honest!"

That had been the mantra around the house. Do you have any idea of the effect this kind of programming can have through life? When you learn these kinds of lessons at an impressionable age from a trusted parental figure – the effect is quite profound.
It just percolates down there in your subconscious, shaping the beliefs, prejudices, and attitudes you use to form your whole life. It sets up your initial confirmation bias, and the world you see from that point on will be through those tinted glasses.

Not two days after my conversation with Steve, I was chatting with another amazing natural healer, this one a chiropractor that also teaches a unique brand of yoga. He lives for his practice and patients, always learning new techniques, always striving to treat them in the most holistic and powerful way. He teaches his yoga class on the beach, as the sun is setting and the waves are crashing, so it's quite a spectacular experience.

What does he charge for this euphoric healing experience? Seven dollars. Which used to be four or five till I beat him up about it last year.

He invited me to his class that night, and jokingly said, "The class is $7, but you can pay $30, so you feel it's worth it."

So of course I chided him for his poverty consciousness pricing. And of course he replied with, "Hey – do you know how many yoga teachers are happy to make $45 a class?"

Which is the equivalent of the convict who says, 'Hey I only killed three people, Charles Manson killed about 20!'

Measuring your worth by the standards of the foolish tribe is very foolish indeed. So I told our yoga-enlightening friend, "But you're not happy unless you make $65 a class, right?"

"No, no, no," he exclaimed, "I made $120 last night."

Now you know what? If he is happy making $120 for a couple hours work, then that's his business. But I think he's capable of a lot more. Just like I think my doctor of acupuncture is.

Now I'm sure both of them would ask the question, "Well Randy, why don't you pay $150 a session for the acupuncture instead of $60, and $30 for the yoga instead of $7?"

Because that would not only be stupid, it would be anti-prosperity. I would be penalizing myself, and subsidizing the moochers. I expect to pay the same going rate as everyone else does. And I judge the value I receive by the value that the person providing it sets on it himself or herself.

Now in both these cases, these guys are friends of mine. So I do what I think any good friend does for another. I challenge their prosperity consciousness, and remind them of the greatness they have inside. And point out that the universe rewards greatness with riches – if you are willing to accept it.
So how's your relationship situation? Do you do this role for your friends? Do you have people in your life that will do this for you? And this question…

How often do you put yourself in the company of people who challenge your beliefs and expand your concept of what abundance is?

I have lived a life that demonstrates the power of achieving prosperity like few others ever have. I have gone from sickness to abundant health. I have transformed myself from a dishwasher in a pancake house to a multi-millionaire. And I have grown from someone contemplating suicide, to living a joyful life of happiness and fulfillment.

That metamorphosis was the result of a number of factors. Changing my beliefs, spending time in daily self-development, learning how the laws of prosperity work, and other things. But the underlying element that drove ALL of these things was that I changed the people in my life.

In my case, I changed where I lived, and where I worked. I stopped hanging out with my victim friends. Now this wasn't done without some discomfort and guilt. Case in point, one night when the telephone rang.

Rackets…

Greg was very agitated, and it was obvious in his voice over the phone. "Randy, you say you're a good Christian, but you're always judging me and others. You're so rich now; you forgot what it's like to struggle. You forget that others didn't have the same chance as you. God has blessed you and now you're forgetting about the people less fortunate than you."

I took a deep breath and I smiled to myself. I couldn't help but notice the humor in Greg going back to the well with this old standby again. And why not? It had worked with me many times before.

But not this time…

Because this time I had my Star Trek universal translator fired up so even though Greg spoke the words you see above – this is what I heard: "Randy, I'm going to take your belief in Christianity and use it against you. I have made many foolish decisions, not the least of which is I knocked up a girl, didn't pay child support, called in sick a lot so I got fired from a couple of places, and ran my car into the ground, so it doesn't run. While you were working 70 hours a week, I was just doing enough to get by, so I could watch six hours of television a night and ten hours a day on weekends.

"Now you have things and I don't. Your life is working and mine isn't.

"By talking about Christianity, I'm hoping to manipulate your emotions and make you feel guilty. If I can make you feel guilty enough – you'll "lend" me another loan, which you and I both know, will never be paid back, just like the last three weren't. By presenting the good decisions, sacrifice and hard work you did as 'luck,' or 'breaks,' I will try to make you feel that life treated me unfair, and attempt to mooch from you some of what you've earned."

OK, let me level with you. Captain Kirk did not lend me his Universal Translator. I understood what Greg was really saying because I speak fluent "racket-speak."

Now I'm embarrassed to tell you that I know the language so well because I used to be the biggest racketeer of all. And make no mistake – the situation I have just described is a racket. It is the way addicts, parasites and drama queens use you, to bail them out of the bad decisions they have made.

And it usually works!

How can you not feel guilty when you have much, and others have next to nothing? It can be a tough situation; in great part because of the way the racketeers manipulate you. They are experts at shirking responsibility, and using other factors to manipulate you.

Case in point, Delta Airlines.

On my way back from Singapore, the last leg was a Delta flight from Atlanta to Fort Lauderdale. As usual, they didn't have the paperwork done by departure time, so we were still at the gate twenty minutes later. Then a thunderstorm came in and shut down the airport. So we sat at the gate for over an hour before we could finally leave.

When we finally landed, the pilot thanked us for our patience, and said, "I'm sure you understand. When Mother Nature acts like that, there's not much we can do."

That was a classic racket.

The pilot is pushing off the blame for his and his company's inept performance on the weather. But the truth is, had we taken off on schedule, we would have beaten the storm. But like a lot of racketeers, the crew grabbed at outside circumstances to use them as an excuse to escape responsibility for their own actions.

That's what Greg was doing when he was always wheedling money out of me. This is very common when people are immersed in "victim" behavior. They say something like, "It's not my fault! I couldn't help it. There was an accident on the highway, so traffic was backed up. I was late for the interview and they hired someone else. Then the bank bounced my checks because I was expecting them to give me an advance if they hired me, so I wrote out a few checks because the bills were overdue already, and I..."

Sounds good, looks good, looks good on paper. Only problem is, it doesn't work. If that job was so important to your life, you should have left 45 minutes earlier. But victims don't think that way. And when you spend too much time around victims, you start to think like they do.

Don't get me wrong. I would love nothing better than to see Greg and all my other "victim" friends become prosperous. But I can't drag then across the finish line. And you can't do it with your friends either. The best thing you can do is limit your exposure to them when they want to be a victim, and support them when they are wiling to make a real effort to grow their consciousness.

It doesn't serve you to drown in despair with them. Give a man a fish, and you feed him for a day. Teach a man how to fish and he eats for a lifetime. Teach a victim how to fish and he'll sit in a boat and drink beer all day!

Chapter Seven
Religion and Lack

I'm a real enigma to most people. I live my life by objectivist principles, but I believe in a God. I meditate and I drive exotic sports cars. I have a deep connection with my God, but I'm not religious. I preach prosperity, but I'm tough talking, blunt, and sometimes use language that would make a longshoreman blush.

I have no problem with any of those contrasts, and celebrate them as demonstrations of the rich life I live, the integrity of my message, and the assignment I carry out. I see myself as the prophet of profit, the swami of selfishness, and the minister for the un-ministered. I am never afraid to tell you the truth, as I perceive it. Even when, and especially when, it runs counterculture to accepted beliefs in "the tribe."

About 15 years ago, I had a profound insight on prosperity. I stopped taking financial advice from broke people. I stopped getting health tips from sick people. And I stopped looking for spiritual guidance from people that couldn't demonstrate the manifestation of Universal Laws in their life.

It sounds pretty simple when I write it that way, doesn't it? But I've found that few people can claim to follow this same approach.

It's always the programming that sneaks in the back door that you have to be really concerned with. And of course no one does that back door programming better than organized religion. Even a lot of people who normally use a lot of discernment on what they allow to permeate their consciousness, often let down their guard when they enter a religious environment.

They mistakenly assume that the content they receive is somehow blessed by God and thus positive for them. Often it's just the opposite. In fact, when I receive information in a religious setting, I keep my lack radar on Red Alert.

If you can let go of some of the doctrines and dogma that organized religion programmed you with – you create a vacuum for spiritual principles to enter your mind. Truth is, the issue here is not about fundamentalism, God, or religion. The ultimate issue here is believing that you are worthy of abundance.

Remember the couple in my Mastermind Retreat that had such a difficult time embracing the idea that could bring them tens of millions of dollars? In their case, I think the cause was their religious beliefs.

Now this is a very common situation in the world today. Organized religion is one of the all-time worst offenders in terms of lack and limitation programming. The Christian church has milked this strategy for centuries, but they are certainly not alone. They have plenty of company.

But this couple had a little different twist.

Of course I told the husband (who is a dear friend of mine, BTW) that I thought they still had an issue accepting prosperity, based on his inability to think what his life would look like if he made $30 million a year. He felt I was way off base, because he is a fundamentalist Christian. And like a lot of fundamentalists, he feels that his religion is a prosperous one.

He is often offended by my attacks on fundamentalism, and he feels that I perceive it as lack programming because so many Christians are enamored with the belief that it is spiritual to be poor. He's right and I do.

He feels that he is not infected with the lack mind virus because he equates believing in Christ, as believing in prosperity. He trotted out all of the usual explanations: God gave his only begotten son for us, he has a rich heavenly Father who wants him to have the kingdom, etc.

That's not the issue, however…

Not for him, not for a lot of people. And maybe not for you.

I don't see his lack programming coming from the belief that God is withholding things from him, or is not a benevolent provider. (While many fundamentalists have that belief, this is not his problem. He is infected with THE OTHER virus that comes often from organized religions.)

I think the problem he and many other people face is that deep down on a subconscious level, he feels unworthy of those blessings. The problem as I see it is not that he doesn't believe in God's love – it is that he feels he is unworthy of that love.

And that is an issue for millions of people. And that is the real crux of what we're talking about here. It's the result of centuries of indoctrination.

By persuading people that it is spiritual to be poor, the religious authorities maintained power over the masses. They convinced them that this was the way things were ordained to be. It also caused people - through fear - to tend to act for the good of the tribe, because anti-social behavior brought the threat of eternal damnation. "If you go against this law, you will be punished in the next life."

Making people fearful of transgressing against the teaching of the priests was therefore a means of controlling them and it also served to keep them meek and docile, satisfied with their lot.

I attended a Sunday morning Christian service at a Convention I was attending. The speaker was a layman, who used the opportunity to profess his devotion to God. He was sincere, heartfelt and offered a wonderful, moving message of his faith. I made it a point to introduce myself to him afterward, and let him know what a beautiful job he did.

A few weeks later, I got a present from him. A book called "The Seeker's Bible." Now I hate to even mention this, because it was a gift given from thoughtfulness, love and brotherhood. But I would just as soon read this thing as stick a fork in my eye. It is absolutely filled with lack and limitation programming. Or at least that's all I can assume, after reading the first few pages of the introduction.

It starts off with the premise – a very common one in religious circles – that happiness on earth is simply not attainable. (BTW, if you think Christians have cornered the market on this belief, check out what some of the Eastern religions teach.)

The book states, "That is why there are so many miserable 'successful' people. How often have we read in the paper about another celebrity checking into a rehab clinic, overdosing on drugs, or committing suicide? Why is that? It's because they 'have it' and know that 'it' just isn't 'it'!"

Of course the subliminal message in statements like the one above is that rich, successful people are unhappy, have addictions and kill themselves. And of course we have lots of "proof." John Belushi, Jimi Hendrix, Janis Joplin, Michael Hutchinson, Kurt Cobain, etc, etc.

There is only one problem with this rationale. These things also happen to poor people too. You just don't hear about them.

Yes lots of rich people check into rehab clinics. That's because they can afford them! Have you seen the price of a rehab stay?

Poor people OD and kill themselves every day. In fact, a lot more of them than rich people. You just don't see it on CNN, because most people aren't interested in what happens to some broke bricklayer. "The poor bloke blew his brains out. What a shame. Can you pass the mashed potatoes please?"

But if we learn that someone rich and famous blew his brains out – that's good news! Because it feeds our subconscious programming that it is spiritual to be poor, and those rich people are just getting their just desserts.

This Seeker's Bible goes on to talk about people's tendency to want bigger and better. It says, "You would think after earning their first million, people would be satisfied – but it never happens. They make a thousand and they want two thousand. A million, five million. Five million, twenty million – and so on."

It goes on to quote King Solomon, "Just as Death and Destruction are never satisfied, so human desire is never satisfied." And then someone named Joy Davidson, who says, "Living for his own pleasure is the least pleasurable thing a man can do; if his neighbor doesn't kill him in disgust, he will die slowly of boredom and powerlessness."

Now we're getting to the stuff that religion does better than anyone. Guilt!

You have a thousand and you want two thousand? You greedy bugger. You should be ashamed of yourself! Will you never be satisfied?

I could go on for about ten thousand days on this kind of insidious lack programming, but I tire of debating such foolishness. Just know this. Organized religion has been distorting the message of prosperity for centuries. There are enough different quotations in the Bible that you can pull out five of them from various chapters to support just about any opinion you have. And the same thing can be said for the Koran and other religious manifestos. Unless you read these in their entirety, don't bother.

In another quote from "The Seeker's Bible," it says, "The Bible clearly identifies our serious problem as sin. Sin is not just an act but the actual nature of our being. In other words, we are not sinners because we sin. Rather, we sin because we are sinners! We are born with a nature to do wrong...We are not basically good – we are basically sinful. This sinfulness spills out into everything we do."

Yeesh! What a belief that is! Now can you imagine how you will feel about yourself – and becoming prosperous – if you are raised believing that? Imagine the subliminal programming of hearing preaching like that over a period of years.

I believe that money is God (or the Universe) in action. There is no separation. Sunshine, and full moons and walks on the beach are spiritual. Good health, happy relationships and love are spiritual too.

But so are financial security, a nice home, beautiful clothes and a car that makes your heart race! Because the only way you get and keep the material things, is by giving a fair exchange of value, and living by the spiritual laws of prosperity.

What would you think if I told you that this continuous desire for more comes from your Spiritual nature – and not your 'groveling sorry sinner who will rot and burn in Hell with gnashing of teeth' nature? What if I told you that it is "Divine Dissatisfaction" that keeps you growing, developing, and attaining a higher level of consciousness?

Now if you've been raised in any kind of fundamentalist religion – that's probably the opposite of what you've been programmed with all your life. (BTW, this is pretty much the case in all fundamentalism, from Islamic to Christian, and everything in between. The more you become conscious of this, the easier it is to counter-program against the negativity. And it also means you will become more aware of the self-sabotage it can cause you to do.)

And this is not to say that only having material things will make you happy. They won't. You have to have people you want to share them with. And you must be spiritually grounded. But the point I want you to really get, is that having a desire for these things is not bad – it's Divine! <u>It's what drives you to reach higher and do more, which moves you to a higher level of consciousness</u>!

Now my point in all this is not to get into the individual religions, and I will not debate you on whether your God is the right one or the "real" one. That is not my role, and this is not the place.

And believe it or not, if you don't believe in God, I don't see it as my responsibility to convert you. If you have a belief in natural progression, or universal law, and it is working for you, I celebrate that.

In my experience, atheists and agnostics often have a greater understanding of true spiritual principles than many claiming to be Holy. So it's not you I'm worried about. I believe you will find your path as it unfolds before you. My concern now is those of you that do believe in God…

I ask you to think about your belief in God. And more importantly your belief in your relationship to God.

Is it fear based, founded on a belief of a Supernatural being who is making a list and checking twice, gonna find out who's naughty and nice? Do you see yourself as a sorry sinner who needs to appease your God by groveling and prostrating yourself before Him, to avoid eternal damnation? And if so...

Do those beliefs serve you???

What do you think they do to your self-esteem? What do you think they do for your belief in your ability to do great things? How do you think they make you feel about your worth? What do you think those beliefs do for your prosperity consciousness? And will they allow you to accept abundance?

I see the whole concept of "original sin" as a distortion of the Bible. My copy says that God created man in his own image. And He saw every thing that He had made, and, behold, it was very good. And as far as I know, He has never changed his mind. So you see I have a belief in "original blessing."
Now you know what? The fundamentalists will argue the point with me all day long. And you know what else? God bless 'em. May the force be with them. They can argue their point all day long with me (and they have), but it doesn't even register on my radar screen. Why?

Because I can see that their beliefs don't serve them. And I have found that my beliefs serve me. So they can quote their scriptures, rub their rosary beads, and hit me upside the head with their eight-pound Bible. My life is working, and I don't believe theirs is.

And that is the issue for YOU. Think about who taught you your beliefs, how long you've had them, and the way they were pushed on you. Ask yourself a very simple question:

Are my beliefs serving me?

God blessed us with free will. And the best way to honor that, and exercise that, is critical thinking. You probably came to your beliefs on God, religion, and prosperity as a child, based on what religious organization your parents sent you to. Perhaps it is time for some reflective discernment.

Now as I said before, Christianity is not alone in this kind of lack and limitation programming we're discussing. I'm using Christianity as an example here because of the book given me. Now here's what I want you to understand...

The person who gave me that book did so from a good heart. He even inscribed it to me with the words, "May this copy of God's word offer you hope, encouragement, purpose and peace in Jesus Christ." He has no idea that the book he gave me perpetuates the exact opposite of that!

I'm afraid that like a lot of people, he's heard some things so many times for so long, he has never questioned them with critical thinking. He believes in God, he believes his God is good, yet it never occurred to him that his whole belief system is based upon fear. He has never wondered why a God that is only good would have to be vengeful, punishing, and feared.

If you have been raised in this kind of religious environment, any desires you had for wealth, success and achievement were probably used to make you feel guilty. And you were probably taught that those things wouldn't bring true happiness, but only emptiness, heartbreak and despair.

Now that's certainly an interesting interpretation of desire. I have an entirely different one...

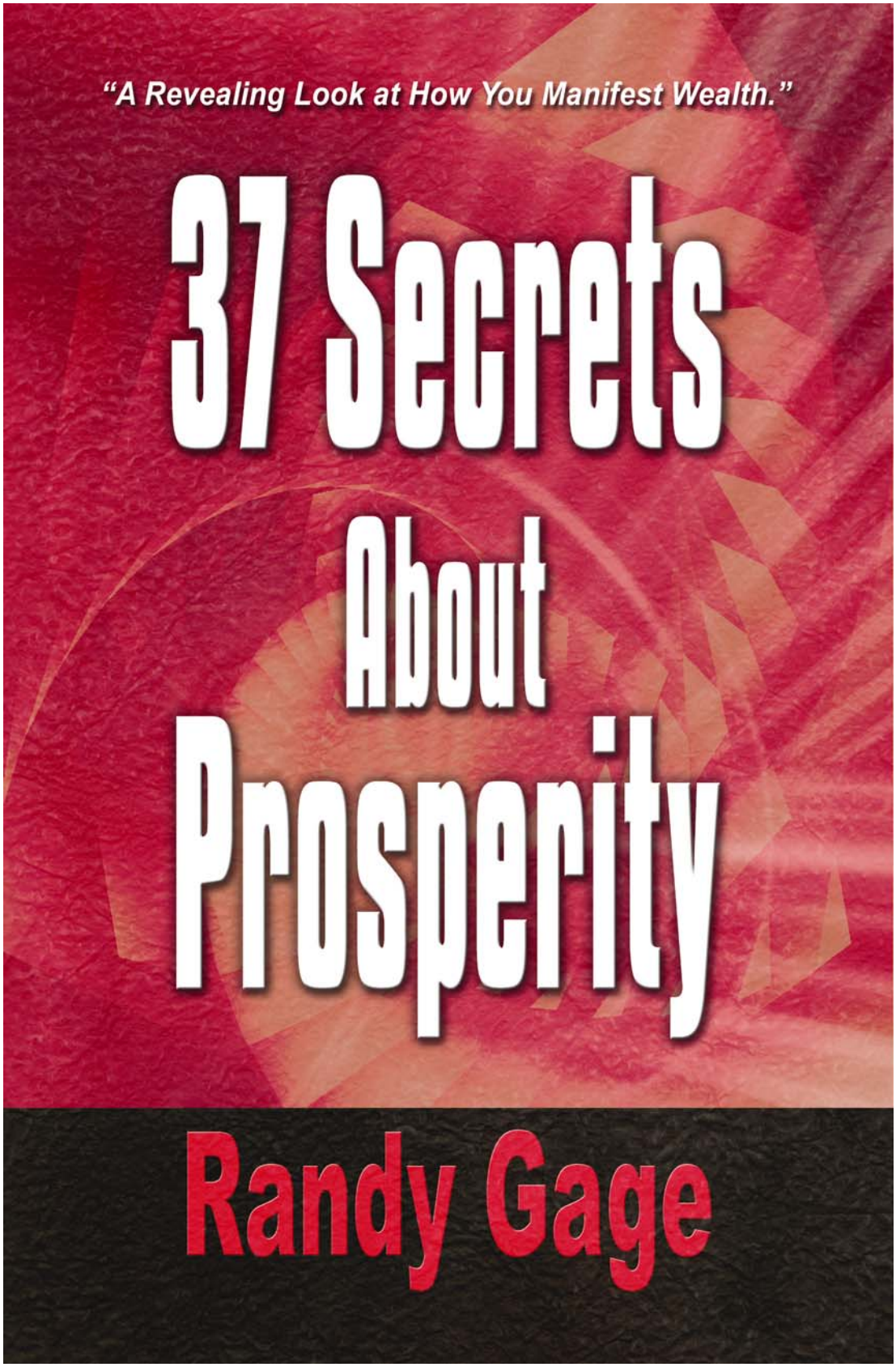
I believe the desires we have come from God. They are the vehicles he gives us for spiritual development on this plane. I have a hard time believing that it serves you or God, for you to be broke, unhealthy and unhappy.
I also don't think it serves your creator for you to be satisfied with the first job you get at the burger joint as you work your way through grade school. And I don't think it's somehow spiritual to be happy with making a thousand instead of two thousand. In fact – I think it is the exact opposite of spiritual!

I think not doing the very best you are capable of disrespects your creator, and the potential you were blessed with. I believe that when you have a desire for something more, it is God knocking on your door, inviting you to do more, have more, and become more.

I see your true spiritual path as evolving and growing, never stopping, always moving toward a higher consciousness, toward your highest good.

It is my fervent hope and highest desire, that you take that journey with the anticipation, focus and dedication that I do, and you receive the love, blessings and prosperity that I have.

Accept your Abundance!


"A Revealing Look at How You Manifest Wealth."
37 Secrets About Prosperity
Randy Gage

37 Secrets About Prosperity

"A revealing look at how you manifest wealth. "

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Dedication

To Cyndy Bressler, Alicia Gregg, and Ford Saeks.

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Acknowledgements...

I would like to express special thanks to the members of my Mastermind Council. It is the association with you that nurtures my creativity, focus, and vision. I treasure the interaction we have together, and look forward to many more years of challenge, adventure, and growth with you.

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Introduction

Prosperity is a funny thing. Everybody knows the word, but few people understand what it really means. Fewer still know the secrets it takes to unlock it in your life. But once you learn these secrets, it's a bold new world. Health and happiness and wealth do funny things to a person. It lets you start each day with joy and dynamic energy, it lets you close each day with peace and harmony, and it lets you live each day with adventure.

I've been very blessed to uncover these prosperity secrets and discover my real assignment in life—which is to share them with you. Now I move the responsibility on to you.

It's your turn now. Someone close to you needs this information. So now the next adventure is yours...

On the journey,

Randy Gage
March, 2003
Hollywood, Florida

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37 Secrets About Prosperity

1
You Can't Out Give the Universe.

This is the first fundamental secret of prosperity, and one that so many people miss. They approach prosperity as a "give me" thing, and never tune into the real energy that surrounds it.

Everything in the universe is based on the principle of trading value for value. But it is an unbalanced scale. What you send out comes back to you in multiples. Usually tenfold. So when you sow seeds of good, much more good will come back to you.

This holds true for the money you tithe, the love you give, and the good you do. As hard as you may try, you can't out give the universe.

So go out and make a random act of kindness, sow a seed to someone in need, and be extra nice to that clerk in the checkout line. Much more prosperity is coming your way!

2
The Only Free Cheese is in the Mousetrap.

That statement sounds like I'm being flippant, but it actually is a very concise, and very profound summary of how the laws of prosperity operate.

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You don't get rich winning the lottery, getting an inheritance, or discovering oil in your backyard. Those things may happen to poor people and create some temporary wealth. But the wealth won't stay around, or you won't achieve true prosperity for free. There is always a price to pay; the fair exchange of values we discussed in the first secret.

