

JOHNNIE COLEMON THEOLOGICAL SEMINARY

THINK AND GROW RICH – Napoleon Hill

THOUGHTS ARE THINGS

- I. Thoughts are things.
 - A. An intangible impulse of thought can be transmuted into material rewards by application of known principles.
 - B. Our brains become magnetized with dominating thoughts that we hold in our minds. These “magnets” attract to us the forces, people and circumstances of life which harmonize with our dominating thoughts.
- II. There are definite reasons why people fail.
 - A. One main reason is man’s belief in impossibility.
 - B. Failure comes to those who are failure conscious.
 - C. Many people have the habit of measuring everything and everybody by their own impressions and beliefs.

STEP I TOWARD RICHES: DESIRE

- I. Wishing will not bring riches.
 - A. The steps by which desire for riches can be transmuted into its financial equivalent are:
 1. Fix in your mind the exact amount of money you desire.
 2. Determine exactly what you will give in return for the money you desire.
 3. Establish a definite date when you intend to possess it.

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4. Create a definite plan for carrying out your desire, and begin at once.
5. Write a statement of the amount of money you intend to acquire; include the time limit, what you intend to give in return and describe your plan of action.

STEP 2 TOWARDS RICHES: FAITH

- I. Faith waits for you to find it.
 - A. Faith is a state of mind which may be induced or created, by affirmation to the subconscious mind.
 - B. All thoughts which have been emotionalized and mixed with faith begin immediately to translate themselves into their physical equivalent.
- II. There is no such thing as bad luck.
 - A. The subconscious mind will translate negative thought impulses just as readily as it will act upon positive ones.
 - B. You are the creator of your own misfortunes.
 - C. Your belief is the element that determines the action of your subconscious mind.

STEP 3 TOWARDS RICHES: AUTOSUGGESTION

- I. You must see yourself making money.
 - A. Make your subconscious mind believe that you have the money that you are visualizing.

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- B. Demand that the subconscious mind gives you practical plans for acquiring the money that is yours.
 - C. When visualizing the money you intend to accumulate see yourself rendering the service you intend to give in return.
- II. You are the master of your destiny.
- A. You are the master of yourself because of your power to influence your subconscious.
 - B. The transmuting of desire into money involves the use of autosuggestion.

STEP 4 TOWARDS RICHES: SPECIALIZED KNOWLEDGE

- I. There are two kinds of knowledge. One is general knowledge; the other is specialized knowledge.
 - A. General knowledge is of little use in the accumulation of money.
 - B. Knowledge will not attract money unless it is organized and intelligently directed through practical plans of action.
 - C. Knowledge is only potential power.
- II. Knowledge is easy to acquire.
 - A. You can form a “Master Mind” group to supply you with the specialized knowledge needed.
 - B. Specialized knowledge is plentiful and cheap.
- III. Your goal will determine what knowledge you need.

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A. The following are some dependable sources of information:

1. Your own experience and education
2. Master-Mind alliance
3. Colleges and universities
4. Public libraries
5. Special training courses

B. Knowledge has no value except when it is applied toward a worthy end.

C. Successful people never stop acquiring specialized knowledge.

IV. Study and self-discipline are both requirements for a successful person.

- A. One of the greatest weaknesses of people is their lack of ambition.
- B. Studying in your spare time will help you to climb upward.

STEP 5 TOWARD RICHES: IMAGINATION

I. Imagination is the workshop where man fashions his plans.

- A. Man can create anything he imagines.
- B. The imagination functions in two ways.
 1. Synthetic imagination: old concepts, ideas or plans are arranged into new combinations.
 2. Creative imagination: by direct communication with Infinite Intelligence man receives new ideas.

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- a. This faculty functions only when the conscious mind is working at an exceedingly rapid rate.
- b. It becomes more alert in proportion to its development through use.

