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## THINK AND GROW RICH

### NAPOLEON HILL

Napoleon Hill was an American author who is considered to have influenced many people to achieve success.

During his time at Law School, Napoleon was given the assignment to interview, self-made steel tycoon, Andrew Carnegie. After this, Carnegie tasked Napoleon with interviewing 500 millionaires to discover a formula of success that can be used among the average person.

From here, Napoleon became Carnegie's advisor and twenty years later, he produced "Think and Grow Rich".

### DESIRE:

The majority of us wish for wealth or for financial stability at some point in our lives, but just wishing will not bring you riches. You need to recognize the burning desire inside of you, plan ways and means to gain the riches and be persistent with those plans.

For example, Napoleon Hill himself had decided that his son, Blair, would speak and hear, even though he was born without any ears. Being driven by desire and by also implanting this desire into his son, resulted in Blair being able to hear like a regular person by the age of 24 with the use of an electrical hearing aid.

Successful people know exactly what they want and how they want to achieve it.

Before you start chasing a random dream, you need to know the exact goal it is that you desire. If you're wanting to become rich, you should decide exactly how much money it is that you want. You should then decide what you're willing to give in return for this goal and establish a date that you intend to achieve this goal by.

Write a clear statement including all of the above and read this loud to yourself before you sleep at night and when you awake in the morning. Get to work on this straight away!

## FAITH:

Having faith in yourself is the most important way in making sure your dreams come true. Without faith, there is no self-confidence. Without self-confidence, there is failure.

If you have faith and confidence in yourself, it can have a massive impact in the way you live your day to day life and in your self-appearance. Napoleon built a 5 step formula that is to be repeated once a day for those of you that are lacking confidence in yourself:

**Step One:** Promise yourself to achieve the definite purpose in your life

**Step Two:** Spend 30 minutes a day thinking about the person you wish to become

**Step Three:** Demand the development of self-confidence to yourself for 10 minutes a day

**Step Four:** Write a description of your definite aim in life and don't stop trying until you've achieved enough self-confidence to help you achieve that aim

**Step Five:** Do not take part in anything that does not benefit you or those around you. Make others believe in you and you will then believe in them and yourself.



## AUTO-SUGGESTION:

Auto-suggestion is a way of changing your perception through repeatedly using positive words and sentences.

When reading your desired plan aloud, speak with positive emotion because the more meaningful it sounds to yourself, the more effective it will be. Unemotional words do not influence the subconscious mind. You're more likely to achieve success if you use auto-suggestion more when creating plans for your dreams.

You need to 'study' the subject that will help you gain fortunes. You can do this through university, libraries or night classes and must be open to continuing to learn throughout your every day life. It is also more practical to surround yourself with experts in this subject who can share their knowledge with you.

## KNOWLEDGE:

You need to scrap the thought that knowledge is only taught in the education system, because that is a lie. Of course you can learn a lot in school and college, but you can learn a lot more from the outside world. You can organize that knowledge in order to help you gain riches.

Henry Ford clearly demonstrated that un-educated men are able to achieve high dreams. Not getting into high-school didn't stop him making millions and running an industrial empire.

## IMAGINATION:

There are two types of imagination, **Synthetic** and **Creative**:



- Your **synthetic imagination** will arrange material that you've gained through experience, education or observation.
- Your **creative imagination** is where your inspirations are created and where you gain your new ideas.

It is your creative imagination that helps you put together a plan to reach your end goal. It does this because it works best when your mind has a burning desire to achieve something. But it is your synthetic imagination that will help you achieve that plan through your specialized knowledge and experiences that you've learned.

## DECISION:

Procrastination is an enemy that can hit us right when we least expect it and can cause us to lose faith in our goals. To decrease the chance of procrastination taking over, you will need to make decisions promptly.

If you find yourself being influenced easily by the opinion of close friends and relatives, then you need to stop seeking assistance so obviously. Start asking for answers without giving purpose for them. This way, there is no reason for them to give their opinion on the matter, therefore allowing you to carry on with your plans.

Napoleon suggests writing these words in large and placing it somewhere where you can always see them:

**"Tell the world what you intend to do, but first show it."**

(pg. 94)

## PLANNING:

In order to succeed, you need to ensure that your plans are solid and that they work. It may take you numerous times to find a plan that works 100%, but never give up. Napoleon says "A quitter never wins - and - a winner never quits."