A big part of the price you pay to becoming prosperous is becoming the kind pf person that handles prosperity responsibly. Studies have shown again and again that most poor people who win large windfalls in the lottery are broke and miserable ten years later. And we are talking about people who have won ten, twenty of even forty million dollars! They got the cash, but they didn't have the prosperity consciousness. So the money never stayed, and the other elements of prosperity never showed up.

Nothing comes for free. If you let the clerk give you the extra $5 by mistake, you find a way to wire your house for cable without paying for it, or you help yourself to an extra newspaper when no on is looking—you are incurring a definite karma debt. And those debts always come due. Prosperous people never look for anything for free. There are always happy to exchange value for everything.

3
PROSPEROUS PEOPLE ARE NOT OVERLY RELIGIOUS PEOPLE.

While prosperous people are not necessarily religious people, they are deeply spiritual. They understand that obsessing over dogmas and doctrines takes them further away from their true nature. There is elegant simplicity in the pathway of prosperity from vision to manifestation. And true prosperity is inclusive, not exclusive.

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4
Wealth Doesn't Happen to You. You happen to Wealth.

Yes you may read about the occasional person who inherits great wealth or wins a bundle at the horse track. But true wealth—the kind that stays with you—comes as a result of a very deliberate process. It doesn't happen "to" you.

You happen to it. You become a wealthy person in your mind; then you manifest it on the physical plane, by becoming the kind of person that attracts prosperity to you.

5
You Build Your Prosperity with Words.

Or more specifically, the words you speak. It always amazes me when people affirm the most negative things. A friend called me today to say that he had backed his truck into a tree. He told me, "Every time things really start going good for me, something always happens to set me back." Well of course it does, he's programming that belief right into his subconscious mind, which orders it to take place on the physical realm.

Think how many times good things happen and people say something like, "I can't believe it! I never win anything." Then something bad happens, they drop a dish, spill something or get stood up, and they proclaim, "I knew that was going to happen!" Of course they did.

I hear people say things like, "Every winter I get at least three colds." I used to say, "About once a year, my back goes out." And of course it did. Till I stopped affirming that. Hasn't happened now in over nine years.

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Some people think it's polite or a good way to fit in by speaking of themselves in demeaning terms. Statements like, "I'm always a day late and a dollar short" will endear you to broke people. But they also repel prosperity and become self-fulfilling prophecies. So if you're going to determine your prosperity by the words you speak, why not affirm things like the positive statement below?

"Money is attracted to me like a magnet!"

6
Health, Love, Happiness, and Money are Infinite.

If you give someone a hug, does that reduce the amount of hugs you have left to give? Of course not. In fact, if you are known as the kind of person who gives hugs, you will likely attract a lot more of them to you.

Things that make up true prosperity like health, love, happiness, and money are infinite, and actually create their own expansion.

The more love you give away, the more you attract to you. Abundant health builds upon itself and fosters more. Happiness operates in the same way. Because you can't out give the universe, money that you circulate creates its own energy, which creates ripple effects of prosperity, which ultimately find their way back to you. It is a self-replicating cycle that goes on infinitely.

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7
Prosperity Operates on the Vacuum Principle.

Nature abhors a vacuum, and will always fill it with good. The universe cannot place something in your hand, if it is clenched around something else. The best way to attract something positive is to release something negative, and create a vacuum for good.

If you want some new clothes, best to clean out your closet first, and donate some old clothes to the homeless shelter. If you are looking for your soul mate, you must first let go of any abusive other relationship you are in. When you are not attracting all the prosperity you are seeking in your life, ask yourself what you are holding on to, that you should be releasing.

8
Poor People Obsess About Money the Most.

There is a lot of talk among the middle and lower class about how fixated rich people are about money. Many of them believe that the rich only think about money. Nothing could be further from the truth. In fact, poor people think about money a whole lot more.

This is a case of what psychologists call "projecting." Meaning that people project their own fears, prejudice, and motives on another.

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By their very nature, poor people think about money all the time. I remember when I was broke, it was about all I could think about. If the phone rang, I wondered if it was a bill collector. When I drove somewhere, I worried that my car would break down and I wouldn't be able to afford fixing it. I noticed people with nice cars and clothes and I was jealous of them. I wondered what they did to deserve what they had.

I was always juggling bills, making payment arrangements and wondering how I would pay the next round. I was fixated with money, because everything bad that was happening to me seemed to be a result of not having enough money.

Now that I have money, I very seldom think about it. Money is one of the lubricants that enhance life and magnify the experiences you have. Once you "get the money thing out of the way," it allows you to experience the benefits without the anxiety.

9
You May Ask for What You Think You Want. But You Will Get What You Really Want.

When I pray for others, and myself rather than ask for specific things, I always ask for the highest good. If you seek something specific, better to ask for it "or something better."

As a child I thought I loved shrimp. Once I grew up, I figured out that I like shrimp, but what I really love is cocktail sauce. Many times we let past events, emotional baggage and other things cloud our judgment. We think we want one thing, but often what we really want is something different. This can be good or bad.

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For the first 30 years of my life, I thought I wanted to be a millionaire. In reality, what I really wanted was to be a victim, and get sympathy from those around me. It was only when what I really wanted changed from being a victim to being a millionaire that it actually happened.

10
The Most Powerful Tool for Prosperity is Wisdom.

If a fool and his money are soon parted (and they are), it stands to reason that a wise man or woman will soon attract their prosperity to them. And they do.

If you want great wealth, seek first uncommon wisdom.

11
Prosperity is Your Birthright, and Natural Condition.

When we are unhealthy, unhappy or poor, it is because we strayed from our path, and lost contact with our true nature.

Your natural state is health. It is only when you are out of sync that disease enters your body. You came into this realm as a happy person. Unhappiness is a conscious choice, requiring you to make that decision. Unhappiness is not natural, and it is not healthy.

Likewise, you were born to be rich. Struggling for existence is not noble, not natural, and not necessary. When you live your life by the universal laws of prosperity, wealth comes to you as naturally as rain waters the flowers.

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12
Prosperity is Manifested From the Ethers Around You.

The universe has provided for all of your needs. Prosperity is in the ethers all around you. Like a soldier waiting for orders, prosperity stands on guard, waiting to be called forth.

The medium that man uses to manifest prosperity from the ethers on to the physical plane is IDEAS.

13
Once You Discover Your Assignment, Prosperity will Discover You.

Once you begin doing the work you are truly meant to do, the universe will reward you with good. This is the way universal laws work, with no exception.

When you do your assignment, you attack it with passion, zeal and dedication. And because you come with that mindset, you perform at an extraordinary level, attracting extraordinary results.

All people are subconsciously searching for their "jihad." A cause, movement or vision that is greater than they are. When you are on your assignment, people sense this power and want to be a part of it. You attract powerful people who share their prosperity with you.

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14
When You Have a Powerful Vision, You Bend the Universe to Your Will.

This is one of those things that the uninitiated have a hard time understanding, and especially believing. But at it's ultimate level, EVERYTHING in the universe can be distilled down to an energy vibration. And energy vibrations can certainly be aware of and respond to, other energy vibrations.

So yes, you really can attract prosperity to you, just as you can manifest a parking space, an elevator coming, or a hotel room available.

When you have a compelling dream and a strong belief in that dream, you attract partners, manifest resources, impact markets and create an entire roller coaster of reactions to your vision.

15
Your Prosperity will be the Average of the Prosperity of Your Five Closest Friends.

This one is so predictable it is amazing to the uninitiated. Take the five people who are closest to you in your life, add up their yearly income from last year and divide it by five, to see what your annual salary will be this year.

And it doesn't just work for money…

This is operating within several prosperity laws, and holds true in all areas. Look at the relationships, health, and happiness of those closest to you, and you'll find that you are right in the middle.

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16
Faith Draws Your Prosperity from the Storehouse.

We know that ideas are the conduits that allow man to transform prosperity from the ethers into manifestation on the physical realm. But it won't happen without belief as well.

You must see your good, seek your good, and believe in your good to make it appear. Those with less talent but stronger belief achieve far more, far sooner than those with ability, but little faith.

17
Prosperity Cannot Exist Without Money.

If you are prosperous, you are:
Healthy
Happy
Rich

Two out of three ain't bad. But it ain't prosperity either. True prosperity takes all three.

Some rich people are sick, bitter and lonely. They are not prosperous. By the same token, if you are healthy, spiritually grounded, and have a great marriage, but struggle to pay your credit cards each month – you are certainly not prosperous either. Prosperity is all encompassing.

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18
What Other People Call Challenges, are the Character Builders That Bring You Prosperity.

It's not that prosperity is meant to be elusive or difficult. It is not. But it only comes to those who are on the proper path, and have become the kind of person that is equal to prosperity.

A big part of the process for most people is experiencing the necessary challenges to shape their character, and develop their wisdom. You gain wisdom from the mistakes of others, and your own mistakes. The more you learn from he example of others, the less mistakes of your own are necessary. But all of us have some lessons that we must learn.

Prosperity conscious individuals understand this, and welcome those challenges as the stepping-stones they must ascend; in order to become the person they need to be.

19
The Universe Always Gets its Tithe.

You can tithe joyfully, lovingly and gratefully to the source of your spiritual nourishment. Or you can have it taken from you involuntarily at the transmission shop, doctor's office, or courthouse. But the universe will always get its tithe, just as the tides will rise and fall.

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20
Your Dream Must be as Big as You Are.

It doesn't serve you or the Universe to play small. Humility is a virtue, but false modesty or holding back from your highest good is anti-prosperity. Muscles that aren't exercised atrophy, and dreams, vision and desires are the same.

Your vision of your future must be bold, daring and imaginative, if you want it to manifest. You need the compelling "pull" that a big dream will exert upon you. It must be so powerful that you throw the sheets off in the morning and race into your day with anticipation.

21
Prosperity Leaves Clues.

Truly prosperous people are easy to spot. They make their bed in the morning, they have a clean desk, and they even wash their rental car. They do these things not because they have to, but because they want to, in order to be in a prosperous environment.

They treat the toll taker, waitress, and cashier with the same kindness they would show a Head of State. They respect their own body, and treat it accordingly.

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22
Vision Brings Your Prosperity to You Much Sooner.

Prosperity is manifested in the mind first. You can stumble across random blessings, but true and boundless prosperity comes as a result of envisioning it first.

From the time I put the things I was seeking on my Dream board, it took me about two years to manifest all of them. I honestly believe if I did not do that—it would have taken me at least ten years to get the same results.

Affirmations, goal cards, and other devices that enhance and strengthen your vision have the same result. You actually program your subconscious mind with the desired goal. And once something is programmed in your subconscious, it has to happen.

23
Prosperity has Nothing to do with Opportunities, Chance, or Luck.

The masses think prosperity comes as a result of special opportunities, random chances, or lucky events. This is true, but only in the sense that you create these opportunities.

Even training, education, and skill are not as important as your consciousness and beliefs. Because it is your consciousness and belief, that drives your education, training and skills.

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24
Prosperity is Not an Abundance of Things; It is a Mindset.

Sports cars, mansions and money do not create prosperity. They are symptoms of it. True prosperity is a mindset in the recipient.

Likewise, an absence of money, possessions and other things is not poverty. Their absence is a condition of the poverty situation. Poverty itself, is simply a mindset.

25
Your Mind is an Instrument for Poverty or Prosperity.

This is either the scariest thing you will hear, or the most liberating insight you will ever learn. Make it the latter, and you are well on your way to abundance.

No two people ever view the same event the same way. Where one may see a threat, the other sees opportunity. Suppose you are offered a chance to participate in a business opportunity. You could approach this a number of different ways.

You could jump in blindly, without any research, just because you are enamored with the idea of getting rich. You could enter a very bad situation and lose a lot of money.

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Or scenario two, you figure that any deal you find out about is already too late. You figure the "insiders" get all the sweetheart deals and it's probably much too good to be true. So you pass up the chance to buy IBM when it is $10 a share.

Another scenario occurs when you get offered a situation, you have confidence in yourself, you study it thoroughly and you make a sound decision. How you will react to it is determined almost entirely by your mindset. What you expect in life. Of all the tools you can use to manifest your prosperity, your mind is the most powerful.

26
SELFISHNESS IS NECESSARY FOR TRUE PROSPERITY.

In fact, selfishness is your moral prerogative.

Most people will tell you that your moral imperative is to put the interests of the many before the interests of the one. That you should sacrifice yourself for the "greater good."

This idea is very dangerous to your self-esteem, your prosperity and your life. Relinquishing your happiness for the sake of others, known or unknown, verifies to yourself, and others, that you are small and unworthy of even your own attention. It's actually anti-humanity, and it makes you mentally ill.

Your survival and your pursuit of happiness must form the foundation of your value system.
To make your life, by your own means, towards your own standards, and for your own enjoyment. Anything less than that is harmful to you. And anything harmful to the individual is actually detrimental to society as a whole.

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27
Prosperous People are not Fixated with Discounts, Coupons and Sales.

Prosperous people are never afraid to purchase things at a fair exchange of value. They don't pass up savings when offered, but that is not the sole basis for making their buying decision.

Rather than exerting undo effort in negotiating tactics, coupon searching, or trying for an advantage, they would rather spend their time creating more value, which manifests as greater prosperity.

28
There is no Place on Earth That Prosperity is Not.

People see pockets of poverty like famines and ghettos and think that prosperity is absent there, but such is not the case. Prosperity is in the ethers, surrounding us everywhere, even in places where lack seems apparent. It is not that prosperity isn't there; it is that man is not manifesting it.

Primitives thought that the sun deserted the earth everyday. In actuality, the earth turns away from the sun. It is the same way with prosperity. It never leaves us, but we sometimes turn away from it.

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29
MANIFESTING PROSPERITY IS NOT ABOUT JUDGMENT.

An opposite but equal force balances everything in the universe. Masculine and feminine, yin and yang, positive and negative. All just transactions are based upon the principle of win-win, or put another way, fair exchange of values.

Now I should interject here that I use the term negative for purposes of clarity of illustration. In actuality, I believe that the force that created the world is positive and good. The things we may label negative and bad are caused not by a "bad" God or universe, but our reactions to that good.

If you get a flat tire on your way to the supermarket, you probably think that is bad. But the guy who owns the tire store (who is trying to send his daughter to college) might see it as good.

I could choose to think that my teeth alignment was negative. But my dentist who did my braces may have another viewpoint.

Winter is not bad and summer is not good. Nor does spring have to be bad for fall to be good. They just are. And we need the contrasts for anything to have meaning for us. So the point here is not to philosophize about what is good or bad, or get sidetracked by labels. The important thing is that you realize that nothing is free; everything comes at a cost.

Everything.

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30
Your Association with Money Determines Whether You Attract It or Not.

Broke people usually have a negative energy and connotation surrounding money. They obsess about how they are unable to do things that require money.

Wealthy people have a very positive association with money. They view it in terms of the freedom, enjoyment and pleasure it brings them.

Having a negative association of money repels it from you, while a positive association attracts it to you.

31
You Won't Get Your Next Assignment, until You've Finished Your Current One.

And not just finished it, but also done it correctly, to the best of your ability. A life of prosperity is a series of assignments, each one, growing you, developing your talents, and expanding your consciousness. As your consciousness grows, so does the impact you make. So your responsibilities increase, as your ability to meet them does. You start to influence a bigger circle, which attracts greater prosperity to you.

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32
Prosperity Conscious People are Contrarians.

Unfortunately, most of the masses are sick, broke and unhappy, eking out their lives of quiet desperation. They drudge through each day, doing what they are told, what they are expected to do. They don't know how to think. They have been told WHAT to think for so long, they no longer know HOW to think. If you want to succeed – you need to be a contrarian.

But to do this, you must be capable of critical thought. Which is something the herd cannot yet do. The reason most people are living those desperate lives is that they are incapable of discernment. The reason Bill Gates is a billionaire, is that he can discern things that others can't.

Question what you read and hear. Analyze why the herd thinks the way it does.

And think differently!

33
Your Wealth Will Grow Only as Fast as You Do.

As you grow, your consciousness develops. As your consciousness grows, you attract more prosperity to you. There are no shortcuts here. You must be willing to do the personal development necessary to become the person who is trusted and blessed with great prosperity.

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34
THE UNIVERSE CAN ONLY DO FOR YOU, WHAT CAN BE DONE THROUGH YOU.

The Quakers like to say, "As you pray, move your feet." The universe makes the light available to you, but you still must turn on the light switch. Planning prosperity is good, but it is still just planning. Once you have your affirmations planned, create your action plan.

35
GOSSIPING ABOUT OTHERS CREATES A NEGATIVE PROSPERITY DEBT.

This is an offshoot of the vacuum law of prosperity. When you gossip about others, you are a voyeur to their discomfort, and incur a karma debt for this. This also holds true when you watch "reality" television shows that exploit people's ignorance for the entertainment of the public.

36
WHEN REVENGE WALKS OUT – PROSPERITY WALKS IN

One of the biggest blocks toward prosperity comes from people holding on to resentment, revenge, and hurt. Prosperity cannot exist in a heart that is holding these things. Hanging on to these emotions hurts only the person holding them, and keeps prosperity at bay.

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You must forgive all those who have wronged you in life. And you must especially forgive one more person. Yourself. If you cannot forgive yourself, you cannot accept abundance.

37
YOUR DREAM HAS NEVER BEEN CLOSER THAN IT IS AT THIS EXACT INSTANT!

There are no coincidences in life, and it is no accident that you discovered this prosperity book series. You are a person of vision, or you wouldn't have gotten this far. You have educated yourself on how prosperity laws work. You know that a person with a compelling dream actually bends the Universe to their will.

Manifesting abundant prosperity comes from learning the secrets that govern it. Which you have just done. Go for it!

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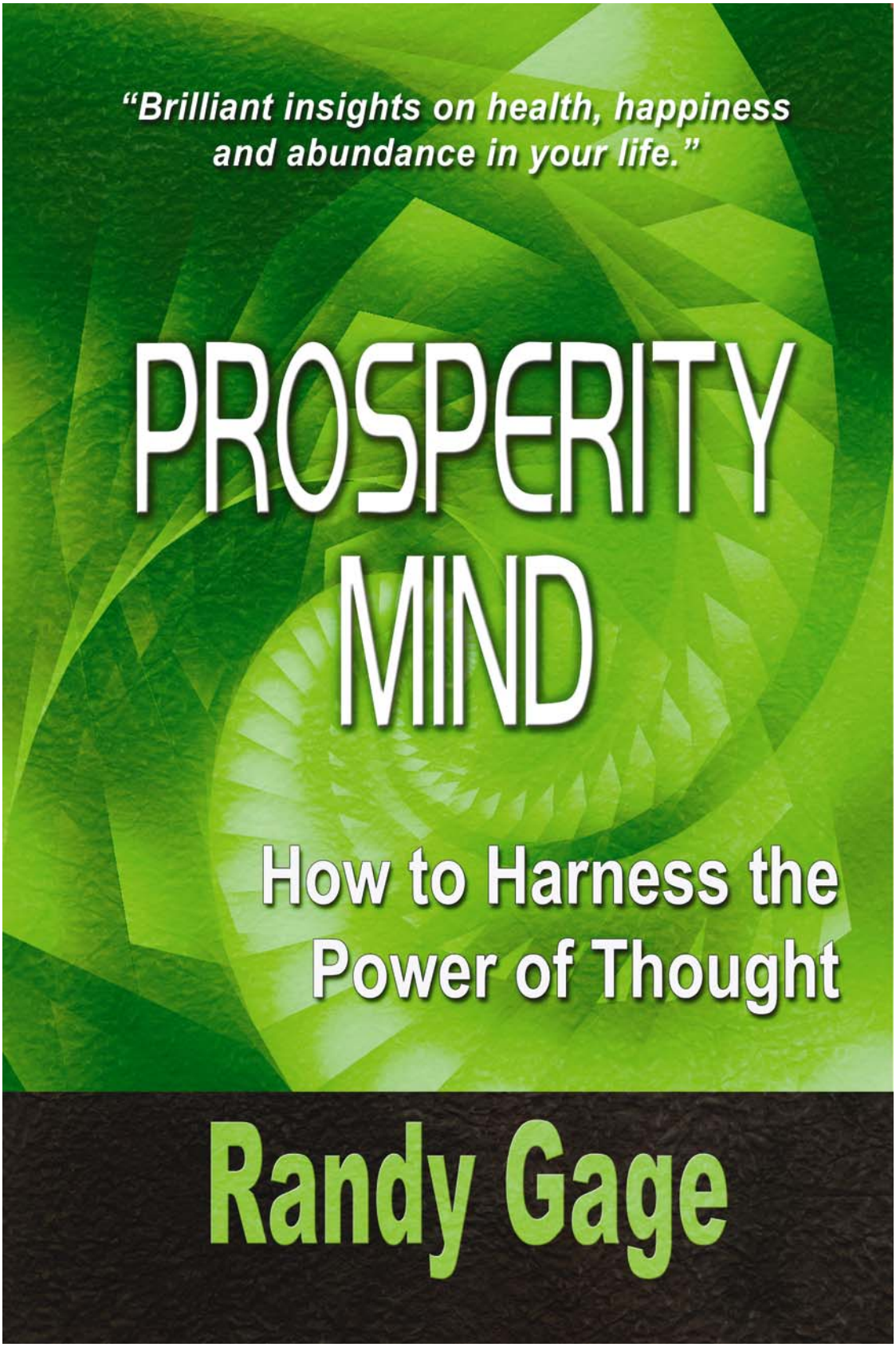
"Brilliant insights on health, happiness and abundance in your life."
PROSPERITY MIND
How to Harness the Power of Thought
Randy Gage

Prosperity Mind!

How to Harness the Power of Thought

By Randy Gage

"Brilliant Insights on health, happiness and abundance in your life."

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Dedication

To Reverend Bill Cameron, a true mystic and Biblical scholar, who taught me that you can't out give God.

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Acknowledgements...

When I walked into the Unity on the Bay church in Miami, Florida, and heard Bill Cameron for the first time, a whole new world opened up for me. I began a voracious study of the spiritual laws that govern prosperity that continues to this day. This led me to a few other Reverends who brought great insight to the process. Namely Charles Fillmore, Ernest Holmes, Catherine Ponder and more recently, Mike Murdock. I am in debt to all of them for helping lead me to my assignment.

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Introduction

The note was scrawled across the back of a flyer for the chaplain program. It was written by a parishioner, right after a Sunday service I gave at my own church.

"I hadn't realized until you pointed it out that it's the rich people who are the spiritual ones," he wrote, *"I guess those slave holders were on the right track. The only thing wrong was the prosperity consciousness of those slaves!"*

No doubt the writer was being quite sarcastic, and thought his comments would expose the absurdity of my teaching, and support his beliefs. (Which it's safe to assume, are that it is somehow spiritual to be poor, and that rich people are exploiting the poor.)

It's fascinating that he would pick such an analogy, because I DO believe that in many cases, rich people are operating at a higher consciousness than poor people. That's why they are rich!

I also believe people who allow others to steal their freedom have serious issues of prosperity consciousness. Since he didn't sign his note, he won't discover that instead of seeing irony in his comments - I see an element of truth. Imagine the amazement and shock he might feel. Perhaps you are felling the same way now.

The fact that rich people have amassed wealth indicates that they are living by at least some of the spiritual laws that govern prosperity. Of course this does not mean that all rich people are spiritual and all poor people are not. Prosperity is a synergy of a number of factors, including a strong spiritual connection, optimum health, great relationships, rewarding vocation, and yes, the material aspects.

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So rich people who are sick, bitter and lonely are certainly not prosperous. By the same token, however, if you are healthy, spiritually grounded, have a great marriage, but struggle to pay your credit cards each month – you are certainly not prosperous either. And most certainly not experiencing the spiritual harmony your Creator is offering you.

In the book *"As a Man Thinketh,"* James Allen relates how usual it is for people to say, "Many men are slaves because one is an oppressor; let us hate the oppressor." He then goes on to note the increasing tendency of people to say, "One man is an oppressor because there are slaves; let us despise the slaves."

The real truth is that both the slaves and the oppressor are co-creators in ignorance, lack, and limitation. While it seems that they are victimizing each other – in reality, they are each victimizing themselves.

Prosperity and human dignity are both based upon value received. An oppressor cannot sustain prosperity because he is exacting more than he returns, and will ultimately bankrupt his own consciousness. A slave gives not enough value to himself, and likewise ends up in a state of spiritual bankruptcy. As the Course in Miracles teaches, they are no victims, only volunteers.