II. Stimulate your imagination.

- A. Your imagination does not die. It only becomes inactive because it is not used.
- B. First, concentrate on developing your synthetic imagination. By using your synthetic imagination you can devise a plan. Plans are used to transform desire into money.

III. The secret of acquiring a fortune is revealed by nature.

- A. Every atom of matter began as an intangible form of energy.
- B. Desires are thought impulses. Thought impulses are forms of energy.
- C. Ideas are the beginning of all fortunes. Ideas are the products of imagination.

STEP 6 TOWARD RICHES: ORGANIZED PLANNING

I. You can build practical plans.

- A. Form a group of people and use the “Master Mind” principle described in a later chapter.
- B. Take advantage of the experience, education, native ability and imagination of other minds.

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II. Defeat makes you stronger.

- A. Temporary defeat only means that there is something wrong with your plan.
- B. Your achievement cannot be greater than your plans are sound.

III. There are eleven secrets of leadership.

- A. Unwavering courage
- B. Self-control
- C. A keen sense of justice
- D. Definiteness of decision
- E. Definiteness of plans
- F. Habit of doing more than you are paid for
- G. A pleasing personality
- H. Sympathy and understanding
- I. Mastery of detail
- J. Willingness to assume full responsibility
- K. Cooperation

IV. There are ten main reasons that leaders fail.

- A. Inability to organize details
- B. Unwillingness to render humble service
- C. Expectation of pay for what they know instead of what they do with that which they know.
- D. Fear of competition from followers
- E. Lack of imagination
- F. Selfishness
- G. Intemperance
- H. Disloyalty

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- I. Emphasis on the authority of leadership
- J. Emphasis of title

STEP 7 TOWARDS RICHES: DECISION

- I. Procrastination is an enemy that you must conquer.
 - A. People who fail to accumulate money have the habit of reaching decisions slowly if at all, and changing those decisions quickly and often.
 - B. People who have accumulated fortunes have the habit of reaching decisions promptly and changing those decisions slowly.
- II. Opinions are cheap commodities.
 - A. If you are influenced by the opinions of others you will have no desire of your own.
 - B. Reach your own decisions and follow them.
 - C. Those who talk too much do little else.
 - D. Genuine wisdom is usually known by modesty and silence.

STEP 8 TOWARD RICHES: PERSISTENCE

- I. The basis of persistence is the power of will.
 - A. Will power and desire combined make an irresistible pair.
 - B. Only a few people “carry on” despite opposition until they attain their goal.

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- II. Persistence is a state of mind. Therefore, it can be cultivated.
 - A. It is based on definiteness of purpose, desire, self-reliance, definiteness of plans, accurate knowledge, cooperation, will-power and habit.
 - B. Those who cultivate the habit of persistence enjoy insurance against failure.
- III. Anyone can criticize.
 - A. Too many people refuse to set high goals because of the fear of criticism.
 - B. The fear of criticism destroys most ideas before they reach the planning and action stages.
- IV. There are four necessary steps which will help you develop persistence.
 - A. A definite purpose backed by a burning desire for its fulfillment.
 - B. A definite plan, expressed in continuous action.
 - C. A mind closed to all negative and discouraging influences.
 - D. Make friends with people who encourage you to follow through with both your plans and your purpose.

STEP 9 TOWARD RICHES: POWER OF THE MASTER MIND

- I. Plans are useless without sufficient power to translate them into action.
 - A. Power is organized and intelligently directed knowledge.
 - B. The sources of organized knowledge are:

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1. Infinite Intelligence
 2. Accumulated experiences
 3. Experience and research
- C. The knowledge may be converted into power by organizing it into definite plans and by expressing those plans in terms of action.
- II. The Master Mind principle is success secret.
- A. The “Master Mind” is the coordination of knowledge and effort, in a spirit of harmony between two or more people for the attainment of a definite purpose.
 - B. The Master Mind Principle has two basic characteristics.
 1. The Economic: Advantages are created by any person who surrounds himself with the advice, counsel and personal cooperation of others who will aid him in a harmonious manner.
 2. The Psychic: Is based on the premise that no two minds ever come together without creating a third invisible, intangible force which is likened to a third mind.