A person will remain weak, dependent and miserable by refusing to raise his or her consciousness. A person can reject servitude, conquer limitations and achieve greatness by raising his or her consciousness. To quote again from Allen's book:

A strong man cannot help a weaker unless that weaker is willing to be helped, and even then the weak man must be strong of himself; he must, by his own efforts, develop the strength which he admires in another. None but himself can alter his condition.

It's tough to develop the strength to be prosperous, if you're being continually programmed that it's spiritual to be poor. Especially if you're not even aware you're being programmed and it's on a subconscious level.

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To experience true spiritual prosperity, you have to be manifesting prosperity in ALL areas of your life. Yet if you're doing ok in most areas, but you don't have much money—it's easy to fall into the trap our note writer did.

You want to believe that somehow your reward is coming later, heaven perhaps, and that you will in some way be compensated for living your current life of limitation. After all, who among us wants to believe that we are suffering needlessly, or have riches at our fingertips, but refuse to partake in them?

Of course you also have the data-sphere (TV, radio, newspapers, Internet, magazines, governments, religious institutions, etc.) programming you on a subconscious level that money is bad, rich people are evil, and it's spiritual to be poor. It's somehow comforting to think that Bill Gates, Ross Perot, Ted Turner, and all those other billionaires have sold their souls, and will one day get their just desserts.

Now to be fair to our letter writer—he certainly isn't alone. This kind of thinking is quite pervasive today.

So why would I write a book with a message, sure to threaten so many people? Because I fear what will happens to them when they are not threatened.

I take the privilege and the responsibility of my platform seriously. In fact, I consider it sacred. I speak the messages I perceive people *need* to hear, not necessarily the ones they *want* to hear. It pains me to see anyone anywhere experiencing poverty and lack in their life.

When you think about it, the idea of me giving a Sunday church service is kind of funny. I was raised atheist, and entered a church only twice in my first 30 years on the planet. (Once by accident, and once for a wedding.)

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When I found my way to the church I would eventually call home, I was unemployed, had no car, was $55,000 in debt, and selling my furniture to eat. My health was shot, my relationships were an absolute mess, and I couldn't have been unhappier. By the time the furniture was gone, and I was eating macaroni and cheese three times a day, I discovered a very fascinating thing...

I came to understand that success and prosperity had almost nothing to do with opportunities, chance, luck—or even training, education, or skill. It had everything to do with consciousness, beliefs, and even subconscious programming that you aren't aware of.

For the last few weeks, I've been having a dialogue via e-mail with my friend Stuart Goldsmith in London. Stuart attended one of my programs and used to publish an insightful newsletter in the U.K. on success.

He originally wrote me about his desire to create a work-at-home type of plan to help people get off government assistance and become independent. (He thought perhaps an envelope stuffing, assembly, or similar type of plan might work. One done honestly, not the many rip-off schemes that currently prey on these people.)

I want to share some of what I wrote him back on the subject of prosperity consciousness—because I think it's very relevant to what we are discussing here.

Some of what I write may strike you as uncaring, jaded, cynical, or heartless. However, once you understand the principles involved, you'll understand that my comments only come from wanting the highest good for others.

Try as I might to embrace Stuart's idea for a home work program for welfare recipients, it still reeks to me as rearranging deck chairs on the Titanic. Creating homework jobs for most of these people is casting pearls before swine or whatever appropriate cliché you'd like to substitute. (See how cynical and uncaring I sound already!)

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I still believe that it is true though, based on my own experience, and that of the "circle of losers," I associated with for the first 30 years of my life. You could have given any of us a homework program designed to make us a millionaire and we would have snatched defeat from the jaws of victory.

Why?

Because we did not have the consciousness to be wealthy - or healthy - or happy. We were professional "victims."

When I started a business, the county started construction on the highway, the next time I had a crooked partner, and another time the economy went bad. Finally the last time, the IRS seized my restaurant for non-payment of taxes, and auctioned it off on the courthouse steps. Which left me in the situation I mentioned earlier.

Which ultimately was the best thing that happened to me. By losing everything, I finally stopped looking at all the outside factors (crooked partner, IRS, economy, etc.), and started looking at the inside ones. Or more specifically, ask the question, "Was there ONE person who was always at the scene of the crime?"

Of course I didn't like the answer I came up with, but it was the true one. All those outside factors were being manifested by me because I:

- Had a subconscious fear of success;
- Lacked Self-esteem; and,
- Didn't believe I was worthy of success.

It's very easy to cry victim and get your share of love, sympathy, etc. I was certainly the poster boy. And of course I surrounded myself with other victim friends who would commiserate with me. We would gather at every opportunity and share our tragedies with each other.

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I would explain how those merciless, cold-blooded animals at the power company had shut off my lights, because I was one lousy day late. My friend Mike would top that with how he was getting evicted by his rich, heartless landlord. I would come back with how my license plate was impounded for unpaid parking tickets, and the battle would wage on.

And of course there is nothing worse than when your friends have a worse tragedy than you do! You have to immediately manifest a tumor, a meteorite landing on your car, or some other calamitous event to ensure that you get your proper share of sympathy.

Which is what I did for 30 years . . .

And before you disregard this as mystical fluff, I am talking about rational, scientific events here. Ex: you are attracted to another dysfunctional alcoholic spouse, choose another dishonest partner, open a business without doing the due diligence, spend your money on cigarettes and beer, but have none left to pay the rent, or a million other possibilities.

Yes it's true other people aren't getting thrown out on the street - but that's because they pay their mortgage. Yes it's true that other people don't have their tire blow out on their way to the interview for that good job - but that's because they deferred getting cable TV and bought new tires when they needed them.

Poverty is not an absence of money and things—it is a mindset. Prosperity is not an abundance of money and things—it also a mindset.

When I began studying the laws that govern prosperity, I embraced the principles out of desperation . . .
I applied those principles, and you'd be hard pressed to find anyone who has had a greater degree of turnaround. I am truly blessed, manifesting abundance in all areas of my life, in ever increasing ways.

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This only happened because I was willing to confront my weaknesses, discover and eliminate the insidious "lack" programming I had, and replace it with positive programming. To this day, I am ever vigilant, mindful of what I allow myself to watch, listen to, and the people I associate with.

I had to get out of my comfort zone, brave fears, and face up to my beliefs. Once you have done this, you feel called to help others challenge the self-limiting beliefs that are holding them back from their greatness. That was the motivation I felt that morning, as I spoke at church, and the motivation that has me writing this book for you now.

Money is part of the magic in life. It is an enabling force that allows you to be the real you. It allows you to go where you wish to go, do what you wish to do, and become who you desire to become. Money is God in action!

Poverty causes people to lie, cheat, steal and even kill. <u>There is NOTHING spiritual about poverty</u>. Yes, poverty really does suck.

Some of the people in my audiences are shocked when I make the statement that it is a sin to be poor. Of course Charles Fillmore shocked the religious community of his day, when he made that proclamation almost 100 years ago. It still has the power to stun people today.

Yet if you learn the actual translation of sin, it means to "miss the mark." The Course in Miracles defines sin as a lack of love. I believe both characterizations are accurate.

If you are poor, you're missing the mark your Creator has set for you. And you're most certainly cheating yourself out of the love that is your birthright.

When you are providing true value to the universe—you are rewarded with riches.

That's the way the universe works. All the time, with no exception.

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I recently read a newspaper Op-Ed piece by Ralph Nader—chastising Bill Gates and other billionaires for not redistributing their money to the poor people of the world.

Obviously, simple, underdog, fight-for-the-little-guy Nader (who is a multi-millionaire, by the way) doesn't understand even the most basic tenets of prosperity. If the top two percent of the richest people in the world were to redistribute their wealth to the bottom two percentile—within six months, the money would be right back where it started.

Why?

Because of the consciousness of the people involved. To become a billionaire, you have to become the kind of person who can manage billions of dollars responsibly. You must be providing a great value to a great deal of people, who are willing to trade some of their hard earned money for that value.

Ayn Rand was one of the most brilliant thinkers in human history, a true genius, and someone who understood the concept of value for value. She wouldn't call it prosperity consciousness (she was a committed atheist), but she possessed it in spades. Her novel, "Atlas Shrugged" should be required reading, every year, for people concerned with prosperity. Another work of hers, and the one relevant here, is her book "The Virtue of Selfishness."

When I speak to an audience, or I write a book like this, I want people to understand a very simple, but very important thing. **They can't help anyone unless they have first helped themselves.** Or as Reverend Ike would say, the best thing you can do for poor people is not be one of them!

It doesn't serve God or you, if you are broke, sick, unhappy, or in dysfunctional relationships. You have to believe you are worthy of prosperity in ALL of its forms. Then as you walk the path of spiritual consciousness, you will find that you begin to manifest it more every day.

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And that is what drives me to do what I do. So if I shock you, offend you, or threaten you with what I write—please evaluate why that might be. And know that I am coming from a place of love, and wanting the highest good for you.
I want you to be healthy, happy and rich!

-Randy Gage
March 2003, Key West, Florida

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Chapter One

The Connection Between Thought and Circumstance

I was sitting along the creek, alone with my thoughts and the harmony that only the sound of running water can bring. The autumn chill was in the air, and the rustle of the breeze through the leaves added to the symphony of serenity.

A young woman was reading a book on my left, and an elderly gentleman was practicing Tai Chi about 30 feet away. A Suzuki motorcycle pulled up and parked at the edge of the street. The rider was dressed all in black leather, and had the look of a courier. He dismounted, removed a brown sack from his cargo box, and sat about 20 feet away from me. I spied him as he removed a cold chicken drumstick and some kind of sandwich, which he ate and chased with a bottle of Sprite.

It's October, in the south end of Dublin, Ireland, and I'm on the banks of the canal that runs under Baggot Street. I chose to spend my lunch here, instead of the five-star hotel I am staying at. Pigeons are strutting around me, and a young man is lying with his head nestled in the lap of his girlfriend. I didn't ask them, but I bet the other patrons in my creek-side café would agree that there isn't a restaurant in town that can rival the dining experience here.

Now the food at my hotel is great, but Ireland suffers from the same disease as the U.K. Namely that they think all restaurants should be gloomy caves, with dark mahogany wood and plenty of smoke. You'll find more windows in a submarine, than the average restaurant here.

So why am I at the canal, other than for obvious reasons?

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I'm choosing the thoughts that create my circumstances—and the circumstances that will shape my life.

Take a trip to any jail or prison and you will meet hundreds of people who will tell you they are the victims of circumstances. Enter any big city ghetto or barrio and you see the same thing.

If you venture through some affluent, high-class WASP neighborhood in Connecticut, you discover the same thing. Likewise if you stroll through a middle-class neighborhood in London or Leeds, Cologne or Copenhagen. You will meet people who believe they are the result of their circumstances, good or bad.

They will talk about the opportunities they were given, or the chances they were denied. They may be grateful for the education they were exposed to, or bemoan the fact they were denied one. One person will celebrate his upbringing, while another will decry hers.

Yes, income, status, caste, education, upbringing, neighborhood, family and many other circumstances will influence, effect and even determine your station in life.

But who creates the circumstances?

Your parents? Your environment? God? Destiny? Lost in all this analysis and the assumptions of the people above is one very, very important reality:

The effect of thought on circumstance.

In "As A Man Thinketh," James Allen tells us that our minds are life a garden, which can be intelligently cultivated, or allowed to run wild. In either event, it will *bring forth*.

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If you plant and tend your garden, it will produce flowers or fruits, the things you cultivate. If you don't plant specific seeds, then animals, wind and other elements will cause random things to fall into it, producing an abundance of weeds and wild vegetation, likely to choke out useful plants. One thing is certain. Something will grow in your garden.

Just as a gardener must tend his or her plot, keeping out the weeds, you must tend the garden of your mind, weeding out the thoughts of lack, limitation and negativity. You must nurture and tend the thoughts of happiness, success and purpose.

If you practice gardening of this kind, you will soon discover that you are the master gardener of your soul. You will come to the profound revelation that you are not the victim of your circumstance – but the architect of them. *For it is the thoughts that you give precedence to that shape your character, create your circumstances, and determine your ultimate destiny.*

Please read that last sentence again.

The outer circumstances and environment of your life is directly connected to your inner state. The most important thing you can learn about success, prosperity and happiness is that **thought and character are one.**

No one wakes up one day in prison, or divorce court, or the emergency room. It is the direct result of the thoughts you have had up to that point.

Now if you are like most people, this is the part where you start to mentally make excuses for yourself . . .

You believe that what I just said is true for *other* people most of the time, but you are quite certain that *you* have been the victim of extenuating circumstances beyond your control.

I know. Your situation is different. You're special...

OK you're allowed to think that. For a while. But let me tell you about me.

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Because my situation was different. I was special...

I was in at least eleven negative, dysfunctional relationships because my partners were neurotic, excessively jealous and needy. They were always making demands on me because they couldn't meet their own needs.

In the first restaurant I owned, the guy I hired to run it was falsifying the sales figures and keeping 80% of the sales. This went on for almost four months before we caught him, long enough to put me out of business.

In the hair salon I bought, my partner actually stole the fixtures one weekend and sold them. The tax authorities seized the pizzeria I had.

In each case, I was just the innocent victim, manipulated and injured by others, always fighting against the circumstances, bad luck, etc.

Bullshit.

I chose those relationships, I hired that manager, I attracted my business partners, like I chose to start a business without enough capital and didn't pay my taxes.

You don't simply end up in jail or the hospital, bankrupt, or alone. No more than you simply wake up rich, successful, happy, and healthy. All these circumstances are the result of thousands of little decisions, which are reached as a result of hundreds of thousands of thoughts. The thoughts you give precedence to.

So just how does that work?

Well it pains me to even talk about it. It pains me because of the pain I see in people that I love. And it reminds me of the pain I used to have. And I hate to even think about that. But talk I must . . .

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Some of you have heard the story I tell on my "Prosperity" audio album about the wake up call I got one day in California. I had just had dinner with Spence and Shivani, a couple I respected a great deal. I had spent the meal doing what I always did at that time. I regaled them with all the bad breaks, poor luck, and unfortunate circumstances that had been happening to me. Afterward, as we were getting into their car, Spence said to me, "Have you given any thought to what you're doing to manifest all this?" Well I was simply devastated. I couldn't believe how insensitive, uncaring, and clueless he was! I couldn't believe that he didn't understand and empathize with what an innocent victim I was.

I chewed on that for about three weeks before it finally dawned on me that Spence was right. And that's a very ugly realization to have.

But a very liberating one. Because once you get it—and you take ultimate responsibility for what is happening in your life—you start to think about how that really comes about.

I just got an email from someone two days ago. She has been struggling financially for quite some time. She has major health challenges, relationship issues, and some other drama going on. Now she writes to tell me that she was just in a serious car accident.

Another old friend of mine is struggling financially. He has for the last five years I've known him, but this time, he just got laid off.

I'm quite sure that you know people in similar kind of patterns. It wrenches your heart, but sometimes you have to step back and let them alone. The people I have talked about, I care about. But I can't help them yet. Because they don't understand this connection between thought and circumstance . . .

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Sure I could send some money to the lady with the car accident. I will throw some business to my other friend anonymously. But I'm afraid these are just band-aids on a tumor. Because they will always need another check and another chance, until they make the connection we are talking about.

So let's talk about how all this applies to you.

First, you really do have to accept that on one level or another, you have manifested everything that is happening in your life. Even the horrific, nasty stuff.

Of course you don't do it consciously. But you do it.

I always believed that I wanted to be healthy. But I had allergy problems, a bad back, and a lot of other challenges that kept me sick. Most of them were hereditary. Or so I thought . . .

At that time, I had a hard time expressing love, and having it expressed to me. I didn't hug, say, 'I love you,' or other expressions of emotion. I wasn't psychologically able to, at that point in my life.

After the string of dysfunctional relationships, I finally got into therapy. It took me about three years, but I finally got to the point where I could express and accept love. An amazing thing happened . . .

My health problems all miraculously cleared up. I had been holding on to sickness, because on a subconscious level, that is how I believed you attracted loving attention. I didn't realize it then of course. But I know now, that is exactly what was happening.

You can believe that you want to be successful, wealthy and powerful. Yet on a subconscious level, you may have some serious lack programming. So on this subconscious level, you may fear that if you get rich and successful, your family and friends won't like you any more, or you won't fit in. So you could hold yourself back, and sabotage your own success.

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Now here's the thing . . .

If you become successful, wealthy and powerful—IT IS QUITE POSSIBLE AND EVEN LIKELY that your family and friends won't like you any more, and you won't fit in! At least that's what happened for me. But I was ok with that. Because I knew that my true friends wouldn't be bothered by my success, and would even celebrate it.

And I knew that if I wanted to fit in, I needed to stay sick, broke and stupid.

Which I wasn't willing to do. So I changed a lot of things in my life, most importantly, the thoughts I give precedence to.

Which is why I am here at Baggot Creek, instead of the smoky restaurant at the Ballsridge Hotel. So where are you reading this? And how have you spent your day so far?

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Chapter Two

Using the Power of Purpose

Ok I admit it. I have a charmed life. Everything I touch turns to gold. Or platinum. Or Prada.

I'm healthy, happy, and successful. My worst nightmare day is a lot of people's dream come true.

Now it wasn't always this way...

For more than 30 years, my life sucked. Real bad. I was sick, unhappy, broke, and miserable. Everything I touched turned to camel dung. If anyone could snatch defeat from the jaws of victory, that would have been me.

So what changed?

The single most important thing – more important that anything else I have ever learned was this: I came to the belief that I was responsible for everything that happened in my life, both the good, and the unspeakable horrible. Which was a very frightening thought indeed...

Because it meant I could not blame my dysfunctional relationships on my partners anymore, I couldn't blame all my business failures on my sponsor, crooked partners, and the economy, and I couldn't blame my poor health and other tragedies on God, the universe, destiny and circumstance.

And while that was quite a frightening thought at first...it became the thought that ultimately gave me freedom.

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Because if all that was true about those bad things, then logic dictated that it must be true for the good things. Which meant I could manifest being happy, getting rich, becoming successful, and attracting quality people into my life!

Do you really get this? Do you realize that you can manifest all the good things and live a life of health, happiness and prosperity?

Coming to this realization was the single, most important, defining breakthrough in my existence on this planet. Because it took me out of the mindset that I was a victim of circumstance, and created a mindset and belief that I could control my own destiny.

Now this thought is radically different from what most people believe. But then again, most people are sick, broke and stupid. They feel victimized by God, the Universe, nature, destiny, luck, circumstance, and a litany of other "outside" factors.

But when you feel these things victimize you, that discounts the very important reality of the effect our thought-forces and mind elements have upon our circumstances, character, and destiny.

You create your own circumstances by the thoughts we give precedence to.

So that is step one, working on the thoughts you give precedence to. But there is more.

Until your thought is linked with purpose, you can't experience the true prosperity that is your birthright.

I'm writing this chapter in the waiting room at the car dealership. Along with smelling the burnt coffee pot, everyone else is glued to the TV, watching a daytime talk show host. I don't think they have any idea of the insidious infection that is taking place.

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Most people's thoughts are simply reactions to whatever is going on in the world around them. They have these random, aimless thoughts, and drift from one drama to another. They fall easy prey to gossip, petty worries and negativity. They are cogs in the matrix, lurching along with the herd. Daytime TV shows (and most nighttime ones) like the one that is on now, satiates this habit perfectly.

They have no purpose. Because they think taking care of themselves is selfish, and they think selfishness is bad, they attempt to make everyone else happy. Which of course leaves everyone most decidedly unhappy. So the closest thing they have to a purpose, is avoiding conflict, and making sure that no one else is too pissed off at them.

Not only must you have a purpose, but also you have to make that purpose the centralizing focus of your daily thoughts. You must make your purpose your supreme duty, with your eyes always on the target. When you do that, then you really do control the thoughts you give precedence to, and this creates your mindset. And it is your mindset that determines how successful you will really be in life.

Here's what the process looks like:

1) Having an overriding purpose helps you direct your thoughts.
2) Those thoughts determine your mindset.
3) Your mindset determines how successful you will really be.

How you will react to any situations that come up is determined almost entirely by your mindset. Take my friend Matt. We stopped at a fried chicken joint to eat after our ballgame one night. As we were walking to the door, he said, "You know what's going to happen? I bet they are going to be out of chicken! That happened to me once. I went in and they were out of chicken. How can a chicken place be out of chicken?"

So what happened?

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We went in. I ordered a 3-piece chicken dinner, which I got. He ordered a 3-piece spicy chicken dinner. Which, of course they were out of. He looked at me and raised his arms, as if to say, "I told you so."

Now we could do a whole lesson on how he manifested them being out of chicken. But that's for another book. The point I'm raising here is his mindset.

He expects bad things to happen to him, so they usually do. I love him, but he affirms about 300 bad statements every day. I am constantly stopping him in mid-sentence, screaming, "Wait, don't affirm what you are about to say!" And he pauses for a second, thinks about it, and finally says something like, "Well it's true though. My suitcase is always the last one off the plane."

Fascinating, isn't it? Your mindset colors how you view every situation you encounter every day. And it shapes the way you attract things into your life.

Some people are predisposed to think they will be wildly successful, some figure they will get by, and others like Matt expect the worst to happen. Your expectations will color how you view each situation you encounter, hundreds of times a day. That in turn will color how you act in each situation. And each one of those small, seemingly insignificant decisions determines your future.

If you think the rich get richer, and you have to have money to make money—you will probably do nothing to break out of being broke. You will think you want to be wealthy, but on a subconscious level, you will just tell yourself it would be a wasted effort.

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If you think that good things only happen to "other" people, you won't expect them to happen to you. And when they do, you won't even recognize them, because you're not expecting them. You won't accept when people want to do good things for you. They may manifest as something simple, like refusing their offer to help you with a project, to something much larger, like refusing to accept love from someone who loves you.

You could pass up a great investment opportunity, decline to open a business that can make you wealthy, not protect your health, or even repel your perfect soul mate. Or all of the above.

Of course the opposite is true too...

If you believe you are worthy of wealth and happiness, you will expect good things to happen. And when they do, you will accept them gratefully. This is the power of autosuggestion, which operates in your subconscious mind.

When you get presented with lucrative opportunities, you are likely to act on them. And when you have a chance to try something really bold, daring and monumental—you will go for it!

So this leads to a fascinating area of speculation . . .

Namely whether you believe that we manifest cancer tumors, horrible accidents happening to us, people we love dying, and other horrible things. Or more specifically, do YOU believe that YOU manifest horrible things for YOU? Or do you think that they come from circumstance, fate and luck?

This may be the single most important question you ever ask yourself.

Because it means the difference between creating your destiny—or spending a life of quiet desperation, reacting to drama, and challenges and a never-ending supply of misfortune.

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Now does that mean that I think that you consciously or subconsciously wish upon yourself a tumor, or horrible accident or other tragedy?

No, not consciously anyway. But I do believe we can and do, attract bad things to us. And I believe that we shape our circumstances by the power of thought.

Now most people don't feel that way. It's a lot easier to believe in chance, luck, destiny, providence, and other outside factors. If we can blame things on God, nature, the universe, the economy and our asshole ex-spouse, it sure makes our misfortune more palatable, doesn't it?

But lost in all this is the very important reality of the effect our thought-forces and mind elements have upon our circumstances, character, and destiny.

So I don't think that you or me or anyone else would want to have a loved one die, or get in a horrible tragedy. But we can believe that we are not worthy and manifest a victim pattern. Your soul attracts what it secretly harbors.

That means that which it loves, and also that which it fears!

So that means you can reach the height of your greatest aspirations, goals and dreams, or sink to the level of your un-chastened desires. So that leads us to the million-dollar question for you.

Do you believe that your soul attracts what it secretly harbors? That which it loves, and also that which it fears? Or do you think I'm an uncaring, egotistic, arrogant, lucky, rich guy who forgot where he came from—and doesn't understand the special circumstances that aren't your fault that are holding you back?

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How much responsibility did you accept for the last really bad things that happened to you? (As in, getting fired or laid off from your job, being in a car accident, getting sick or injured, having a sinkhole appear under your master bedroom, etc.)

The amount of responsibility you take for this greatly determines your mindset, and thus how you might subconsciously attract and manifest bad things happening in your life.

If you are like most people, you admit that you are responsible for a lot that takes place in your life. You agree that you are your thoughts, and that your thoughts create both your character and your circumstances.

But . . .

You probably would add something like, "Surely Randy you don't think that I had anything to do with (fill in the blank.)"

Well I'm not going to be the one to tell you that you manifested getting an incurable disease, losing a loved one, going bankrupt, or any of a hundred other unspeakable calamities that may have occurred to you. And you probably wouldn't believe me if I did.

But I know this...

I didn't want to be in jail at 15, but I was there as a result of the actions I took. I didn't want to be sick, broke and stupid, but I was, because of the thoughts I gave precedence to. I didn't want to have my business seized by the tax authorities, but that was a direct result of my actions. And I certainly did not want to get shot, but even that was a direct result of some decisions I made, and the mindset I had at the time.

I do know that when I changed my mindset, I changed my own life.

So here's the other side of the question . . .

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How much responsibility did you accept for that last wonderful, glorious thing that happened in your life? (As in finding the love of your life, your child being born, getting the promotion, making a big profit on an investment, etc.)

Here's why I ask...

If you think all the good things come from good luck, destiny or—dare I say this, God—you could be missing out on a lot of good things. Now before the fundamentalists burn this book, let me explain . . .

In the form of a story.

A farmer was in the fields, tending his crops when a passerby struck up a conversation. He mentioned to the farmer how blessed he was that God had given him such a beautiful farm.

The farmer mentioned how he had repainted the barn and the farmhouse, and the stranger again remarked how God had blessed him.

The farmer talked about how he removed all the rocks and tree stumps to plow the fields. The stranger smiled and nodded, and remarked again how God had blessed the farmer. This went on for some time, the farmer talking with pride about the improvements he had made, and the stranger repeating how God had blessed the farmer. Finally in exasperation, the farmer exclaimed, "You should have seen the place when I took it over from God!"

There is an important prosperity lesson in this parable. If you believe in God, I'm happy for you. But don't give away all your power and responsibility! God—or the universe, or whatever forces you believe in—can only do FOR you, what he can do THROUGH you.

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You were given free choice. You were given the abilities to manifest the things you dream about. But as the Quakers like to say, "As you pray, move your feet."

God gave me the ability to play softball, which brings much pleasure to me. But if I wanted to do it at a high level, I knew that I would have to practice, do drills, learn the intricacies of the game, and get in better aerobic shape. So I did.

God gave Pavarotti a beautiful gift. But do you have any idea how hard he worked (Pavarotti, not God) to refine and develop that gift?

While it is important to take responsibility for the bad things in your life, it is just as important, to take responsibility for the good things!

Because if you don't take some credit for the good things—you don't have the mindset that you can actually create more of them. Think about it. And think about the credit you deserve for what you do.

As I told you—I don't think that you or me or anyone else would want to have a loved one die, or get in a horrible tragedy. I didn't want negative relationships, to get evicted from my apartment, to get shot in a robbery, to have addictions, to end up in jail, or get sick. But I do believe that I manifested ALL those things by the mindset I had at the time.

I was in the ultimate victim pattern for 30 years. And I was continually manifesting proof on a daily basis that I was an unlucky, unfortunate guy who just couldn't catch a break. Of course that was all bullshit.

I was riddled with guilt, low self-esteem and feelings of unworthiness, and I kept manifesting drama to satiate my need for feeling worthy by lieu of being the simple, poor, but spiritual guy, who was fighting the forces of evil and oppression. I am so glad I don't have to do that any more!

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So what about YOU? What kind of mindset do you have towards prosperity?

You are a being of free thought, critical thinking and love. You are the lord of your thoughts, and therefore hold the key to your mindset. The transforming and regenerative mindset that allows you to make of yourself what you will. So that means you can reach the height of your greatest aspirations, goals and dreams, or sink to the level of your un-chastened desires. So think about the most important question you'll ever answer, and we'll look at how you can create a better mindset, next.

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Chapter Three

Changing Your Mindset

Prosperity Mind is not an accident. It is cultivated daily.

I was on the phone with a friend from Texas last night. He asked about a mutual friend we have. "He's been exposed to you a lot," he said. "Why do you think he keeps sabotaging himself?"

"You know what?" I replied, "He really hasn't been that exposed to me. He's been to three or four of my seminars. But he's not on Breakthrough U (my coaching program). So he spends five or six hours with me once a year, then he goes back to thousands of hour's worth of counter programming. He never had a chance."

And that's a shame.

The guy we're talking about has been working hard to succeed in a variety of different businesses for the last ten years. And I mean he words hard. And means well. And he wouldn't intentionally hurt a flea.

Yet I've seen him crash and burn four times in that time span. The latest meltdown was a few weeks ago.

And he is a bright guy. Universally well liked, and he never stole a freight train. So why does he keep failing?

Two things come to mind, and they're both relevant to what we are talking about here. They both are a big part of your mindset, and the kind of changes you have to make in it to move from *victim* to *victor*.

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The first problem with my friend is that he refuses to live by one of the universal laws of prosperity. That is the concept of trading value for value. Or put another way, the only free cheese is in the mousetrap. Like a lot of people today, he has an entitlement mindset. He sees that he is struggling and others are not. So he thinks it's only fair that they should somehow provide for his advancement.

So he is continually aligning in business relationships with people who have more resources than he does. Each of these arrangements is supposed to enrich both parties, but they always end up coming up short. There is always just enough to pay his expenses, but nothing left for the other partners.

Now he doesn't do this maliciously, or deceptively—or even consciously. He just always comes up a little short and he regales you with his tales of woe. And you look into his big brown eyes and you offer to give up your profit if it will help him out.
Or at least that's what I did . . .

The first time. So I naturally thought that being his patron saint the first time around, he would work to ensure that I was taken care of in round two.

That was a $25,000 lesson for me. One that I don't need to learn any more, thank you very much. But this isn't about me. The subject was why this individual keeps snatching defeat from the jaws of victory. And that takes us to the second issue…

Self sabotage.

Now this guy certainly doesn't see it that way. He sees it as a whole chain of unlucky outside circumstances. He blames the economy, his partners and other external factors. He is certain that he wants to be successful, so the possibility that he could actually be sabotaging his own success doesn't even occur to him. And if you were to suggest it, he would brush it off without so much as a cursory thought.

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Like most people—he evaluates everything about himself based on the evidence of his conscious mind.

And what a foolish mistake that is. Millions of people self sabotage themselves daily. And most of them are not even aware of it.

Their rational, logical conscious minds tell them that they want to be healthy, happy and prosperous. Let's face it. Who wouldn't?

But then why are so many people sick, depressed and broke?

Because on a subconscious level—they don't believe they are worthy. Perhaps their church, temple or synagogue programmed them that they were a worm by the time they were eight years old. Maybe their parents got divorced when they were ten and they thought it was their fault. Perhaps their father worked ten hours a day in a tough manual labor job, and now they feel guilty for earning more money than he did.

They spent hours a day, plopped in front of the television. So you can safely assume that they were completely brainwashed by the media by the time they were ten years old. They have learned:

- Rich people are pompous, conniving and dishonest;
- Poor people are the salt of the earth; and,
- It is somehow noble, decent, and spiritual to be poor.

We could come up with a thousand reasons they may be programmed for lack and limitation. And a thousand reasons that you may be. Now like my friend I described earlier, you may have attended a couple seminars of mine, read some positive books and set goals for positive outcomes. *But do you know how many thousands of hours of counter-programming you are still receiving?*

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Are you really screening the books you read? Did you eliminate the news outlets? Have you stopped watching 90% of the shows on television? Did you eliminate all radio talk shows from your diet? Do you excuse yourself from the conversation when it turns to gossip, lack and negativity? Have you replaced former friends and acquaintances in your life that were negative? Do you schedule and restrict the time you spend with negative family members?

If you didn't answer yes to ALL of these questions, I worry for the tremendous amount of lack programming you are being exposed to on a daily basis. If you did answer yes to all of the above, what that means is that you are likely getting "only" about fifty exposures to negative programming a day!

So in either case—what are you doing to counteract this programming?

It may be much more important than you know. It is that constant daily programming you receive that determines your mindset. And it is your mindset that determines your eventual level of achievement in everything you do.

Example: Suppose you get offered a chance to participate in a business opportunity. You could approach this a number of different ways, each one would be dependent on your mindset.

You could jump in blindly, without any research, just because you are enamored with the idea of getting rich. You could enter a very bad situation and lose a lot of money. This happens to people every day.

Or scenario two, you figure that any deal you find out about is already too late. You figure the "insiders" get all the sweetheart deals and it's probably much too good to be true. So you passed up the chance to buy Microsoft when it was $10 a share.

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Another scenario occurs when you get offered a situation, you have confidence in yourself, you study it thoroughly and you make a sound decision.

There are other possible scenarios, but you get the idea. How you will react to it is determined almost entirely by your mindset. You are made or unmade by your mindset.

It's important to remember that your mindset and expectations will be determined by the thoughts you give precedence to. James Allen equated your mind to a garden.

If you leave the garden uncultivated, whatever the wind blows in—plants, weeds or whatever is what grows there. If you consciously plant it, and cultivate it—you keep it weeded and grow the flowers, fruits, or vegetables you desire.

If you don't screen out the kind of stuff we discussed earlier, those are the weeds that blow in and choke out your prosperous, healthy and happiness thoughts.

People often ask me when their self-development work and personal growth finally "takes," and they will stop having negative thoughts. I wish I knew. Although I'm afraid the answer could be never.

Remember all the screening suggestions I mentioned a while back. I do every single one of them. In addition, I play CDs with positive subliminal messages while I sleep each night. I start each day by reading something positive, and end each night the same way. I have many positive, success-oriented people in my life. I feast regularly on positive books, tapes and other programs. And let me tell you what happened yesterday . . .

I have an embarrassing confession to make.

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I was practicing the vacuum law of prosperity in my closet again. I decided that since I have so many nice, stylish and beautiful clothes—I was going to stop wearing blue jeans so often. The last time I did this, I gave away over 40 pairs of jeans. I still had about 15 left.

About five of them are black Armani, Boss or other designer jeans that I could wear with a sport coat or a similar "casually elegant" situation. That still left me with ten pairs of blue jeans. I made a spur of the moment decision to give away nine of them. I figured that way I couldn't be lazy and just reach in the closet and grab a pair every day. So I stacked the nine pairs up on my donation pile. And then it came…

The thought.

For a fleeting moment I thought about what would happen if I lost everything and had to start over again. I remembered the time when the tax authorities seized my business, and I took a job in a diner, as a breakfast cook to get by. So I had this momentary thought about the possibility that I might ever have to take a manual labor job where I would want to have those blue jeans again.

And that blows my mind.

For the sake of this neurotic fantasy, let's suppose I lost everything tomorrow. Everything.

I could start a restaurant chain (which I already have the concept for) and would likely become a billionaire. I need just snap my fingers and I could have ten or twenty investors. I could restart my speaking and seminar business and make millions of dollars from scratch.

I could announce that I was available for copywriting projects and pull in a million dollars a year. I could jump back into network marketing and be worth a couple million in a few years.

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I could announce my availability as a marketing consultant and have more business than I could possibly handle. If I mentioned to my Mastermind Council that I was looking for a job, I would have two or three high five figure offers to run companies in five minutes.

Truth is, it wouldn't matter what business I do, I would be successful in it.

But I still had that thought. . .

Fleeting, though it was. And I have been working on my prosperity consciousness for 13 years! I've made millions of dollars, I have the ability to make billions more. I judiciously guard against negative programming to the point that I will leave a movie halfway through, or end a conversation in a mid sentence if I don't like the direction it is going. *And I still had that thought.*

And know what?

I've had lots of other ones. Sometimes ten a day. As rich, successful, healthy and happy as I've become, I have often still had fear-based thoughts. Looking back now, I see a lot of things I did, thinking they were prosperous, but I see now they were fear based.

When I bought a bike, I bought a titanium professional race bike for $3,000. I remember thinking then that if things got bad, I could always sell it for some quick cash.

Well I bought four sports cars at the same time, I felt secure, knowing I could always sell one or two and scrape together a hundred grand.

Coming from the place I did, I always felt like I was somehow cheating destiny. That God, or the universe, or someone was going to wake up one day and discover that I had acquired wealth by mistake.

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And given my mother's proclivity for worst case, nuclear meltdown scenarios, I still had that niggling thought in the back of my mind—the defensive, better-prepare-for-the-really-bad-scenario, and have my options covered—just in case. And not get my hopes up too high—because then I was setting myself up for a great disappointment. And like I told you, I've had those kinds of thoughts recently, as many as ten a day.

But here's the difference . . .

I notice every one of them now. Immediately. And I often laugh about how silly they are. Best of all, I see the progression of my mindset.
First, I had hundreds of negative thoughts a day, and noticed none of them.

Then I graduated to the point that I had lots of negative thoughts a day and noticed some of them.

From there I got to the point that I had less negative thoughts a day and I noticed a lot of them.

And gradually over time, I started having less and less of them. Some days I have none. And now when I do have them, I catch myself right away.

I used to wear a rubber band on my wrist, and snap it when I had a lack thought. Now I no longer need to do that. I just tap my fingers on my forehead. That's the signal to my mind, and I instantly reject that thought, and replace it with another one. And once that happens. The world changes.

So when do the negative thoughts end? I don't know that they ever do. The sheer enormity of how much negative and lack programming you will be assaulted with over the course of a lifetime makes that seem unlikely. (But let's not affirm that!)

When you really analyze and think about this regularly—you will start to notice these thoughts. And once you do that, they lose most of their power.

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And your mindset starts to change . . .

You change your core fundamental beliefs. You believe you are supposed to be healthy, happy and prosperous. You believe you are worthy. And when you are confronted with dozens of situations each day, most minor, some bigger, and even some that are major—you expect good things to happen to you!

You expect to find that tie you need to complete the perfect outfit, you anticipate winning in a sporting event, you figure you are next in line for that promotion, and you expect your business ventures to be successful.

In any event, if you keep counter-programming—you will win the fight. Because once you control the programming—you control the mindset. And once you control the mindset—you control your destiny!

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Chapter Four

Sexual Alchemy

Sex contains all, bodies, souls,
Meanings, proofs, purities, results.
promulgations,
Songs, commands, health, pride, the maternal
Mystery, the seminal milk,
All hopes, benefactions, bestowals, all the
Passions, loves, beauties, delights of
The earth.

-Walt Whitman

In "Think and Grow Rich," Napoleon Hill lists the ten ways to stimulate your mind. They are:

1. The desire for sex expression.
2. Love.
3. A burning desire for fame, power, or financial gain.
4. Music.
5. Friendship.
6. A Master Mind alliance.
7. Mutual Suffering, such as that experienced by people who are persecuted.
8. Autosuggestion.
9. Fear.
10. Narcotics and alcohol.

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Well I can conclusively say that Napoleon was right, because I have researched them all! And each of the things on that list really does have the power to stimulate your mind in new and exciting ways. Unfortunately, not everything on the list is for your highest good.

Alcohol and other drugs have done much to stimulate creative people. Edgar Allen Poe wrote "The Raven" under the influence, Hemmingway never met a bar stool he didn't like, and lots of other writers did their best work intoxicated. Janis Joplin, Jimi Hendrix and Jim Morrison made amazing music under the influence of drugs. But ultimately, this stuff destroyed them all.

I used to love the creative high I got from smoking marijuana. But what's the point of stimulating your brain, if you have to kill brain cells to do it? I used to feel uninhibited and social when I did certain hard drugs or got drunk. But the hangovers and the letdowns weren't worth the price.
I tried the burning desire for fame and power too. But once you go through therapy and get rid of your baggage, it really isn't that much fun to run the world anymore. Ultimately, this stimulation, like the previous one, ends up being destructive.

Fear is the other stimulus that is on the edge. I think a little fear can be helpful. If we're afraid we will miss a promotion, it may motivate us to do a better job on a project. If we fear losing someone special in our life, we may treat him or her with more respect, love and appreciation. But when the fear gets too great, it moves from natural and constructive, to negative and destructive.

I've certainly done the mutual suffering and persecution thing too. There really is some strength in that, believe it or not. After Hurricane Andrew struck Florida, I was amazed at the way people stepped in and helped each other. You saw a similar reaction after the September 11th terrorist attacks. But who wants to go through suffering for more stimulation?

The other issue in this, is that the stimulation can quickly turn negative...

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I used to hang around all day commiserating with my victim friends. We would spend all our time together ruminating on our bad luck, the unfairness of the world, and other injustices. We formed a strong bond. In actuality, what we had was a Mastermind for misery. And it worked!

So now we have four ways to stimulate our mind, but each with some serious drawbacks. That leaves us six on the list. Each is positive and each can help you. But one of them, the desire for sexual expression, is greater than all other nine items on the list combined.

Sexual energy is the most powerful driver we have. It has the potential to power you to great achievement, or drive you to utter failure. Here is what we know about it.

Sexual energy in animals is all encompassing. Watch the mating rituals of spiders, see the force of fornicating lions, or witness when a stallion is brought in to sire a mare, and you will see driving and consuming purpose like nothing else. It is one of the most powerful energy forces in nature, on par with an earthquake or a hurricane.

In man, sexual drive is moderated by conscious thought. Most of the time anyway. When you are driven by sexual desire you can harness creativity, energy and imagination unknown to you at any other time. This drive is so strong many a person has risked their reputation and even their life to indulge it.

This sexual energy you have is quite natural, and you should nurture it. This drive cannot be submerged, and it is foolish to try. Nor should you want to. It is a healthy innate part of who you are. There are two ways to satiate this powerful desire...

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The first way is of course, physical release. This is a healthy part of human existence, and is quite natural. But like anything good for you, too much of it sends it to the other side of the equation. A sex-crazed person is no different than a drug crazed one. They both are addictions that can ruin your health and your life.

When you reach orgasm, you release a tremendous amount of sexual energy from your body. This energy is actually "Chi," the force of life. It takes a certain amount of time to replenish this energy, and this time span increases as you age. One of the best investments you will ever make in your health, longevity and prosperity will be learning some tantric sex techniques.

You will bring variety, meaning and more intimacy to your lovemaking, and both you and your partner will help to replenish energy with each other quicker. You will also learn how to have enjoyable sexual relations without orgasm, and men can learn how to have orgasm without ejaculation. Learning these techniques will stimulate and enhance your sexual energy, and greatly reduce the life force you deplete.

This is all assuming that you are enjoying sexual relations with someone you love. Remember that there is a difference between sex and love. Sex is biological, while love is spiritual. When you combine the two, you have an experience that touches your heart while it stimulates your loins, and creates an exponentially more powerful experience.

Recreational sex is simply biological, and cannot provide the same nourishment for your mind, body and soul, and thus can't further your prosperity journey.

I won't lie to you. I have had my share and a lot more, of exotic, erotic recreational sex. I grew up in the free sex 70's, and I have explored many avenues in the sexual universe.

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I can tell you that when I was engaging in frequent promiscuous sex, that my energies were dissipated, and I did not have the focus I needed for success in other areas of my life.

I am not going to get into the morality of recreational sex. That is not the purpose of this book, nor the basis of this discussion. That is a personal issue for you, best left to you. I broach the subject here, only in the context of making you aware that this kind of sex is very depleting to your life energy.

My great success in life came when I learned how to transmute my sexual energy into other productive areas. And that is the second way to release the tremendous sexual energy you have...

Becoming a sexual alchemist.

Alchemy, if you remember, is the ancient science of transforming base metals into gold. Sexual alchemy is the science of transforming base desires into driving energy to accomplish other things. When you harness your sexual energy and transmute it along these lines, you channel imagination, courage, creativity, drive and determination in previously untapped levels. It is a powerful force for prosperity, when properly channeled.

If you channel some of this energy to outlets, you can make massive strides toward your prosperity. If you don't, this energy will be released only through physical channels, and delete your life force. Here's what else Napoleon Hill says on the subject in "Think and Grow Rich."

"Sex energy is the creative energy of all geniuses. There never has been, and never will be a great leader, builder or artist lacking in this driving force of sex."

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Now this is not to say that everyone who is highly sexed is a genius. You attain this state of genius only when you stimulate your mind so it draws upon all the resources available to it for growth and creativity. You can't simply have sexual energy. It must be transmuted from desire for physical release to another form of desire and action. Then is when your efforts are lifted to genius levels.

After extensive research, Hill discovered that the vast majority of successful men reached their success after age 40, and often after age 50. The conclusion of the study was that the vast majority of men dissipated their energies through over-indulgence in sexual activity.

Most people never discover that their sexual urges have other possibilities, and that's why there are so many sick, broke and unhappy people. Once people understand this reality, noteworthy achievements immediately follow.

In the book, Hill lists people of outstanding achievement whose history and biography testify that they were of a highly sexed nature. This list includes such notables as George Washington, Thomas Jefferson, Napoleon Bonaparte, Elbert Hubbard, William Shakespeare, Ralph Waldo Emerson, Enrico Caruso and others. These men, and many other people like them were able to transmute their sexual energy into other productive avenues.

Obviously I would recommend a reading or re-reading of "Think and Grow Rich" for any serious prosperity student. I would also recommend a book by my friend Felice Dundas, titled "Passion Play." Felice is a doctor of Chinese medicine, and her book is a marvelous look at how to deepen intimacy, and harness your sexual energy for pleasure, vitality and healing.

Now transmuting your sexual energy into other pursuits takes a tremendous amount of willpower. Most people are unwilling to make this sacrifice. But extraordinary prosperity comes from extraordinary achievement, creating extraordinary value for others. And such achievements require sacrifice.

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Powerful intellectual and creative achievements are attained from consecrated thought, focused on the search for knowledge. If you will sacrifice some of your confused animal thoughts and consecrate them on the development of your plans, the rewards are astonishing.

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Chapter Five

Programming Your Subconscious Mind

Every thought that reaches your conscious mind, gets transferred to your subconscious mind for filing. This becomes your "hard drive" and your conscious mind draws on it for all the decisions you make. This is done automatically, and often without effort or deliberation.

So for example, maybe when you were quite young, one of your parents said something like, "Those rich people are always trying to chisel out of their taxes." At that age you are very impressionable, and very protective of your parents. You're not even sure what rich people are, but you know that they are trying to do something to hurt your parents.

So later if they say something like, "We may be poor, but at least we're honest," it's another piece of programming on your hard drive. You don't even know it's there. Because as you get older, you come to the conclusion that you want to be rich. So you may work two jobs, save money for a business, and do all kinds of things to get wealthy.

Unbeknownst to you, you have programming on your hard drive that will stop you. It's a small voice that you can't even hear, and it's saying things like, "You better stop what you are doing, or you are going to be rich. And if you're rich, your parents won't love you any more, you won't fit in with your friends, and you'll have to sell your soul. You better stop doing what you're doing right now."

You never hear this voice, but it can subconsciously sabotage what you are trying to do nonetheless.

You're getting this kind of negative programming, 24 hours a day, seven days a week from the data-sphere (TV, radio, movies, Internet, friends & family). And if you aren't censoring some of these sources, and replacing it with positive counter-programming, the sabotage cycle continues.

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But it can be stopped . . .

You can program your own subconscious mind. This is what we mean by autosuggestion. It simply means all self-administered suggestions and stimuli, which reach your mind through your five (arguably six) senses.

The thoughts you give precedence to in your conscious mind, determine what gets filed for saving in your subconscious mind. So the first place you start is with the conscious stuff you are aware of. If you are a prosperity conscious person, you won't watch 95% of the programs on network television. You wouldn't watch talk shows and reality shows that take advantage of people's ignorance for your entertainment. You wouldn't read 95% of the books on the bestseller lists. Most of the Hollywood movies that come out wouldn't be on your must see list, and you'd be very selective about who you spend time with. You would be always vigilant about everything that has the power to program your subconscious mind.

But that isn't enough . . .

Not by a long shot. You have to be very proactive about giving yourself positive programming as well. I keep a little publication called "Daily Word" and the book "As a Man Thinketh" next to my bed, everywhere in the world I am. That way, the first thing in the morning, and the very last thing before I turn off the light, I read a short passage of something positive. I want that positive message imprinting itself on my subconscious mind.

I believe in affirmations. I say them out loud, I write them out 13 times, and I sometimes put them on stickers around the house, so I see them all the time. I believe in having goal cards, or writing goals and positive statements in your planner. Every time you see them, even if it is just out of the corner of your eye, they are making an impression on your subconscious mind.

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One of my favorite activities, and something that worked great for me, is building a Dream Board. This is a big piece of poster board that you fill with pictures, affirmations and other things you want to manifest in your life. (For instructions on how to do this, read book four in this series "The 7 Spiritual Laws of Prosperity and How to Manifest Them in Your Life.) Then you place this somewhere where other people won't see it (so negative people can't ridicule it), but you see it every day. Like the other things, just walking by and seeing it out of your peripheral vision has an effect on you.

In book two in the series ("Accept Your Abundance"), I share a powerful programming technique from seminar leader Richard Brooke. He has you actually write a movie script of the thing you want to manifest.

Here's what you must understand about your subconscious mind. It doesn't question, argue, or doubt. It does exactly what it is programmed to do, no questions asked. It responds very well to imaginary scenarios. So when you affirm things like, "I am in perfect health," it works to make that true.