STEP 10 TOWARD RICHES: THE MYSTERY OF SEX TRANSMUTATION

- I. The emotion of sex has in back of it the possibility of three constructive potentialities. They are:
 - A. The perpetuation of mankind.
 - B. The maintenance of health.

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C. The transformation of mediocrity into genius through transmutation.

II. Sex transmutation is simple and easily explained.

A. It means the switching of the mind from thoughts of physical expression to thoughts of some other nature.

B. When it is harnessed and redirected along other lines it may be used to accumulate riches.

C. The emotion of sex is the most intense and powerful of all mental stimuli.

III. Hunches come from one or more of the following sources:

A. Infinite Intelligence

B. The subconscious mind

C. From the mind of someone else's conscious thought

D. From another person's subconscious storehouse

IV. The use of the sixth sense marks the difference between the genius and the ordinary person.

A. People who have keen imaginations receive their best ideas through hunches.

B. Ideas received through the creative faculty are the most reliable.

C. Geniuses work through their creative imagination.

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STEP 11 TOWARD RICHES: THE SUBCONSCIOUS MIND

- I. The subconscious mind receives and files impressions or thoughts regardless of their nature.
 - A. It acts first on the dominating desires which have been mixed with emotional feeling.
 - B. It works day and night.
 - C. It is the intermediary through which a person may draw upon the forces of Infinite Intelligence.
 - D. The subconscious mind may be voluntarily directed only by habit.
 - E. If you fail to plant desires in the subconscious it will feed upon thoughts which reach it as a result of your neglect.
- II. Positive emotions must be injected into the subconscious through autosuggestion.
 - A. The subconscious understands the language of feeling best.
 - B. The seven most powerful positive emotions are: desire, faith, love, sex, enthusiasm, romance, and hope.
 - C. Positive and negative emotions cannot occupy the mind at the same time.

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STEP 12 TOWARD RICHES: THE BRAIN

- I. The human brain is both a broadcasting and receiving station for the vibration of thought.
 - A. The subconscious mind is the sending station of the brain.
 - B. The creative imagination is the “receiving set” through which energies of thought are picked-up.
 - C. To use your broadcasting station there are three principles to understand, the subconscious mind, creative imagination and autosuggestion.
- II. Man has depended too much on his physical senses.
 - A. The “other self” of man is the most powerful.
 - B. Man does not understand the intangible force and intelligence which provides him with food, clothing and money.

STEP 13 TOWARD RICHES: THE SIXTH SENSE

- I. Infinite Intelligence communicates voluntarily through the “sixth sense.”
 - A. The sixth sense is that portion of the subconscious known as creative imagination.
 - B. The sixth sense defies description.
 - C. Through the sixth sense you will be warned of dangers and notified of opportunities.
- II. There is an organ in the brain that receives vibrations called hunches.

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- A. Humans can receive accurate knowledge from other than the physical sources.
- B. Such knowledge is generally received when the mind is under the influence of extraordinary stimulation.

THE SIX GHOSTS OF FEAR

- I. There are three enemies that you must overcome. They are indecision, doubt, and fear.
 - A. Indecision is the seedling of fear. It crystallizes into doubt.
 - B. Doubt and indecision blend to become fear.
- II. You should analyze your fears.
 - A. Fear of poverty grew out of man's tendency to prey upon his fellowman economically.
 - B. Fear of criticism robs man of his initiative, destroys his imagination, limits his individuality and takes away his self-reliance.
 - C. Fear of ill health is often caused by disappointments in business and love.
 - D. Fear of the loss of love grew out of man's polygamous habit of stealing another's mate.
 - E. Fear of old age has as its most common cause the possibility of poverty.
 - F. Fear of death can be charged to religious fanaticism.