Here's the secret . . .

The more real you make things, and the stronger you imprint them, the faster your subconscious mind can make them come true in reality. So what you want to do is involve as many of your senses as you can. That's why Richard's movie script idea works so well. You can write all senses into the script. So you can wake up, and smell the coffee downstairs, hear the waves crashing on the shore, feel the pride as you receive the Academy Award, touch the hair of your soul mate, and see the sunrise over the water, from the view in your penthouse. *The more real you make it—the sooner it becomes real!*

I have one more technique to share with you. And it is a powerful one! It's a way to directly program your subconscious mind with the exact information you want it to have.

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Another interesting aspect to know about your subconscious mind is that it goes through cycles, and during certain of these cycles, it is more susceptible to being programmed.

The perfect time to program your mind is when you are in an "Alpha" state. Alpha is the state of deep relaxation, the state you feel right before you drop off to sleep, or are gently waking up in the morning. By the time you're halfway through the massage you're getting, you're probably in a wonderful alpha state. But it can be difficult to be programmed at those times.

So here's the perfect time . . .

Meditation. When you get in a deep meditative state, you are in alpha cycle. Now if you haven't been trained in meditation, let me give you a way to get in a deep meditative state, almost at will.

First, get in a relaxed position, usually sitting down, with your legs crossed, or on a chair. Close your eyes, and begin breathing deeply. Breathe in through your nose, and exhale out your mouth. Slow, steady deep breaths.

Begin counting backwards from 50, with each exhalation. Clear your mind of outside thoughts, and just concentrate on the next number. If stray thoughts come into your mind, just notice they are there, then release them and go to your next number.

Starting at 50, by the time you get to one, you will be in a deep alpha state. You now can start programming your subconscious mind. Best to do this in the form of affirmations. Examples:

Money is attracted to me like a magnet.

I make wise food choices and find time to exercise.

My perfect soul mate is attracted to me now.

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I am a Diamond Director with XYZ Company.

I am a multi-millionaire.

Now to the uninitiated, making affirmations like these are corny, or even silly. They have no idea how wrong they are. This is a POWERFUL programming technique.

Once you have completed all the things you want to program, then say something like the following:

"I am going to count backward from five to one. When I reach one, I will return to an awake, alert state, refreshed and ready for a great day. Five...I am starting to hear what is going on around me. Four...my eyelids are feeling lighter. Three...I am feeling alert. Two...."

That's what you might do if you were meditating in the morning. If you were doing it at night, you might say something like this:

"I am going to count backward from five to one. When I reach one, I will be relaxed and serene, ready for a good night's sleep. Five...I am starting to feel sleepy. Four...my eyelids are feeling heavy. Three...."

Now if you are nervous or you're afraid you wouldn't be able to remember what to say when you're in the alpha state, make a tape! You can just sit relaxed, with your finger on the tape player. Start counting backwards, and when you get to one, push the 'Play' button. You'll have exactly the affirmations you want, in your own voice.

Remember this: Your subconscious mind doesn't analyze or critique, it simply runs on autopilot, doing what it is programmed to do. These autosuggestion techniques allow you to choose the programming you want—which leads to the exact results you want to manifest!

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Chapter Six

The Siren Song of Satisfaction

It was a Saturday evening, and we were having a dinner party at the home of one of my Mastermind Council members. The topic of conversation turned to complacency. Or more specifically mediocrity.

Falling into a comfort zone. Settling for good, when we know we can be great.

One of the guests was a good friend who wants to be a speaker. Or so he says. He even attended my last Speakers Institute, where it became obvious that he is an engaging presenter, has a lot of information to share, and should probably be doing exactly that.

At the Institute he outlined a number of things he wanted to do, products he wanted to develop, and workshops he could conduct. I even encouraged him to join the Mastermind Council, because I thought the intellectual and creative stimulation is exactly what he needs to bust loose.

He never joined, saying he needed the money for a house he was buying. In fact, he has never even joined at the beginner level. Like a lot of my friends, he figures he talks to me all the time, so why pay money to join something like that? (Just another manifestation of the hometown prophet syndrome.)

In the year and a half since the Institution, he has done exactly nothing to further his dream. What happened?

Life. Or more specifically, the day-to-day "busy-ness" of life. He's in his new house, active with his profession, and doing all the things we all do.

But we all do those things. Yet some of us still find the time to pursue our dreams.

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What's the difference?

Now another friend was supposed to join us that night, but he had to cancel. He is already a professional speaker. For the last two years he has been chatting with me about repositioning his business to face the changing realities of the marketplace. We explored it a while back, and I gave him an informal "Hot Seat," creating some recommendations for what he could do. I think what I came up with has a lot of potential in the market, and could prove to be quite lucrative for him.

He has yet to move forward on it, opting instead to wait back and see if something else will develop. He talks about it a lot, and keep reanalyzing the situation, but hasn't taken any action to move forward.
So what's holding him back?

I think the answer is similar for him as it is for my other friend. Like it is for you and me. Sometimes we are hungry, but we're not HUNGRY. Sometimes the siren song of the status quo seduces us. This is lack programming at work.

At the dinner party the other night, my friend kept saying things like, "If you saw how far I've come already," and "Compared to where I was a few years ago…"

And that's where the danger is . . .

Validation. Golden handcuffs. Because we are not starving in the street, we sometimes can get complacent with our circumstances. You may want more out of life, but if you are moderately comfortable with your current state, you might not be motivated enough to really dig in and attempt something bold, daring and challenging.

Now a lot of people will simply say, "So What? What's wrong with that? If you've reached a certain level of success, why not take some time/smell the roses/be grateful for what you have/be satisfied with what the Lord has given you/blah, blah, blah?"

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Because that is a crime against nature. Your nature.

Your nature as a human to grow, develop, and unfold into your greatest good.

There is nothing sadder and more tragic—than untapped human potential. For untapped potential—no matter what level you are at—is an acceptance of mediocrity. And a denial of your greatness.

This holds true at any level.

If Alex Rodriquez is happy being the 10th greatest baseball player in the league—that's mediocrity. Because he has the skills to be the best.

Now you could say that even at number ten, Alex is still better at baseball than six billion people, and he is in the 99.99 percentile. But for him to settle for the 10th best would still be mediocrity for him, because he is the best baseball player alive today.

Tiger Woods could decide to train less, take things easier, and settle for being the second or third best golfer on the circuit. And you know what? For him, that would be settling for mediocrity.

It's easy to give in to the siren song of satisfaction. And we all do it from time to time, in different areas of our lives. And that's ok, we have to. We can't be our absolute best in every single thing we do in this world, or you will drive yourself crazy.

But there are some areas that are hills to die on.

And knowing which hills these are, is the secret to living a life of meaning, prosperity, and fulfillment.

So let's look at that. . .

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If you like to play Scrabble, doing it to your utmost potential is great, but it's probably not worth the effort required. And likewise for taking all the time necessary to be the world's foremost ping pong player. Unless you're a professional, and do that for a living.

But there are some other areas, where you should never settle for second rate. Or accepting less than you are capable of.

I think being a parent would certainly be one of these. That responsibility is so sacred, that you should continually be learn, grow, and challenge yourself to get better. The only way you can be a good parent is to have this attitude.

The things that affect children have changed so much since you grew up, and things are changing so rapidly, that you must always be learning and adapting to provide your children with the guidance, love and support they need.

When I grew up, it was quite unusual for someone to bring a knife to school. Drugs were pretty prevalent, but it was mostly the less potent, less addictive kind. Most kids came from whole families, and the teachers knew each kid. Now look at today.

Guns are so prevalent in places like the U.S., that if a kid has an issue with someone, he or she can get access to a firearm in a matter of hours. Drugs have gone high tech, so they are easier to get, cheaper, very addictive, and very deadly. More than 50% of marriages today, end in divorce.

In many families still together, both the parents have two jobs. The number of kids raised in broken families is increasing greatly. And school budgets are straining, classrooms are getting larger, and the time a teacher has to get to know and help a student is getting scarcer.

The programming a child faces today is simply mind numbing. To win the most popular video games kids must kill between 20 to 50 people or things every ten minutes. If you don't stay abreast of what's popular, your child's reality could really be twisted.

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The current crop of television shows available is simply beneath even contempt. The sensationalism, sexuality and vulgarity levels are so anti-prosperity and anti-humanity, that for an impressionable child to view them even for an hour a week is enough to warp and distort their minds for life.

Bad enough if an adult's idea of harmless entertainment is watching someone eat a cockroach, bludgeon someone senseless, or surprise their spouse with the news that they are sleeping with their sister. And mother.

If you start exposing someone to that programming when they are ten or eleven, trust me when I tell you, that you will not want them in the gene pool at 40.

A big part of being a good parent is staying abreast of the influences your children are being exposed to, and helping them cope with and manage these influences on their lives. This is easier said than done, I know.

The strong will of a child, the barrage of guilt a parent feels, and the fact that most parents are just too exhausted to oppose their child's desire to watch inappropriate shows or play violent video games can take over and cause the parent to cave in. But you can't. It's too important.

It comes down to courage and discipline. You have to create your own personal / family morals, and use your courageous efforts to enforce and stand by them. It is extremely difficult – but not impossible.

It means you have to do things that aren't fun or rewarding—like being your child's parent, instead of their best friend—but you do it, because you hope it will make a difference in the end.

And it's a never-ending process. . .

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Kind of like being in love. Which leads us to the next area that you must devote super-human effort and dedication to growth if you want to make it work. And that is the investment necessary to have a committed relationship with someone you want to spend your life with. I can't even envision true prosperity, without having special people in your life, and especially that really special someone.

It starts out pretty easy. You adore them; they are infatuated with you. You even like those "quirky" things about them. You know, those little things they do when you meet them that you find cute—the same ones that make you want to strangle them after the relationship wears on.

Relationships take work. Lots of it. Loving relationships take even more work. Lots more of it. You have to grow, and you have to celebrate and nurture the growth of your partner. Even when this growth takes them into areas that you aren't interested in, or even may threaten you.

The reality is love is a verb—a series of actions you give and receive, which cause you to "be in love." Love only exists and evolves when you "do" love.

Love is your ultimate energy. An energy that you generously give when you first "fall in love". And when that fresh sensation goes silent, your discipline and effort must come forth. This is when the real work that supports a relationship begins.

I'm very blessed to have Drs. Ellyn Bader and Peter Pearson in my Mastermind Council. Ellyn and Peter run The Couples Institute in Menlo Park, California.

Their latest book titled "Tell Me No Lies," gives us some interesting insights on what it takes to move from accepting an "ok" relationship, versus developing a deep, meaningful and rewarding one.

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This is when the relationship can and will withstand the test of time. But this won't happen if you don't make a major and continuous commitment to it being the highest good it can be. It is another case, like parenting, where the effort is worth the payback. It is a fight worth fighting.

And that's the point I want to make in all this...

That you must determine the areas of your life where you will not settle. I'm sure we can do a whole book on parenting, like we could on relationships. And many have. But I bring them up here only in the context of using them as examples of the kind of areas that are important ones to grow and develop to your maximum capacity to have a life of meaning.

So let's go back full circle to where we started . . .

We began this discussion with a look at work. Settling for a job, when you really should be an entrepreneur. Settling for good, when great is possible.

As you've probably discerned by now, I believe your work is as important to you as your family and your relationships.

Now let's clarify that. I don't mean to say that you should miss the delivery of your first child because there was a staff meeting that day. Nor do I mean that the work you do at the office next Tuesday is as important as that father/daughter talk you need to have about drugs, dating and honesty.

But I think what you do is VERY important to who you are as a human, and a big part of prosperity. And the roles you play as a parent or a partner are greatly influenced by the work you do, and how you do it.

Show me a guy who hates his job, and I'll show you a guy with a rocky marriage. Show me a mother who holds herself back for fear of upstaging her husband, and I will show you a mother who is setting a horrible role model for her children.

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People who tackle their work with joy, abandon and adventure will approach their marriage and family life the same way. I think everyone should work. Not because you need the money (although that's not a bad reason), but because your work allows you to develop, contribute and grow as a human being.

As you may know, I set up my life in a way I thought I could retire at 40 years old. My goal was to live a life of leisure, racing cars, playing softball, and drinking out of a coconut. That lasted till I was 40 years and nine months old.

I realized very quickly how my intellect and other mental faculties could atrophy. If I would have done that for another six months, I would have been happy to sit at home evenings and watch "Friends." Which would be a fate worse than death.

I think we need work that we are passionate about; work that has us ripping off the covers in the morning, ready to get to it. I have found that, and it contributes a tremendous amount to the fulfillment and joy I experience in life.

Make no mistake . . .

I have balance. I set boundaries so work doesn't consume me. I have softball leagues on Wednesday and Thursday nights, so I don't work those nights. Sometimes another night as well. I block off all nights for the Opera, as soon as the season schedule is released. I finish by early afternoon on Saturdays, and I don't work Sundays. (I have church in the morning, and another softball league in the afternoon.) If I do seminars on the weekend, I take off time in the middle of the week.

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And the result is, I always look forward to Monday morning with great anticipation. I know I will have emails from my partner in Central Europe, and others from Oslo, London, Sydney, Singapore, Malaysia, or some other exciting place with details on a project. I'll have Daily Awakenings to write, and Online Seminars to brainstorm. I live my life with passion, and a great part of that passion comes from my work.

To reach a self-actualized state, I think everyone really does have to find work that does this for him or her. Which is not to say that every mother (or father) should work at a job.

I think of Debra Brandt-Sarif, another member of my Mastermind Council. Her full-time work is raising her three beautiful children, and it has as much passion and meaning for her, as my work does for me. Now when her kids are grown, she may go back to teaching, become a nuclear engineer, or develop a vaccine. But right now she has an obsession with her work of the moment. And that is the key for what we are talking about. I believe…

You must have an obsession about something in order to succeed at it.

Now everybody has obsessions. The question is what obsesses you? And are your obsessions healthy ones or negative ones?.

If your obsession is darts, and you think all day of how you will prevail against the other guys at the pub that night, that isn't going to take you very far towards a life of meaning. If your obsession is the Miami Blue butterfly, that may bring texture to your life, but you better have some more important areas you focus on as well.

The difference between people with empty lives versus people with meaningful ones, is simply the things they choose to obsess about.

Want to have a life of meaning? Want to leave mediocrity behind? Want to choose greatness and reach your highest good? Look at the things that you emphasize in your life.

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Prosperity in not about things and "stuff." It is a mindset, and a way of living. It means being in touch with your spiritual side, and knowing the source of all the blessings that come to you.

You probably picked up this book because you are not yet manifesting all the prosperity you desire in life. That's good. I believe that we are never given a dream, without the resources to make it come true. Your situation may not be great at the moment, but it will not remain that way long, because you have a vision of where you want to be, and the person you want to become.

When you do the things we have discussed in this book, amazing things will begin to transpire in your life. It's impossible to travel *within,* and stand still *without*.

The masses don't understand how any of this works. They see only the apparent effect of things, and not the things themselves. They are the skeptics who will talk about "luck," and fortune and chance.

They don't see the sacrifice and work that goes into manifesting true prosperity. They never notice the long journey, only the end result. In prosperity there are efforts, and there are results. The strength and commitment to the effort, is what determines the success of the result. It's not about chances, fate or luck. Prosperous people create their own chances, their own fate, and their own luck.

You may have a poor, low-paying job right now, or perhaps not even have one at all. But once you have a dream, all that changes. You mentally build up your picture of a better life. This larger scope takes over your consciousness, and this changes your daily actions. You act differently. And people notice the difference.

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Soon, your job can no longer hold you. It is cast aside as you move forward to bigger responsibilities. You are now a person of influence and action, because you have done what few can do. You have harnessed the power of the mind.
You will receive the vision of your heart, the exact results of your thoughts. You will be given exactly what you earn, no more, no less. You will become as small as your controlling desire, or as big as your boldest, most daring and imaginative aspirations.

I hope you aspire for a life of spiritual fulfillment, abundant health, enriching relationships, and outrageous wealth. It is all these things taken as one that constitutes true prosperity.

The life you envision and program into your daily thoughts is the one you are going to live. So make it a prosperous one!

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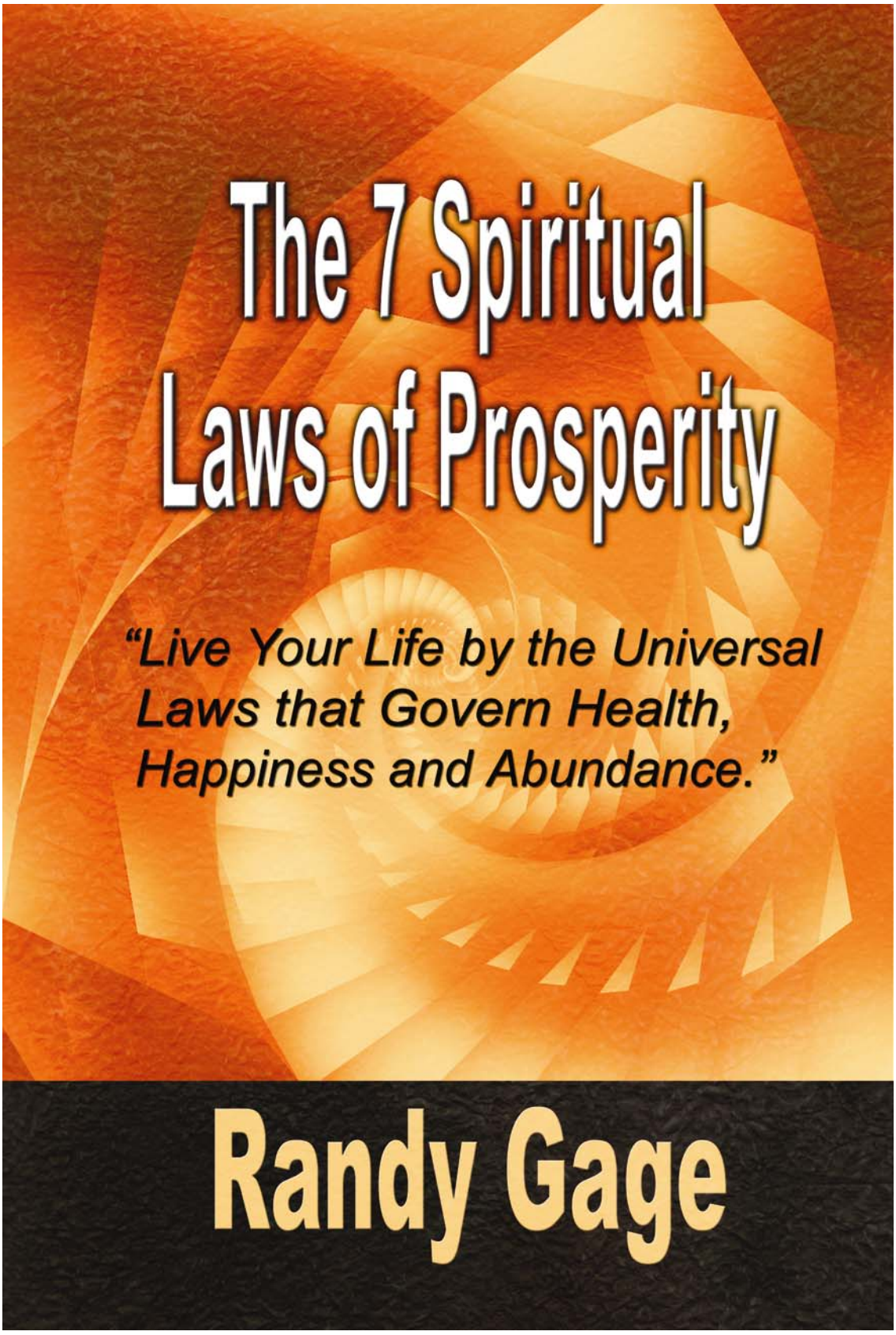
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The 7 Spiritual Laws of Prosperity

And How to Manifest Them in Your Life

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Forward

By Lisa Jimenez, M.Ed.

I'm driving up to Disney World with my three kids. We were in our brand new truck. We have two laptop computers (chock full of games), a movie playing on our portable DVD player, two CD players, and a Game Boy. My son Beau says he is bored and doesn't know what to do with the time...

So, it's very clear that "stuff" is NOT prosperity. In fact, WANTING more and not finding satisfaction in what you have is the opposite of prosperity—this is actually poverty—poverty of the mind and spirit.

I'd even go so far to say that Health, Wealth, and Happiness are not prosperity! These things are contingent on circumstance. And circumstance is not in our control. Prosperity is not about circumstance.

To me, prosperity is a state of mind. It is innate JOY. This deep JOY is not contingent of my circumstance. If my Armani suit gets dirty, my brand new Lexus rusts, I get sick, I lose money, or a loved one dies; my happiness might flee, but my innate JOY still exists.

This innate JOY is Prosperity.

Prosperity is the quiet, confident assurance of who you are and whose you are. And that is enough. The ironic thing is, this prosperity is exactly what I need to manifest health, wealth, and happiness.

I look at the apostle Paul, whose experiences varied from poverty, abundant wealth, and everything in between, and I see someone who was content in any and every situation. How was he able to do this? Where did he find his source of contentment?

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He knew who he was and whose he was.

This is what Paul says in the letter he wrote to the Philippians: "True prosperity is peace in your circumstances. I know what it is to be in need, and I know what it is to have plenty. I have learned the secret of being content in any and every situation, whether well fed or hungry, whether living in plenty or in want. I can do everything through Him who gives me strength. I rely on His promises. (Phil. 4:12)"

Paul also said, "Focus on what you are called to do, not what you feel you should have. Detach self from the nonessentials so that you can concentrate on the eternal."

The answer to experiencing prosperity and finding true contentment lies in:

- Your perspective;
- Your priorities; and,
- Your source of power.

Randy Gage has insights into all these areas. A modern-day scholar, he has spent 15 years studying the science of prosperity, and the connection between what we think, and what we manifest. In this book he offers some thought-provoking insights into the subject. Whether you agree with him or dispute what he says, he bears listening to, because he is a man who knows who he is, and whose he is.

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Introduction:

Does God really exist?

I had a fascinating dinner last week. It was with a large group that wound down by the end to me, a fundamentalist Christian, a Jew, an agnostic, an atheist, and a new thought Christian. So naturally I couldn't resist bringing up the delicious issue of religion and whether God exists.

It should come as no surprise to you, but even though we talked till way past the restaurant's closing time, we didn't definitively settle the issue. But what a captivating and enthralling conversation that ensued! Exactly the kind of discourse I relish.

Here was the fascinating thing to me. I am a Christian. I believe in Jesus Christ as both a historical figure and a spiritual one. But as the discussion bounced back and forth—primarily between the fundamentalist Christian versus the agnostic and atheist—I kept nodding in agreement to most everything the two non-believers had to say.

Why?

Because they had come to their beliefs after a great deal of introspection, critical analysis and conscious thought. While my fundamentalist friend just kept parroting the inane clichés she learned at 8 years old in her catholic school, and claiming they were "proof" because the Bible says so.

Of course, from a rational, logical point of view, the idea of God existing is impossible to substantiate.

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Now notice that I said from a rational and logical basis. That does not mean that God does not exist. (Although a strong argument can be made that He/She does not.) What it does mean is that the proof of God existing cannot be determined from a rational or logical point of view.

Now fundamentalists, before you write me—please make sure you really understand the meaning of those two words, rational and logical. Because Psalms 14:1 says, "The fool says in his heart, 'There is no God'—does not qualify as consistent with reason and intellect. Nor do the other 25 scripture verses you want to quote me to "prove" that God exists.

Now I could write quite a book here refuting the different ways theists would try to prove that God exists. Mostly, they can all be categorized in three schools of thought.

First would come natural theology—we can't explain everything in the universe and how it got here, therefore there must be a supernatural being or force behind it all.

Next would be the cosmological arguments; every existing thing has a cause, and every existing cause must be caused by a prior cause. So either we have an endless chain of prior causes, or we had one first cause, namely, "In the beginning, God created the heavens and the earth."

Third, would be the design arguments. These arguments are centered on the case that everything in nature is by design, so we must conclude that there was a master designer, something or someone omnipotent and omniscient (God).

Now I said I could write a book refuting all three of these arguments on a rational, logical basis—and demonstrate that they cannot be proven. But that is NOT my goal here, to disprove either the existence of God, or whether it can be proven. I am saying that the usual things theists trot out to "prove" the existence of God do nothing of the sort.

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I believe that when you question your beliefs—if the beliefs are true and serve you—they will withstand any scrutiny you give them.

The reason I kept nodding in agreement to many of the things my agnostic and atheist friends at dinner were saying, is because they made such a convincing case for their beliefs, and it was obvious that they came by their beliefs after a great deal of critical thought. It should be noted that the atheist is a former minister, who graduated from Oral Roberts University. He came to his beliefs after many years of soul searching, research, and study.

So while I don't agree with his conclusions, he has my utmost respect, because he is not just parroting something his church, temple or synagogue taught him when he was six years old. He's a brilliant guy, and came to his decision after conscious introspection. In fact, you will find quite a large number of intellectual heavyweights are agnostic or atheist.

I came to the issue from the other end of the spectrum. I was an atheist for the first 26 or 27 years of my life. After some serious introspection, and what I believe is a spiritual revelation (and my atheist friends would probably view as mystical hallucination) —I came to believe in God. And shortly thereafter, became a Christian.

My problem with my fundamentalist Christian friend (which is the same problem I have with fundamentalists of all faiths), is not just the arrogance and intolerance of her beliefs, but the fact that she is just repeating the script programmed into her by the nuns in the California Catholic school she was reared in.
She didn't come to her beliefs by conscious thought, and is afraid to question them. Had she been born and raised in Iran, Pakistan, or some other country, she would likely be covering her face in public, wearing a burqa and preaching how the infidel Christians are actually Satan in disguise.

Did you come to your religious beliefs (or the lack of them) by conscious thought, or simply accept programming from your family and/or religious institution?

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I do believe in God. I don't harbor the delusion that his existence can be proven with rational evidence. Or at least not at our current level of scientific understanding. However, I do believe that . . .

Spiritual things must be discerned spiritually.

Now having said that, I believe that prosperity is governed by spiritual laws. And these spiritual laws operate in very rational, logical ways, just as the law of gravity does.

So, the book you are about to read will journey into both worlds; spirituality and rationality. And if I have done my job right, it will cause you to question some beliefs that you hold to be true. So I hope you do question what you read intensely. But more importantly, I hope you apply it. Because the real proof is in the manifestation.

I can tell you that the discovery and implementation of these laws allowed me to turn my life around from abject poverty to abundant riches. I wrote this book so you can do the same!

-RG
March 2003
Hollywood, Florida

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Chapter One

Prosperity Consciousness

On Concorde, Somewhere over the Atlantic…

I'm writing this chapter hurtling 58,000 feet above the earth at slightly faster the Mach II. (For those of you keeping score at home, that's 1,340 mph.)

I'm aboard British Airways flight 001, on the flagship of their fleet, flying back to the States from a prosperity seminar I conducted in London over the weekend.

It's funny. When I race my Viper (at speeds around 150 mph), I wear a fire-resistant driver's suit, gloves and shoes, a Bell crash helmet, and a 5-point safety harness. My fellow passengers are sipping Dom Perignon with their Beluga caviar. No one is wearing fire suits or crash helmets, as they casually stroll to the lavatories in between meal courses. What better demonstration of the prosperity possible from human progress!

I got a chance to experience and talk about prosperity quite a bit over the weekend. It started with my arrival at the airport. I got there about two hours early, figuring the security hassles at JFK for an international flight would be arduous. I discovered that as a Concorde passenger, you have a private check in, and are whisked to a private security line. From there, you enter "The Concorde Room," where you are pampered with private waiters to serve you champagne, breakfast and other snacks. When you land, instead of waiting behind the 500 people lined up for customs, you hop over to a special line that takes you five minutes.

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Just viewing the plane from the terminal is an experience. It looks like a majestic bird of prey, and sitting dead motionless, it still looks like it's racing along at trans sonic speed. Grown men are reduced to kids, gawking and murmuring; beseeching strangers to photograph them with it. Flight time over to London on Friday was 3 hours and 14 minutes. Heading back now, we're fighting a headwind, so it will take us a terminally long 3 hours and 22 minutes!

Stop two of my prosperity weekend was a visit to see John Lobb, Bootmaker, in central London. The Lobb family has been making handcrafted footwear for a couple of generations, for everyone from The Prince of Wales to Andrew Carnegie, from The Duke of Edinburgh to Frank Sinatra.

It's kind of funny, but I see shoes as a yardstick for my prosperity consciousness.

Growing up always with two pairs of shoes ("gym" shoes and "dress" shoes), I remember being incredulous to hear that there were people who actually spent $200 on a pair of shoes. I thought that was positively obscene.

As I began to make some money and discover the finer things in life, I came to learn about Bally loafers. They are made of the softest leather, and mold to your feet like warm butter. When I bought my first pair, I felt like I had ascended the pinnacle of wealth and opulence, because I now spent more on a pair of shoes ($300) than I used to spend on a car. I didn't think you could get any richer!

As my journey to the good life continued, I discovered the joy of elegant designer shoes from Prada and others, which meant doubling the amount I paid for footwear.

From there, I graduated to Testoni shoes, the perfect compliment to a stylish business suit. Now I was above the $1,000 a pair range, which stretched the limits of even my prosperity consciousness.

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But when you buy things on the high end of the spectrum, you discover something quite interesting . . .

There really is a difference. Complete strangers stop you and compliment you on your shoes. You can wear them all day and they still feel great. And a quality pair of shoes will last you a lifetime.

And then you walk in to Lobb's of London . . .

You pick out the style you like, choose the exact leather, color, and select the type of heel. Then both your feet are measured by the fitter at four spots. He then traces your feet, noting the precise statistics and every individual feature.

From here it goes to the last-maker, whose brilliance is his ability to use this information to carve a solid maple model of your feet.

Next in the process is the clicker. He is the leather expert whose vast experience in hides and skins allows him to choose and cut the eight pieces of leather that will be used to craft the upper part of your shoe.

These pieces will go to the closer, who will cut and stitch the leather around the last of your foot.

Then it goes to the maker who takes this carefully assembled upper, and adds the sole of the best English tanned, oak-bark leather, and the layered riveted heel. Lobb maintains that their makers are so precise that they can tell you the exact number of stitches needed to give maximum strength to the union of soul and upper on any particular shoe.

After the maker completes the sole, he adds the details like eyelets and inner soles, and then sends them to the polisher.

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Who shines their shoes to their pristine glory. Another pair of shoes from Lobb the Bootmaker has been born! And so has another increase in my prosperity consciousness. I won't bludgeon you with the cost, but I will tell you this. Just the shoetrees that come with them cost over $600!

So is it worth it? Is it obscene to be spending that kind of money on a pair of shoes? How could anyone spend that on shoes, when there are children starving in Africa . . . diseases needing funding for a cure . . . mistreated animals that need to be rescued . . . etc./etc.?

Well those are some intriguing questions. Before we answer them, let's head back the other direction, to a hotel in California . . .

It was established in 1875. It was the belle of the San Francisco social scene for almost a century. Then, alas, the Palace Hotel faded from glory, a ghost of her once illustrious past.

Now after many millions of dollars and a complete renovation, the Palace is once again, The Palace. If the freshly decorated splendor doesn't convince you, then the $1.50 surcharge for local phone calls will.

Which raises an interesting prosperity issue…

I recently conducted a Mastermind Retreat for the top level of my coaching program in Las Vegas. We selected the Aladdin Hotel because some of the Mastermind Council members had been grumbling about the high hotel rates on some of our exotic trips. So I went along with the idea of having one luxury trip a year, and one that was more affordable.

Two minutes inside the Aladdin made me realize what a mistake that was. (Although I had my suspicions when the taxi driver told me that everyone he picked up there complained about it, and that there was no water pressure or hot water on the top floors.)

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Now it's hard to believe that you can spend over a billion dollars building a place and not have it be nice. But if you need proof, the Aladdin's the place.

The world's first billion-dollar-dump. But back to our prosperity dilemma...

One of my Council members complained that the hotel was charging him 25 cents a page to make some copies. I told him to get over it and concentrate on more prosperous things.

Easy for me to say—until I found out they were charging me $25 a day to work out in the fitness center. In a fitness center that you would expect to find in a Holiday Inn.

No, I take that back. I apologize Holiday Inn.

The Aladdin also levies a $5 surcharge to receive an overnight letter. And one dollar a page to receive a fax. And for Michael Bolton's sake, I hope he never has to get a haircut there. Mine cost me $59.

I look at his hair, and then at mine—or more specifically the absence of it—and I can only extrapolate that Michael's haircut would cost him $15,724.

So the question raised—and it's a good one—is where does prudently managing your money end, and living prosperous begin?

It's a fascinating issue . . .

Is it over the top to pay $400 a night for a hotel room, when there are others available for $89? What about $800 a night? And what about a $4,000 a night suite?

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What would you think about paying $10,000 for a purse? There were several available in the Bellagio shops in Vegas. Along with a gorgeous $10,000 ostrich coat.

Here at the Palace, I'm having a fresh fruit cup and granola for breakfast. This little repast will set me back about twenty-five bucks. Not even a block down the street, there's a McDonalds where I could fill up for $2.

I think I'll stay here.

First, I'm eating a breakfast that will prolong my life, not shorten it. The orange juice is freshly squeezed, and I have a beautiful blue glass vase with two fresh-cut roses on my table. Classical music is playing over the sound system, and everyone is dressed elegantly. Guys are pulling out chairs for ladies, and I just realized that I'm the only guy in the place without a sport coat or jacket on. At breakfast!

The dining room itself is a four-story glass atrium with towering marble columns. It would serve as an Opera house in many areas of the world! Tourists are walking by just to gawk at the ceiling. There is a large round table in the center with a floral arrangement. This arrangement probably set the hotel back more money than ninety percent of the people in the world pay a month for rent. There are enough ferns and other greenery in here to stock an aviary.

Can you really compare that with sitting on a plastic bench, staring at Ronald McDonald memorabilia, choking down food with enough cholesterol to drop a stallion?

If you think a car is just transportation from point A to point B, you've never ridden in a Rolls Royce, or drove a Ferrari. If you think shoes shouldn't cost more than $100, you've never slipped your feet into Bally or Santoni loafers. Or never "finished off" the perfect outfit with just the right pair of gator, croc, or ostrich shoes.

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Yes the price difference between a first class seat and one in economy is a great deal. But you might find it is worth it if you are more than 5'6" tall, weigh more than 120 pounds, or want to open a laptop computer. If you want to work (or sleep) on the trip, if you want to be treated with respect and not like cattle, and if you want to arrive relaxed—it could certainly be worth the extra money.

Here's my take on all this . . .

Paying 25 cents a copy isn't justified by any extra value. The quality is the same as the copies you get for ten cents. But the insignificant amount of money we're taking about doesn't justify my spending any time worrying about it.

It's also hard to justify paying $25 to work out in a fitness room that would be free any place else, or a dollar a page to receive a fax. This is just petty extortion. But that doesn't mean I'm looking for bargains…

I'm happy to pay $25 for breakfast at the Palace, $5,000 for a bespoke suit, and six figures for the right sports car. Why?

Because those things offer a dramatic step up in quality from their lower priced alternatives. When it comes to prosperity, I have a simple belief:

Life is too short to fly coach!

Is it because I think I'm "too good" to fly in economy?

Well now that you mention it, yes I do! If my head falls back over the seat, because it was designed 40 years ago, when the average person was a foot shorter . . . if the guy next to me is spilling over the armrest into my seat . . . if the seat in front of me is pressing against my knees . . . if I cannot even read the screen on my laptop, because I can't open it all the way . . . then yes I am too good to ride back there. And you are too!

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I don't believe it serves God, serves you, or serves anyone for you to live your live in the coach section. I think it's a crime for you to be unhappy, unhealthy, or struggling for existence. In fact, I think it is a deviation of your Divine nature for you to settle for lack or limitation in any area of your life.

Now we know from Lisa's Forward that "stuff" won't make us happy, and isn't the yardstick to measure prosperity. Material possessions can make your life more comfortable, without a doubt. And I hope you have a lot of them. And I know that your relationship with a force greater than you, is the true source of your prosperity.

A very prosperous man once remarked, "Strive first for the kingdom of God and his righteousness, and all these things will be given to you as well." I put God first in my life, and recognize that Divine Spirit is the source for all the many blessings I have in my life, and giving thanks that this is true.

I would love to write a prosperity book that had nothing about God in it, because it must reach out to more people. But I couldn't do that, because as I told you in the introduction, the beliefs I have in this area wouldn't allow me to.

Don't get me wrong. I'm not here to convert you, or challenge your particular faith. But I am sharing my thoughts, experiences and insights on prosperity, as I know them to be true. And I think being spiritually grounded is an integral part of that.

And I also think that "stuff" comes into play as well. I believe prosperity is a composite of many things. Spiritual sustenance. Abundant health. Meaningful relationships. Fulfilling work. Intellectual growth. And material possessions.

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You will never hear me say something like, "Prosperity is more than 'just' money." Because doing so diminishes money. I believe having money is the fastest way to demonstrate who you are, and what you are about. I do believe that money is God in action. Desire is what drives your soul to evolve.

There is no doubt that prosperity is appreciating a spring shower, the waves crashing on the shore, and the wings of a butterfly. Prosperity is having a strong connection with your creator, having people who bring joy to your life, and holding a newborn baby. And prosperity is having beautiful clothes, living in your dream home (or homes), and having a car (or a garage full of cars) that makes your heart race!

I have simple pleasures in my life. When I'm playing softball and I swing the bat just right, and meet the ball just right, and it sails over the fence for a home run, that's a spiritual experience for me. When I wake up and see the sun rising over the ocean, that's a spiritual experience as well. Supporting my church is meaningful to me, and brings a spiritual reward for me as well.

But make no mistake. Those spiritual experiences are enhanced because of the money I have!

I have been successful, and can now schedule my work on my terms, and play in four softball leagues. Everyone can appreciate a sunrise. But I think it is even more spiritual for me, because I can do that in my own condo, every single day, not once a year, staying at a hotel. I can support my church, because I am no longer struggling to pay my bills. I am able to help others, because I have helped myself first.

The number of people teaching prosperity seminars that have no money amazes me. They say things like, "I may not have manifested a lot of money, but I have my health, and I feel prosperous no matter where I am."

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Great. I'm glad they are happy. But I believe if you have to worry about paying the rent, wonder if your car will break down, or fear that you won't have enough to send your kid to a good college—you are not experiencing true prosperity.

I believe that you are not given desires without also being given the resources to manifest them. And I believe that manifesting them is what brings you further down your path of spiritual development. I believe in what Reverend Eric Butterworth calls "Divine Dissatisfaction."

I'm not satisfied flying in the sardine section. Or with cheap shoes. Or greasy food. And I believe that comes from God. So the real issue we are dealing with here is the question of, "How much is enough?"

Now that is an interesting question. Because I happen to think it is probably one of the worst lack expressions ever uttered. Just the tone and predisposition of the question implies negativity.

You hear it when you read about a professional athlete getting a big contract, someone winning a large amount in the lottery, or a very wealthy person earning more money.

"I guess he couldn't get by on ten million a year. He left to play for another team at $12 million."

"She won $57 million. I don't need that much. I'd be happy with one million."

"He's already worth $4 billion and he's building another hotel. Just how much is enough anyway?"

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Notice how these statements are derogatory by their very nature. Each one implies that the person being talked about is unreasonable or greedy. The implication is that the "extra" money that they are taking is coming from your pocket.

Example: *"That's why ticket prices are so high. These guys get paid too much."*

Sounds good, looks good, looks good on paper. Just not true. The reason athletes get paid so much is because they draw fans to their sport. People go to the stadiums, and they watch on TV. If they didn't, the team would lose money and go out of business. In fact, it's a good investment for teams to have a few superstars that draw more fans. That's what drives the sport.

Teams only pay for players because they make them more money. (The exception here is Major League Baseball. Because they have an antitrust exemption, the sport isn't regulated by the free market economy, but the ignorance of the owners and current commissioner.)

If you let the free market prevail, it will always equalize things out. Economic factors like price and salaries will always equalize, because the free market is based on trading value for value.

And that's the real prosperity issue . . .

I mentioned that $10,000 ostrich coat I saw, and the $10,000 purse. If there are people who will pay that much for those items, they must perceive that value in them. And for us to judge their situation is wrong, because we can't know what the expenditure means to them, or what their financial situation is.

I will tell you this. I would have bought that ostrich coat in a minute, if I didn't have so many coats already, and live in a place where I can only wear them about five nights a year. It was beautiful.

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In my case, I just can't justify it with myself, because I have a cashmere one, a leather one, a wool one, and about seven other ones of all kinds. Had I not just bought a new Pal Zileri bomber jacket in Paris last month, I'm sure I would have snatched up the coat. (And the fact that I'm still talking about it, lends credence to the possibility that I will fly back and get it anyway!)

Now as for that $10,000 purse, I didn't see it, and I don't know anything about it. And I have no need for a purse. But I can tell you this. Four different ladies in the Mastermind Council couldn't stop talking about it, and how beautiful it was. I could tell by the look in their eyes, that it would bring a great deal of joy to their lives. So it doesn't seem to be out of bounds to me.

Now where you are at in all this, I don't know. But I believe that you want more in your life, or you wouldn't be reading this book. And I believe you have a creator that wants you to have more, do more, and become more.

And that's why I'm writing this book for you. I believe that prosperity is all those things we talked about. And I believe that manifesting it in your life is simply a case of living your life by the spiritual laws that govern it. I've devoted a chapter to each of them. So if you are ready to receive the true prosperity that is your birthright—turn the page!

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Chapter Two

The Vacuum Law of Prosperity

The universe cannot put good into your hand,
until you let go of what you are holding in it.

If you walk down the beach, you leave footprints in the sand. But give the wind and the waves a few minutes, and those tracks will be filled in. Just as vegetation will cover a field and an agenda expands to the time budgeted for a meeting.

Nature abhors a vacuum. And since the inherent nature of the universe is good, a vacuum will always be filled with good. So one of the fastest ways to manifest prosperity in your life is to create vacuums.

One evening at the end of my prosperity class I was teaching, one of the students walked up to me confused. She wanted to know how all "this prosperity stuff" could be working, since she had recently lost her job, and her boyfriend left her.

The interesting thing was that she had been complaining about that job for months. Her pay was miniscule, and it seemed to offer no room for advancement. And several times we had discussed her boyfriend, who had been both physically and verbally abusive to her.

So actually, as I told her, she was quite likely on a very positive path towards prosperity. Which is exactly how it turned out for her.

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As her consciousness developed, her job could no longer hold her, and her boyfriend was no longer comfortable with her. Ultimately she was able to get a much better job, and attract a man who appreciated her and wouldn't abuse her.

If you are holding on to something negative, there is no room for the positive to come into your life. So when people come to me for advice because they are manifesting prosperity in all areas of their lives, the first question I ask is the one below:

What are you still holding on to—that you need to release?

This vacuum effect works in all areas of your life. When I am feeling distracted and overwhelmed with work, one look around my desk and office explains everything. Stuff piled around everywhere. My environment is cluttered and disorganized, so I feel cluttered and disorganized.
So I stop what I am doing and start sorting. I put everything in piles on the floor, according to project. Then I put each project into its own folder. Then I write a to-do list, with all the important things that need to be done for each project. Then I put the files in the cabinet or active file tray on my desk.

Even if I have 40 things on my list, I immediately relax, and approach the tasks at hand with clarity and focus. I prioritize the list, and take great joy for each item I cross off as I finish. This creates a positive energy around everything I'm doing, and before I know it, I'm done with everything I need to do.

In my case, I work better when I have inner peace and focus. So I have to release all the distractions, and create a vacuum for peace of mind. If I feel there is just too much going on in my life, I'll clean out my junk drawer or closets. When you are surrounded by open, organized space, you feel more expansion, creative and in control.

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This same principle applies in attracting all areas of prosperity in your life. If you want some new shoes, give some of the ones you have away. If you want some new clothes, clean out your closet (create a vacuum) and donate some old clothes at the homeless shelter.

Want some more hugs in your life? Want more love in your life? Give some away!

Of course this same law applies to health. I had a lot of health challenges the first 30 years of my life. Just like I had a lot of financial challenges, and other personal issues. The bottom line is that I was sick, broke and stupid!

And I couldn't understand why. I came to discover that in actuality, I was manifesting all the lack in my life, because I had a victim consciousness. I was holding on to lack, because it allowed me to keep manifesting bad things . . . which allowed me to feed my noble victim scenario.

I could hang around with all my loser friends each day, and we could all commiserate about how hard it was to get ahead, how rich people had all the opportunities, how unfair life was, and other such nonsense.

I was holding on to being a victim . . . so there was no space in my mind for me to become a victor.

Once I was able to let go of my victim-hood, a whole new world of possibilities opened up for me. Health challenges that I had carried around my whole life just cleared up, at the snap of my fingers.

Don't get me wrong. The health challenges were real, and I had all kinds of medical records to prove it. But they were real because I believed they were real, and because I needed them, to hold on to being a victim. Once I no longer desired to be a victim, they miraculously were cured.

Because I no longer needed them to define who I was, my body simply released them. And regenerated healthy tissue.

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Now it takes a certain amount of faith to practice this law. You have to be willing to let go of things. Once you realize that the universe is inherently good, it's easier to have faith in just outcomes. You no longer fear releasing things, because you know that they will be replaced with something of equal value or even greater.

You are surrounded by good everywhere. The only lack, is the lack in your mind. Open your mind to receive prosperity, create a vacuum to hold it, and you will attract it.

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Prosperity Affirmations for Creating a Vacuum for Good:

I release all that no longer serves me, and I am open to the good that is coming to me.

I let go, and let God. I know my highest good is coming to me.

That which does not serve me, I release. I am open to the rich, bountiful good that is coming toward me.

I let go of that which is not my highest good, and I open myself up to Divine Order.

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Chapter Three

The Circulation Law of Prosperity

Be willing to give away something you possess, to receive something you desire.

Think of prosperity like a brisk, flowing river. It is never standing still. It's always moving, releasing pressure, and seeking its proper level.

On the other hand, when water pools in a stationary place, it becomes cloudy and stagnant.

So this law of circulation that governs prosperity operates the same way. Misery hoarding leads to recession. When you circulate substance, you break the energy block and keep the river of prosperity flowing freely.

So for example, I never feel that I own anything, even though the title may be in my name. Even my cars and home are just in my life for a while. Then I will release them and move on. We all go through cycles. The house that you need when you are single may not be adequate when your three children arrive. Likewise when they grow up and leave home, you may wish for another, smaller place.

You safeguard and use possessions when you have them. When they no longer serve you, you release them to someone they serve. So I may sell one of my sports cars when I want to buy the new model. That serves the new owner and me. I get my new car, and he or she gets a car that is new to him or her, but at lower price than a new model would cost.

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It seems every six months or a year, I upgrade to a new computer, because the newer models have more features I need, are lighter, and work faster. So I buy them, and give my old one to a friend who doesn't have one. When I am practicing the first law, and want to create a vacuum by giving away old shoes or clothes, I am invoking the second law as well.

Circulation of money brings powerful prosperity results . . .

Let's suppose that you are in a bad financial situation. You are down to your last $100, and you have $1,500 in debts. Instead of hanging on to the $100, waiting for $1,400 to appear, you put the second law, that of circulation, into practice.

You know that miserly hoarding leads to recession. So you break up the block, and start circulating what substance you have. Then you break up your $100 and send it forth into the universe with blessings.

So you tithe $10 to the source of your spiritual nourishment. Then you could send a partial payment of $20 here, $15 there, $25 some place else, etc. This breaks up the stagnant energy, and gets your money circulating. Because you are circulating money, you create an energy that attracts more substance back to you.

One other part of this. Put a blessing on your checkbook. Send out each payment by writing a blessing on your copy of the invoice and verbally repeating the blessing as you mail the checks. You will create more powerful energy to circulate more substance to you. (You'll find some possible affirmation blessings at the end of this chapter.

Once you are out of lack, and on your way to prosperity, you can really have some fun with this law. Now you get to sow seeds! This is not your regular tithe. This is your chance to sow seeds for good.

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Of course you probably start with charities that are dear to your heart. When you support these organizations, the ripple effect of your prosperity travels around the world. For instance, I support the young artist program at several Operas. The money I sow is given to young students, so they may concentrate on the study of their craft. They use it to pay rent, buy groceries and other living expenses.

Now when they spend this money, they are also blessing their landlord, the grocer, employees and stockholders at the power company, etc. So the good is circulating again. Of course these people also possess the money a while, then they circulate it back into the universe. This cycle goes on infinitely.

Of course even more good comes from this. The artists learn their craft and become good. They perform at concerts, which bring beauty into the lives of those attending. I attend these concerts and I feel great pride and happiness for the artists I help support. It is an endless cycle of good.

Now take it one step farther . . .

I know that even with the stipend they receive, money is still tight for most of these artists. So what if I take one to lunch one day? And on the way home take him or her to my clothing shop, and buy him a concert tuxedo, or concert gown for her to perform in? It might cost $1,000, which is meaningless to me. Yet they might have to save and scrimp for a year to get that $1,000.

That $1,000 I spend won't go through the Opera fund and I won't get a tax deduction. The artist I give it to will never pay me back. I don't expect them to. It is a seed I sow.

I have given clothes to new speakers, computers to starting entrepreneurs, and sporting equipment to more youth teams than I can remember. These expenditures will never show up on my list of charitable giving, they are simply seeds that I sow.

I don't know exactly how it will come back to me. But I know it will...

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Sometimes when you sow a seed, you get an unexpected sale, a raise or bonus. Someone you forgot about a long time ago may appear to pay money they owe you.

Or it may not show up as money at all . . .

You may get the news that your tumor is benign, your teenage daughter may start communicating with you, or you may meet your perfect soul mate.

Don't wait till you are out of debt completely or a multi-millionaire to sow seeds. In fact, if your prosperity seems really blocked, you might want to really shake things up by sowing a seed today.

Need I tell you that you can do the same thing with love? Send love forth in circulation, and you will attract much more of it back into your life. Give away something you are no longer using, and get ready to receive your good.

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Prosperity Affirmations for Circulating Prosperity:

To write on your checkbook:

You are now filled with the bounty of my creator to supply my every need.

Money is attracted to me like a magnet.

To affirm when you are sending out payments:

I send you forth to circulate in the flow of boundless prosperity. I know that you will return to me in kind.

This is the bounty of God, and I send it forth with wisdom, faith and love.

To affirm when you are sowing a seed:

Divine love, through me, blesses and multiplies this seed of prosperity.

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Chapter Four

The Imaging Law of Prosperity

You must see your prosperity in your mind first.

Prosperity, like all forms of success is created in the mind first. When you image things in your mind, you are actually programming your subconscious to manifest them on the physical plane.

One of the reasons I have affirmations after each chapter, is because these help you program your own subconscious mind. I also believe in goal cards, positive statements in your day planner, or even sticky notes with affirmations on your steering wheel, mirror, or refrigerator. When you see these reminders, you think about the thing you are trying to manifest, and that emotion anchors the thought in your subconscious mind.

The more emotions you engage, the clearer the picture is in your mind. And the clearer it is to you, the sooner you will manifest it.

In my book "Accept Your Abundance," I relate about an exercise that my friend Richard Brooke does in his seminars to help this process. He has people write a movie script of their perfect day.

So you would see into the future, the day you take your company public, you make your first million, or open that new restaurant. You want a compelling and thorough journaling of your perfect day. Remember to involve all your senses, to make the experience seem as real as possible. You want to see it, hear it, taste it, smell it, touch it, and FEEL it. It is only when you experience prosperity in your mind and heart first, that you manifest it on the physical plane.

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Don't show this script to anyone, except those who support and encourage you greatly. Share it only with those you can count on as Mastermind partners toward your success.

Keep this script in someplace like your planner, briefcase, or purse, so you have it handy every day. Whenever you have a free five minutes, re-read your script. When you get stressed out during your day and feeling overwhelmed, close your door, take the phone off the hook for five minutes and study your script.

This will calm you, center you on your goal, and reinforce the positive programming in your subconscious mind. This is a very powerful tool for accepting your abundance. Here's another great one . . .

The Dream Board.

These are a lot of fun, and very powerful tools for manifesting your prosperity. This is one of the things I got out of Catherine Ponder's book, "The Dynamic Laws of Prosperity," that was very helpful to me. Here's the deal . . .

You get a big piece of poster board from the art or office supply store. You fill it with pictures, affirmations and other things you want to manifest in your life. I like to divide mine into sections, such as work, spiritual, relationships, etc.

Then in each area, you put things on the board to represent things you want to do, have, or become. So for a couple of weeks before you do this, you start collecting magazines, brochures and other materials in the hobbies and areas you are interested in.

So suppose you want to learn to play the guitar. You put a photo of one from a music magazine. But not just any guitar. You put the exact model you want to play on.

Let's say your goal is to be closer to God. You might put a religious symbol, an affirmation, or a particular scripture or quote.

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Maybe you want to write a best selling book. You might cut out the New York Times bestseller list and white out the number one book and type in the title of yours. Or you could type in your name in your company's list of top producers, etc.

There are no rules for how you put things on the Board, except that the image has to mean something to you. It doesn't matter if anyone else understands it. They don't need to. But you have to know what it means every time you see it.

Be very careful what you put on your Dream Board . . .

Sherry, my vice president wanted to manifest a husband. So she found a photo of a handsome guy in a magazine, and put it on her Board. We were sitting at lunch one day and she was discussing the new guy she was dating. She had decided that he wasn't a nice man. But he looked almost exactly like the picture she had on her Dream Board!

So she removed the picture and replaced it with a picture of a couple taken from the back, as they were strolling hand-in-hand. A short time later she met John, and they were married about three months later.

Here's another example of how powerful this technique is . . .

Back when I was still struggling, I saw a commercial for the Dodge Viper. I was almost shell shocked with how beautiful the car was, and had to own one. About a year later, I learned about Dream Boards and did my first one. I just knew I wanted a red Viper, so I put one on my Board. The magazine I had didn't have a red one, so I used a picture of a black one.

A few months later, I was negotiating a consulting contract with a company. I put a clause into the contract that when their sales reached $2 million a month, they had to buy me a new Viper. Well an interesting scenario happened.

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Even before the sales quite reached there, the president of the company called me. He was so happy with the rapid progress we were making he wanted to buy me the Viper early. He was a friend of the largest Viper dealer in the world, and he had a special deal.

It seems a casino owner in Las Vegas was going through a divorce, and he had to raise some cash fast. He had a Viper with special accessory package, exotic rims, and some body modifications that had been done by the company that designed the Viper prototype for Dodge. It was the only Viper of its kind in the world.

There was only one problem…It was black. So the president wanted to know if I wanted this special one, or if I wanted a red one. Now I was conflicted. I asked for some time to think.

I went out for a bike ride down Ocean Drive. About halfway down, there were two Vipers parked at the valet stand in front of a restaurant. One red, one black. Coincidence right?

I got off my bike and walked around them. I looked and looked at them from every angle, and I decided that I had to have a black one.

Since then I've had four Vipers, and the black one is still my favorite. As I look back on it, I am sure that the reason I had to have black, is because I put that black photo on my Dream Board.

In just a two-year period, I manifested everything that was on my Dream Board. So I can't encourage you strong enough to create your own. Then you place this somewhere where other people won't see it (so negative people can't ridicule it), but you see it every day. Like the other things, just walking by and seeing it out of your peripheral vision has an effect on you.

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Seeing the images every day literally programs them into your subconscious mind. This creates a desire within you to take the daily action steps that bring your dreams closer to reality. See your prosperity in your mind first. Then manifest it on the physical plane!

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Prosperity Affirmations for Imaging Substance:

I see the rich bounty of God and I attract it to me now.

I see my good, and then I manifest my good.

As I envision in my mind, so I manifest on this earth.

Just as I dream it, so I will achieve it.

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Chapter Five

The Creativity Law of Prosperity

Man can manifest prosperity from the ethers by the power of ideas, vision, and imagination.

Reverend Charles Fillmore taught that our creator provided for all our needs with substance, the basis for the universe. This substance is in the ethers, surrounding us everywhere on earth. Most importantly, it responds to the mind of man, and is shaped by our thoughts.

There is no place on earth that God is not, so therefore there is abundance at every spot on earth. Substance doesn't come from "up there." You don't have to search for it, "find" it, and you don't have to "get" more of it. It is all right here, waiting for you to summon it.

You never have an idea you can't manifest—or else the Universe would be weak at its most critical point. When you transform this substance into earthbound prosperity, it's not because God heard your request and granted it. Your faith is the key to the kingdom of power within you that transcends human limitation.

So how do we convert this substance in the ethers into our prosperity? Ideas.

Everything has its origins in the mind. Ideas are the center of consciousness. Infinite mind is a repository of ideas for the resource of man. Your health, relationships, intelligence and finances are determined by the ideas you give your attention to. What you become is a result of the efforts you expend to collect these ideas.

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God or the Universe doesn't withhold your good. The power to manifest your prosperity is within you. Don't look outside for the source of your supply. It comes from a power greater than you. But that power provided you with all the means you need, right inside you. You are the co-creator in your prosperity.

When I wrote the Viper clause into my consulting contract, it was an idea for manifesting my good. I have clause in another contract right now for a Ferrari. The only limit to what you can manifest is the ideas you come up with. It all depends on how you think.

I remember conducting a prosperity class when a hand went up. Jay wanted to know how he could ever manifest more money in his life. He said he was a nurse at a hospital. It was a civil service position, and he was the head nurse. And he had already reached the top of the pay scale, so a raise was impossible. As far as he could see, there was no way for him to earn more money.

I thought about it for two seconds and I asked him, "What is stopping your from opening a home healthcare agency? As a matter of fact, what about if you were to open the most exclusive one in town? An agency for the ultra-wealthy people who are sick, and want only the best, most personalized care?"

He had never thought of that. Because he was mired in lack thinking, he saw only the pay scale of his job. But wealth was simply one idea away from him. If I have learned anything about prosperity, it is this. When you have a strong vision for something, you bend the universe to your will.

On my "Prosperity" audio album I refer to this law as the Creativity law. That's because it's all about using your creativity to pay bills, manifest wealth, and create desirable outcomes. Sometimes it's as simple as changing the way you think about something.

About ten years ago, my business was struggling. Every week, Sherry would come into my office with a big accordion file stuffed with bills. So of course it said "BILLS" on it.

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After weeks of this, I finally had a revelation. Each "bill" we had was really an invoice for a blessing we had already received. For instance, when you get a bill from the power company, it's because they kept you warm in the winter, and cool in the summer, and gave you light to live by.

So we threw away that folder and got a new one that said "Blessings" on it. Then we started writing an affirmation on the envelope of every invoice that came in. (The first one listed at the end of this chapter.) It changed the whole energy of the process.

We had gotten into a "siege" mentality. Every day when the mail came we dreaded it, and had started to see the creditors as our enemy. This turned all around, and we realized again that our creditors were our partners. We talked to everyone, worked out payment plans, they worked with us, and in a few months, we were completely up to date with everyone.

There are lots of creative ways to approach a situation like this. You can write a letter to God or the Universe. Draft a note of thanks at the end of each day, giving thanks for getting closer to your dreams.

Let's say you are having difficultly with someone, maybe you're in a lawsuit with him or her, or some other disharmonious situation. Try writing a letter to their angel! Don't write about your difficulties, however. Write about everyone involved and statements of harmony and perfect results for all concerned.

Now do I think that everyone has an angel, and they read your letter?

Probably not. But you know what? I have done this and had amazing results. We do know this . . .

At its ultimate level, everything on earth is an energy vibration. At its ultimate, ultimate level, everything is a sound vibration. Vedic sages talk about meeting in the space between thoughts. Campbell wrote about the collective unconsciousness. Is there someplace that thoughts and affirmations meet?

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I don't have a clue. But as I told you, I have had amazing results with this kind of thing. It is things like this that seem silly to the uninitiated. But they actually serve to focus your energy and program your subconscious mind. Try some of these creative techniques and test the results for yourself!

God is not matter, but the Universe all around us. The Universe is substance, and this substance is available at all times to those who have learned to lay hold of its consciousness. Once you are aware of this—and you know that you have been provided with the mind to attract it—manifestation of prosperity is quite simple.

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Affirmations to Invoke the Power of Creativity:

I give thanks for your immediate and complete payment.

You are immediately and completely paid through the rich avenue of Divine substance.

I see our situation resolved for the highest good of all concerned.

I tap into Divine order to manifest the means for my immediate prosperity.

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Chapter Six

The Law of Giving and Receiving

You can't out give the universe.

Coming from the lack programming I had, it was very hard for me to learn this lesson. I had spent so many years as a victim, I had a difficult time believing that if I gave something away, I would receive more back. But that is really what this law is about. It's also known as the law of giving and receiving.

As you can see, most all of these seven laws are interrelated. This one stands above them all as "the law of laws," because it is the fundamental operating principle of the Universe.

Everything in prosperity is a value-for-value equation. But the wonderful thing about all that is that what you give comes back to you in a multiple of at least ten. You can never outwit this equation. You can't out give the Universe. The more you give, the more you get back. I have been trying to out give God for more than ten years, and it can't be done. Each year I give more, and each year I am rewarded greater than the previous one.

You've also heard this law described as reaping what you sow. When you receive your blessings, it's important that you celebrate and share them. If you have a gift (whether that is playing the piano, teaching or painting) and you don't practice it, you are diminishing your Divine nature.

In order to honor your innate abilities, you must celebrate and share them. And as you do this, you attract even more blessings into your life.

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All true actions are governed by this law. Nothing just "happens." There is really no such thing as luck or chance. ALL happenings are the result of some cause and can be explained in the laws of cause and effect.

We doubt this when we don't know the cause of something. But it is always there. What we know as "miracles" are things controlled by causes we don't yet understand.

Every circumstance in your life right now is the result of causes that you created. So if you want to change your circumstances, change what you are giving out. Remember that for every ten percent of effort you expend, you get back 100 percent.

Think back to our earlier lesson on sowing seeds. This law is the one that determines the results that you manifest from doing that.
Now just as you can attract and multiply your good, unfortunately, it can work the other way as well. Let's suppose that you gossip about a co-worker. You are creating a negative karma debt that must be paid. And the price is also times ten.

This applies any time you enrich yourself at the expense of another, no matter how unintentional. Let me give you an idea of what I mean...

My favorite show used to be "COPS." Then for some reason, I got away from it, and didn't see it for a few years. Then I was in a hotel the night before a seminar, and I started surfing channels looking for "Baseball Tonight." As I was doing this, I stumbled across COPS. I thought, "Great, I haven't seen this show in a long time. I love it."

That lasted about five minutes, and I had to turn the show off. The officers got a domestic disturbance call. They arrived to find a drunken, drug addicted woman, who had been beaten up by her boyfriend or husband. When the officers went after the man, the woman recanted her story, and started defending him. (As abuse victims often do.) As I was watching all this, my skin was crawling.

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I realized that this whole show was really just voyeurism into the tragedies of some very unfortunate people. Now I knew why I had grown away from it. As my prosperity consciousness developed, the shows I watched, the books I read, and the movies I went to changed. Intuitively I had moved away from COPS and other shows like it.

This is really an issue for you today . . .

The networks have figured out that "reality" shows are cheap to produce, and that ignorant people will do anything to get on TV. Of course there still are the daytime talk shows, which are just as disgusting. These shows play off of the ignorance of the people appearing on them for your entertainment. This is just another form of gossip, and will diminish your prosperity should you choose to watch these kinds of shows.

Give only good and you will get back only good. This law works that way, all the time, with no exceptions. Ain't it great?

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Giving Affirmations:

I send forth this substance knowing that it will bless the giver and the receiver.

Divine love, through me, blesses and multiples, all that I am, all that I give, and all that I receive.

I honor all those I come in contact with today,
and see the Divinity in all.

I know the Universe is good, and I send forth
my own good to be multiplied.

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Chapter Seven

The Law of Tithing

The universe will always get its tithe.

Imagine if I give you this offer. I will have American Express issue a second card for my account, with your name on it. You can use this card anywhere it is accepted, and you can buy anything you like. There is no spending limit.

If you want to buy a new wardrobe you can. If you pick out two Ferraris and a Bentley, that's cool. Even buy a new house if you can find a developer who accepts credit cards. You can buy absolutely anything you want!

This is the only condition . . .

When the bill comes every month, you have to pay ten percent of it. So buy whatever you want, just know that you pay ten cents on the dollar. Now is that a great deal or what?

Wouldn't you jump at an opportunity like that?

You already have one! It's called the Universe Express card.

Tithing is a spiritual law dating back thousands of years. It is simply the action of giving back to the source of your spiritual sustenance. Usually your church, temple, mosque or synagogue. The word tithe comes from Latin and means tenth. Tithing is giving back ten percent to God.

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This is different from randomly sowing seeds, and different from the money you give to charity. The principle behind tithing is that you give it back to the source where you receive your spiritual sustenance. It is also one of the laws that the most people seem to have difficulty accepting.

Think of it another way. Instead of thinking you are giving ten percent to God of what is yours—have you ever considered that God is giving you 90 percent of what is his?

Now the question always comes up, "Is that ten percent of the net or the gross?'

The gross. Yes the one before taxes.

Of course I never tithed for the first 30 years of my life. Think about how much money I saved!

What a joke. I used to make $11,000 a year, $15,000, $20,000. Now I tithe more than that! (And of course I had been paying my tithe anyway, just doing it involuntarily at the transmission shop, the hospital and repair shop.)

Now I will be the first to admit that tithing is a leap of faith. Let me give you an idea of how it came about . . .

My business had been seized by the tax authorities for non-payment of taxes. That put me $55,000 in debt, and I had no job, no car, and o bank account. I had been borrowing money to live on from friends for weeks, and that was drying up.

I got macaroni and cheese, at four boxes for a dollar if I bought the supermarket brand. That's all I had eaten for weeks. I was down to my last $20 when someone recommended that I buy the Ponder book I told you about earlier. I think it was $12. So if I bought it I would be down to eight. So the decision was get 80 boxes of macaroni and live for another 23 days, or get the book and eat for another eight days.

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I decided that if I was going to die of starvation, it was better to get it over quickly. So I took a chance on the book.

In the book, she said I had to tithe, if I wanted to manifest prosperity in my life. I was so desperate to believe her that I did. So out of my last eight, I put one of them in the basket at church. (And I forlornly watched it go all the way down the aisle!)

The next day I received a check from the electric company for $75. The letter with it said that they had been reviewing their records and because I was such a good customer that paid on time, they no longer needed a deposit from me.

Now that was amazing! Because I had to be one of their worst deadbeat customers they ever had. I paid my bill late every month, and they had actually turned off my lights for nonpayment three times.

I was (and am) convinced that I got that refund because I tithed at church that Sunday. Now if you analyzed it you would figure out that if I got the check on Monday, it must have been mailed the previous Friday, two days before I gave that dollar in church. You're right.

So how do I explain it? *I can't.*

All I know is I was afraid NOT to tithe after that check came, so I tithed on that check. And one guy who had owed me $200 for two years and had disappeared—reappeared and paid me. So I tithed on that.

And I've been tithing ten percent of every dollar I have ever made since then. And every single year I earn more than the year before. Only now I don't do it out of fear. I tithe joyfully, lovingly, and gratefully.

You never know how your tithe will come back to you. Money is a pretty common way. But it could also come in the form of a reconciliation with someone you're estranged from, a gift, a new relationship, a healing, or a promotion. There are many ways your good can come back to you.

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Here's what I also believe. The universe will always get its tithe. You can do it voluntarily, or by force. But you will always pay.

All those years I never tithed, I was always having my car break down, losing paychecks, having medical bills, and every other conceivable thing that kept me broke.

Remember, prosperity is about circulation. You have to keep your substance circulating, or it gets stagnant. When you tithe by choice, you invoke many of the other laws, including the law of giving and receiving, creating ripples of giving and abundance that eventually find their way back to you.

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Tithing Affirmations:

Divine love, through me, blesses and multiplies, all that I am, all that I have, all that I give, and all that I receive.

I give thanks for the good that has come and is still coming to me.

I celebrate the source of my abundance and give thanks for its continued manifestation.

Thank you God!

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Chapter Eight

The Law of Forgiveness

If you cannot forgive, you cannot accept abundance.

I woke up in the recovery room, with the doctor hovering over my bed. He told me that they had a hard time finding the bullet in my body but they got it out. Then he casually mentioned that as long as they were in there, they took out my appendix.

"What! Why would you do that? I asked. "The gunshot wound is on the other side."

"Oh it's just standard procedure," he replied. "Whenever we open anyone up for anything, we take it out as a precaution. That way you won't have problems later. You don't need it anyway."

I was incredulous. I simply couldn't imagine the arrogance and audacity of someone who thought they knew better than God what organs I needed in my body, and would cut something out of my body, without even asking me.

I left the hospital a few days later with a great deal of resentment. To make matters worse, the surgery didn't work out very well. The sutures came undone, and I looked down to see blood all over my shirt one day. That necessitated another trip to the hospital.

A week after that, it became infected, requiring another hospital visit. And the pain was unbearable. It didn't matter if I was lying down, sitting or standing. I couldn't find a position that relieved the agony I was in.

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As the months wore on, I didn't seem to be getting better, but actually worse. I woke up four or five times a night in a cold sweat. I had no energy, and my body seemed to be always fighting off an infection.

I took trip after trip to my doctor, and we tested for everything. Nothing came back. He was completely stumped as to the cause of my problems, so he started sending me to specialists.

We thought perhaps I had caught some tropical disease on my travels, so I went to an infectious disease specialist. No luck. We tried an ear, nose and throat guy. Nothing. Other specialists and nothing there.

Along the way I had an intuition. "Doctor, please X-ray me, because I think the hospital left the bullet inside me. I feel like my body is trying to expel a foreign matter."

"Save your money," he replied, "They are crazy at Jackson hospital, but not that crazy."

Finally I went to a gastroenterologist, who wanted me to do an entire upper and lower GI series. As I was getting ready, the nurse noticed my scar, and inquired about the cause. I told her about the surgery for the gunshot wound, and she went ahead with my testing.

About twenty minutes later, she came back in, holding up my X-ray. "I see they left the bullet inside you," she casually mentioned, "Is that because it's located right next to your spine?"

Imagine my shock, then anger. I had been sick for months and months. I had no insurance, and had spent everything I had on doctors, tests and specialists. I hadn't had a good night's sleep for so long I couldn't remember. And to think that the doctor had actually told me they took the bullet out! How could he lie to me like that?

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I was very confused and not sure where to turn. I had malpractice lawyers lined up ten deep to take my case. It looked like a sure out-of-court settlement for a million dollars easy.

But this was after I had discovered "The Dynamic Laws of Prosperity" book. So like I always did when I needed guidance, I just closed my eyes. Flipped the pages and stuck my finger in to select a passage to read.

It was on forgiveness.

And she actually discussed situations like being in a lawsuit with someone. I saw my million dollars swirling down the drain. She said that if you were holding onto resentment or revenge, you couldn't be open to receiving all your allotment of prosperity.

Intuitively, I knew this to be true. I spent about 30 minutes meditating on the situation. I realized that the doctors and medical team had taken out my appendix, and left the bullet in for whatever reason. But they had also saved my life.

I had been shot in a robbery, and taken to the hospital after losing a great deal of blood, my pulse was dropping and my heart had almost stopped beating. If they didn't intervene, I would have died. I realized that they had done the best they could, with what they had to work with, and the consciousness they had. I wrote out an affirmation of forgiveness 13 times, and put it in my Bible to pray on. I released the resentment, and viewed the doctors and medical people in the light of God. And an amazing thing happened . . .

That night, I got a complete night's sleep, without waking up in the middle, for the first time since I could remember. I soon had another operation to have the bullet removed. But my health started improving dramatically, the day I forgave.

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This law is greatly tied to the vacuum law. If you are holding on to revenge, love can't walk in. If you are hanging on to resentment, you are hanging on to being a victim. And if you are holding on to being a victim, there's no space in your mind to be a victor.

You must release the negative feelings, as they only eat you up inside, and prevent you from you good. Now let me ask you a question?

Who do you think most people have the hardest time forgiving?

If you answered themselves, then you responded as 99 percent or more of my seminar attendees do. And you are correct.

I don't know why so many people have so much difficulty forgiving themselves, but they do. And I did too. But I came to understand that no matter how bad I thought I was, I had a creator who had already forgiven me. And I knew that I must forgive myself and move on, or I would continue to manifest a life of misery, limitation and lack.

When someone comes to me, and his or her prosperity seems blocked, this is where I look first. Once they forgive themselves, prosperity opens up to them.

So three steps I can recommend you take right now.

1) Mentally forgive everyone you are out of harmony with.
2) Mentally ask for forgiveness from the people you have wronged in the past, gossiped about, or are involved in lawsuits or other disharmony with.
3) If you have accused yourself of failure or mistakes—forgive yourself.

Once these three steps are completed, the rich avenue of Divine prosperity will open wide for you!

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Forgiveness Affirmations:

For others:

Forgiving love sets us free.

Divine love produces perfect harmony between us.

I behold you with eyes of love, and I celebrate your prosperity, and honor your innate Divinity.

For yourself:

God is only good, and wants only good for me.

I am forgiven by God's love unconditionally, and all is well.

I have grown in my consciousness, and release the old me. I forgive myself, and move forward to accept my abundance.

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Chapter Nine

What Will You Let God Give You?

"Poverty is a sin."

Charles Fillmore shocked the religious community when he made that statement decades ago. And people are still shocked when I affirm it today. Yet if you translate the original Aramaic text of the Bible, you will learn that sin means to "miss the mark." The Course in Miracle describes sin as a lack of love.

I agree with both of those definitions, because I believe when you are poor, you are missing the mark, and rejecting the love your creator has for you. There is nothing spiritual about poverty. Poverty causes people to lie, cheat, steal, and even kill.

Success and prosperity are your true natural state. The person who is not successful is at odds with the Universe.

It is spiritual for you to seek prosperity. This desire is God tapping on your door, inviting you to come in. For in order for you to *receive* more, you must *become* more. In this desire for prosperity, you move forward on your path of spiritual awareness.

Man has never had a desire that somewhere in the providence of God cannot be filled. If this weren't the case, the Universe would break at its most vital point. God is not a punishing God that requires you to prostrate yourself and grovel before him. (No matter what some preachers may have told you.) The translation of "gospel" means good news. And that is what this book is about.

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The good news is you have a creator that wants you to be healthy, happy and prosperous. He has blessed you with everything you need to manifest all this on the physical plane.

You cannot be "treated" for prosperity. You must be open to receiving it.

As I look around my church, my city, my country and my world, I see a lot of people who are experiencing lack and limitation in their lives. I know that some of them look at me with jealousy, and wonder why I have been blessed with what they have not.

So why is that? Let's analyze that . . .

Is it because I work harder?

Not a chance. My mechanic, my massage therapist, and my maid work a whole lot harder than I do.

Is it because I have more education?

I doubt that very seriously. I have an eighth grade education and was expelled from high school. I know many people with multiple college degrees who are mired in lack and limitation.

Is it because I am a better person? Maybe God likes me better?

What do you think? Do you really believe that there is a God up there, or a Universal Jedi Council somewhere saying, "Ok Randy is a good guy, let's give him a Lamborghini, Mary hasn't been so good, so give her a Toyota. Give Randy some extra energy because he has playoffs today. As for that guy Mike, let's give him a really bad tumor!"

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Of course the idea is ludicrous. We know that God and the Universe are good. No one is singled out for punishment. Everyone has the opportunity to manifest prosperity. So that brings us to the last possibility...

Is it because I am more spiritual?

Yes. But only in the sense that we receive abundance in proportion to how we understand and comply with the laws of prosperity, the laws of our being.

Everything is possible for you, not because you make a prayer, and God responds favorably to your plea. But because your faith in prosperous outcomes, is the key that unlocks the power to manifest, in you. Everything has its origins in mind.

Ideas are centers of consciousness. Your health, happiness, relationships, intelligence, financial situation and intelligence will all be determined by the thoughts you give precedence to, the ideas you birth in your mind.

Build on your awareness of spiritual laws and expand your faith in your own innate good, and the talents you are blessed with. The "stuff" and things will come. And they will come in great abundance. But know that they come not at your <u>expense</u>, but at your <u>expanse</u>. Your faith in right outcomes is the only belief you need.

I believe that faith is a superhuman power we possess—<u>a mind power with the ability to shape substance</u>. The foundation for every work is an idea. Faith makes the idea real to you and your subconscious mind. It even makes it real to others. Then when others have faith in the thing you are doing, selling or creating, they see it as worthy of their support. *This creates the power of the Mastermind, and greatly expands your prosperity power.*

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God or the Universe does not grant your requests. They have provided for your prosperity already. There are no "miracles" as most people perceive them. Hoping for miracles is believing that you may benefit from some whimsical, capricious fluke from the Universe. Instead, *expect* the Universe to provide all you need in its own due and natural course, as you call upon that force.

Your prosperity is not tied to the economy, your job, your education, your boss, or your past. It is here now, for you to manifest as you choose to. You were born to be rich.

All things are possible because you have faith in them. This faith unleashes the prosperity forces in your own mind to live the laws that transcend human limitation and potential. It is not a question of how much God will give you. The real question is:

What will you let God give you?

-RG

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About Randy Gage

For more than 15 years, Randy Gage has been helping people transform self-limiting beliefs into self-fulfilling breakthroughs to achieve their dreams. Randy's story of rising from a jail cell as a teen, to a self-made millionaire, has inspired millions around the world.

This compelling journey of triumph over fear, self-doubt, and addiction, uniquely qualifies him as an undisputed expert in the arena of peak performance and extraordinary human achievement. His story and the way he shares it, demonstrate the true power of the mind over outside circumstances.

Randy Gage is a modern day explorer in the field of body-mind development and personal growth. He is the author of many best-selling albums including, *Dynamic Development* and *Prosperity* and is the director of www.BreakthroughU.com.

People from around the world interact and receive personal coaching from Randy through "BreakthroughU", his online coaching and success program. As Dean of BreakthroughU.com, Randy provides insight into how to overcome fear, doubt and self-sabotage to reach success and achieve the highest level of human potential.

His keynote speeches, books, tapes, and other learning resources are packed with take-home content you can apply immediately in your life and business. More than just "rah-rah" rallies, an interaction with Randy provides the true inspiration that empowers people into self-motivation, and the action steps to achieve success.

For more resources and to subscribe to Randy's free ezine newsletters visit www.RandyGage.com

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Recommended Resources

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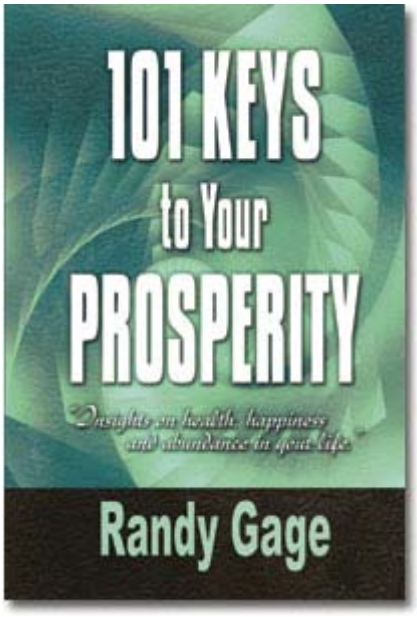
101 Keys To Your Prosperity

"Insights on health, happiness and abundance in your life"



You are meant to be healthy, happy and prosperous. Once you recognize and accept this, it is simply a case of learning the principles that abundance is based on.

In this insightful book, Randy Gage reveals 101 keys to manifesting that prosperity in you own life. You will move from lack consciousness to living in the light of true abundance. You'll discover:

- What creates prosperity consciousness;
- The universal laws that govern prosperity;
- Why you should embrace critical thinking;
- The secret to creating a vacuum for good; and,
- What it takes to manifest prosperity on the physical plane.

Order online at www.Prosperity-Insights.com

Quantity Pricing for paperback book:

1–9 books	$7.00 each
10–99 books	$6.00 each
100–499 books	$5.00 each
500–999 books	$4.00 each
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You can also call us at 1-800-946-7804 or (316) 942-1111 or fax us your order by filling out the order form at the back of this e-book.

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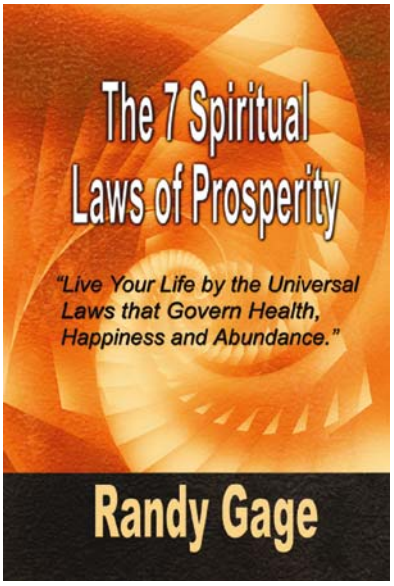
7 Spiritual Laws of Prosperity

"Live your life by the universal laws that govern health, happiness and abundance."



It is your birthright to be healthy, happy and prosperous. Accept this truth and it's simply a case of learning and living by the 7 Spiritual Laws that govern abundance.

In this breakthrough and insightful book, Randy Gage reveals the secrets behind harnessing these laws to manifest your own prosperity. You'll learn about each of these Prosperity Laws and discover how to:

- Create a vacuum for good;
- Use imaging to get what you want;
- Find and keep your perfect soul mate;
- Use creativity to get the bills paid; and
- Attract money, health and harmony to your life

Order online at www.Prosperity-Insights.com

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100–499 books	$5.00 each
500–999 books	$4.00 each
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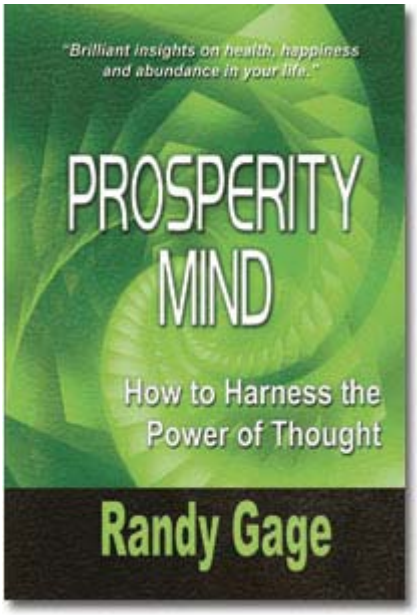
Prosperity Mind!

"Brilliant Insights on health, happiness and abundance in your life."



Since "Think and Grow Rich" people have been fascinated with the power of the mind to accomplish great things. Now a recognized expert in human potential cracks the code on how you program yourself for prosperity!

In this breakthrough book, prosperity guru Randy Gage reveals how you can actually program your subconscious mind to move from lack consciousness to prosperity thought. In it, you'll discover:

- How to identify self-limiting beliefs that hold you back;

- The 5 common expressions you probably use every day, which program you for failure on a subconscious level;
- How to practice the "vacuum law" of prosperity to attract good in your life;
- Imagining techniques to manifest things you want; and,
- How you can actually program your own subconscious mind for riches!

Order online at www.Prosperity-Insights.com

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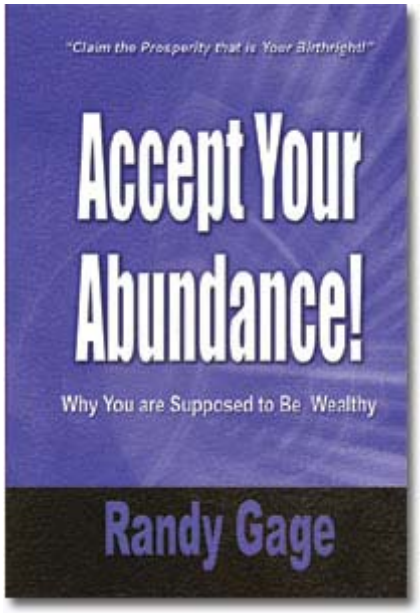
Accept Your Abundance!

Why You are Supposed to be Wealthy

Claim the Prosperity that is your Birthright!



Do you believe that it is somehow spiritual to be poor? One reading of this fascinating book will dissuade you of that belief fast. You'll understand that you are meant to be healthy, happy and wealthy.

Prosperity guru Randy Gage cuts through the religious dogmas to reveal why becoming rich is your spiritual destiny. You'll discover:

- Why poverty is a sin;
- What may be keeping you from your prosperity;
- Why being wealthy is your natural state;
- The difference between the way rich and poor people think; and
- How to attract and accept your true abundance!

Order online at www.Prosperity-Insights.com

Quantity Pricing for paperback book:

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100–499 books	$5.00 each
500–999 books	$4.00 each
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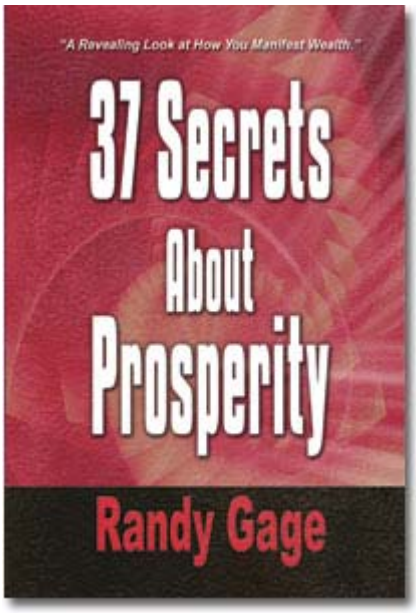
37 Secrets About Prosperity

"A revealing look at how you manifest wealth."



In this landmark book, prosperity guru Randy Gage unveils 37 little-known insights into the science of prosperity. Gage breaks it down into simple, understandable explanations, so you can apply the information in your life immediately to create your own prosperity. He distills how he went from a dishwasher in a pancake house to a self-made multi-millionaire.

You'll learn:

- Why most people remain poor;
- How the rich leverage their prosperity;
- Why you should emulate certain business models;
- What separates broke, sick and unhappy people from the rich, healthy and happy ones; and,
- How you can manifest prosperity in all areas of your life

Order online at www.Prosperity-Insights.com

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10–99 books	$6.00 each
100–499 books	$5.00 each
500–999 books	$4.00 each
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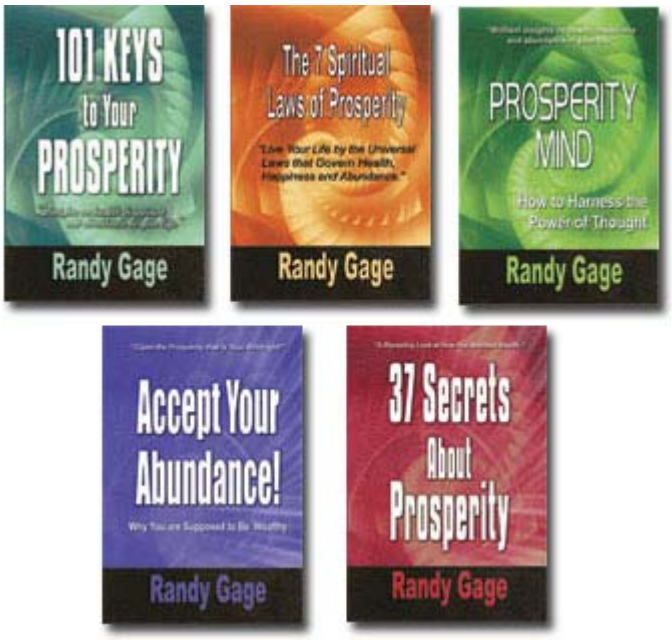
The Prosperity Series

"Insights on health, happiness and abundance in your life."

You are meant to be healthy, happy and prosperous. Once you recognize and accept this, it is simply a case of learning the principles that abundance is based on. In this insights series, you will move from lack consciousness to living in the light of true abundance.



Randy Gage reveals . . .

- What creates prosperity consciousness;
- The universal laws that govern prosperity;
- Why you should embrace critical thinking;
- The secret to creating a vacuum for good;
- What it takes to manifest prosperity on the physical plane, and

- Why you are supposed to be wealthy.

Get all five books and start living a life of abundance!

Order The Prosperity Series by Randy Gage online.

www.Prosperity-Insights.com

Quantity Pricing for individual books:

1–9 books	$7.00 each
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100–499 books	$5.00 each
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Prosperity:

How to Apply Spiritual Laws To Create Health, Wealth, And Abundance In Your Life by Randy Gage

This eight CD or audiotape album will help you uncover the subconscious "lack" programming you have which is holding you back. Then, you'll replace it with prosperity consciousness to manifest money, health, great relationships, happiness, and strong spiritual harmony.

True prosperity comes from understanding and living by the spiritual laws that govern our world. This album takes you through each of the Seven Spiritual Laws that govern prosperity—and how to apply them. You will discover the ancient secrets to manifest prosperity in your own life.

You'll discover:

- Why you're supposed to be rich;
- The secrets of optimum health;
- How to get out of debt;
- The Seven Spiritual Laws you must live by;
- Your special powers for prosperity; and,
- How to image—then manifest—boundless, limitless prosperity.

This album will take you on a journey of spiritual enlightenment. You'll learn the practical applications so you can manifest prosperity in your life NOW! You'll learn about faith, the principle of attraction, and even how to use creativity to get the bills paid! This is the most specific, detailed and comprehensive album ever produced on how to become prosperous. **Don't you need it now?**

Prosperity: 8 CDs #A28CD $107
Prosperity: 8 audiotape album #A28 $97

Order Prosperity online at www.RandyGage.com/products/prosperity.html

You can also call us at 1-800-946-7804 or (316) 942-1111 or fax us your order by filling out the order form at the back of this e-book.

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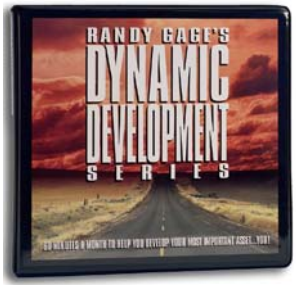
Dynamic Development

Randy Gage guides you on a monthly path to personal development
Achieve Your True Potential with the Dynamic Development Series

Do you live a life of joy—or simply get through the week? Can you communicate well with your family and co-workers, or do you struggle to be heard? Are you in open, honest and loving relationships, or do you hide behind a mask? How much more can you earn, learn, love and accomplish? *If you want to break out of self-imposed limitations and break through to your true potential—the* ***Dynamic Development Series*** *is the perfect resource for you.*



Instantly hailed when it was released as the ultimate self-development resource, this is a two-year program to nurture your personal growth and achieve your innate greatness. Each month you will receive an audiotape from human achievement expert Randy Gage with a lesson, and some "homework" to complete that month.

It's a continuing journey on your path of personal development. Each month will bring you on an in-depth study in some area of human achievement, whether body, mind or soul. You'll discover new truths about yourself and uncover old ones. You'll desire more, obtain more, and accomplish more . . . by becoming more.

Volume1, 12 audiotapes
Order # V2 $147

Volume 2, 12 audiotapes
Order # V4 $147

Order Both Volumes! 24 audiotapes
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The Cost of Not Having a Dream

Randy Gage Live!

Learn how to overcome obstacles and stay on purpose with this video. You'll listen spellbound, as Randy Gage relates his tale of triumph over adversity—starting from a jail cell as a teen and rising to the pinnacle of achievement in his profession. The lessons here for you are many:

- where to turn when you're down and out;
- who should receive your gratitude;
- the price you'll pay to live your dreams; and, most importantly,
- the cost of not having a dream!

Most people believe that "success" is something that happens to people who don't have any challenges. They believe that these people are "lucky," "got all the breaks" or were "born with a silver spoon in their mouth."

In reality, successful people are the ones who tackle challenges, leap over obstacles, and learn from their mistakes. Watch this video and see how one man handled the process.

When you really understand the price you pay for having small dreams or no dreams— you'll motivate yourself to take the actions that make BIG dreams come true. Note: This video is a "must-watch" for "at-risk" teens or those who may have made poor choices in life.

The Cost of Not Having a Dream
#V3 VHS $37

Order The Cost of Not Having a Dream online at
www.RandyGage.com/products/costofdream.html

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Randy Gage's BreakthroughU

Shatter Self-Limiting Beliefs, Develop Stronger Success Skills and Reach Your Maximum Potential

The only ongoing education program specifically designed for your success! Get personal, individualized success coaching from **Randy Gage**. Join Randy as he helps you expand your vision, shatter self-doubt, and reach your true success potential. Breakthrough U is your opportunity to have Randy as your personal success coach—mentoring you through the mindset, consciousness, and daily actions necessary to reach the success you are capable of.

Your first opportunity is at **The Initiate Level.**

This is level one of an amazing journey of self-discovery. Each day you will receive a "Daily Awakening" e-mail message filled with mind-expanding exercises and success lessons to teach you how to think like ultra-successful people think. In addition to these "mind aerobics," you'll receive marketing tips, prosperity secrets and just general success information on how to make it to the top. You will also have access to the members-only forum on the site so that you can network with other success-minded individuals, and get an invitation to attend Randy's BreakthroughU Success Convention.

This is priced inexpensively and is for the beginning success seeker. If you've faced adversity, are deeply in debt, maxed out on your credit cards, or simply starting the journey—this is the program for you. Randy created this level so that those who are down and out— but committed to getting "up and in" —have a vehicle to do so. It's a program to change your consciousness, one day at a time.

Now, if you are further along the path, and serious about reaching higher levels of success—you're ready to advance to...

The Alchemist Level.

Alchemy, if you'll remember, is the medieval philosophy of transmutation; converting base metals to gold. This is the level for you if you're seeking a transmutation in your life; converting base thoughts and desires into the thinking and actions that produce rich and prosperous outcomes.

Like the Initiate Level, you will receive the Daily Awakening messages, access to the members-only forum, and an invitation to Randy's Success Convention. You will also receive:

- The "Alchemy Transmutation Kit" (with the intro lesson, CDs and binder);
- Subscription to the monthly lessons;
- Access to the monthly online seminars;
- Monthly Tele-seminars
- Two personalized consulations

Now, if you're serious as a heart attack about success, and want to get even more individualized and personal coaching...you might want to consider the pinnacle level:

The Mastermind Council.

This is Randy's "inner circle" of select consulting clients, business partners, and colleagues. They receive a package of benefits so lucrative, that it's never been offered anywhere before. Membership in the **Mastermind Council** gives you a chance to get the most personalized help and guidance from me individually—as well as interacting with some of the brightest entrepreneurial minds on the planet.

In addition to the same benefits as the Alchemist, you will also receive:

- Ten Personalized Consultations (any combination of Hot Seats or copy critiques.);
- The chance to participate in twelve live Mastermind Conference Calls a year;
- Members-only Council Updates; and,
- The chance to participate in the Mastermind Retreats and other Events.

For complete details go to:
www.BreakthroughU.com
or contact Gage Direct at (954) 981-1932

Randy Gage's BREAKTHROUGH U™

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Crafting Your Vision

Twelve success experts share their secrets to success . . .

As soon as this 12 audiotape album was released, it was hailed as one of the greatest self-development tools since *Think and Grow Rich!* It gets to the real root cause of success or failure—the vision you create for yourself.

It's pleasing to your ego to assume your group is not growing because of outside factors and other circumstances. It's very convenient to blame your lack of progress on the compensation plan, the price of the products, timing, the area you live and a host of other external factors. But the truth is—you are reaping the results of the vision you created!

Your suffering, frustration or failure to reach goals is the result of a neutral or negative vision—just as the blessings in your life are the results of a positive vision. This is an immutable, unshakable universal law. Living the lifestyle of your dreams begins with crafting the vision of where you want to go. For without a clear, compelling vision you simply cannot achieve what you're truly capable of. And there simply is no better resource to help you create an empowering vision for yourself than this amazing resource.

You'll learn how to craft your personal vision, how to design a vision big enough to encompass the visions of your people, and the steps to take on a daily basis to bring your vision to reality. You'll hear 12 complete programs on vision—recorded live—from 12 of the foremost experts on direct selling, recruiting and marketing. It would take you tens of thousands of dollars to assemble this faculty—you'll hear from all 12 of them, for less than a hundred bucks.

This breakthrough album includes talks by:

- Richard Brooke (Chairman of Oxyfresh)
- Michael S. Clouse (Author of Future Choice)
- Rita Davenport (President of Arbonne International)
- John Milton Fogg (Founder of Upline)
- Matthew Freese (President of Envion)
- **Randy Gage** (Author of How to Build a Multi-Level Money Machine)
- Lisa Jimenez, M.Ed. (President, Rx Success, Inc.)
- John Kalench (Author of Being the Best You Can Be in MLM)
- John David Mann (Senior editor Network Marketing Lifestyles magazine)
- Jan Ruhe (Author of Fire Up and MLM Nuts 'n Bolts)
- Tom Schreiter (Author of the "Big Al" books)
- Tom Welch (Author of Work Smart, Live Happy)

The insights on vision you'll get from this album are mind blowing. When you finish, you'll really know how to craft and manifest the vision of where you want to go. Make sure this resource is in your personal development library—and the library of all your key people as well. **Get it today!**
Crafting Your Vision–12 audiotape album #A30 $97

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Dynamic Development Series Volume Two **12 audiotapes**	$147		
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7 Spiritual Laws of Prosperity **book**	$7		
Prosperity Mind! **book (refer to page 39 for quantity pricing)**	$7		
Accept Your Abundance **book**	$7		
37 Secrets to Prosperity **book**	$7		
Get all 5 books - *The Prosperity Series* by Randy Gage	$30		

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