A plan is also not complete without the cooperation of other people. You will need to gather your 'master mind' group and discuss the actions of the plan and ensure everyone is always on the same page. Meet with these people at least twice a week and make sure there is always harmony in the group.



## MASTERMIND:



A mastermind is a group of people who all have the same goal, no matter how big or small it is. Having a group of like-minded people surrounding you can help you achieve your goals quicker and you can achieve things that you wouldn't necessarily be able to achieve by yourself.

Make sure your mastermind includes people who you trust, have similar drive to the goal, have a diverse skill set and are good problem solvers.

- **Step Three:** Discourage all negative and discouraging influences. This could be from friends or relatives.
- **Step Four:** Have a friendly alliance with at least one person who encourages you to follow through with your plan and its purpose.

## PERSISTENCE:

Whatever your project or whatever your plans, you are always going to come across obstacles and boundaries that will try and stop you from succeeding. Many people will give up on the spot because they're incapable of dealing with these situations, but it is important for you to be persistent and carry on with your plans. If you give up, you fail. If you carry on, you can achieve great riches.

There are four steps that will lead you to the habit of persistence:

- **Step One:** Have a definite purpose backed by a burning desire to fulfill it
- **Step Two:** Have a definite plan to achieve this purpose

## SEX:



The desire for sex is the most powerful desire in the human body.

You can not simply cut the thought of sex out of one's mind, but you can transmute it into something creative. Enthusiasm helps you sell, no matter what the product is. Take your mind off of the subject of sex and use the enthusiasm that you would for the thoughts original purpose, in selling. Enthusiasm inspires.

## BRAIN:



Your brain is this magnificent organ that holds all of the thoughts that you have throughout a lifetime. It can also pick up vibrations that are being released by other people's brains.

If your brain is full of thoughts with negative emotions, people around you are going to sense this through thought vibrations and it can also impact them negatively. If your brain is full of thoughts with positive emotions, this will have a positive impact on the people around you.

## SUBCONSCIOUS MIND:

There are seven main positive and seven main negative emotions that effect your subconscious mind. These are:



- Desire
- Faith
- Love
- Sex
- Enthusiasm
- Romance
- Hope



- Fear
- Jealousy
- Hatred
- Revenge
- Greed
- Superstition
- Anger

It is up to you to ensure that your subconscious mind is filled and influenced only by the positive emotions.

When people feeling like all else has failed and they have nothing left to give, they often pray, which is why many prayers may never happen or come true because there was a lack of faith. Praying when you have nothing left means you're praying with negative emotions such as fear and anger.

## SIXTH SENSE:

Your sixth sense can only be put to use once you have mastered the previous twelve principals. It is said that once you have mastered these principals, you:



"Through the aid of the sixth sense, you will be warned of impending dangers in time to avoid them, and notified of opportunities in time to embrace them." (pg. 153)

Once you have filled your thoughts with only positive emotions and learned how to use your desires to achieve your aims, you will attract people from all over the world, but only people who have similar interests as you.

## KEY TAKEAWAYS:

- Know your strengths and weaknesses
- Surround yourself with like minded people
- Take chances
- Fill your mind with positive emotions
- Be persistent with your plans
- Believe in yourself
- Keep learning
- Never quit

## KEY QUOTES:

1. "If the thing you wish to do it right, and you believe in it, go ahead and do it! Put your dream across, and never mind what 'they' say if you meet with temporary defeat, for 'they', perhaps, do not know that every failure brings with it the seed of an equivalent success." (pg. 32)
2. "You should know your strength in order that you may call attention to it when selling your services. You can know yourself only through accurate analysis." (pg. 123)
3. "People refuse to take chances in business, because they fear the criticism which may follow if they fail. The fear of criticism, in such cases is stronger than the desire for success." (pg. 158)
4. "A man whose mind is filled with fear not only destroys his own chances of intelligent action, but he transmits these destructive vibrations to the minds of all who come into contact with him, and destroys, also their chances." (Pg. 179)

## THE ONE ACTION TO TAKE:

Think and Grow Rich finishes with 61 self-analysis questions in which you will learn more about yourself than you already do. Here are 10 questions based upon the 61 questions that you need to answer in order to analyze yourself and how to prepare yourself to think and grow rich.

1. Do you often have days where you're 'feeling bad', and if so why?
2. Do you spend more time thinking of success or of failure?
3. What is your definitive major purpose? How do you plan to achieve it?
4. Can others easily affect your judgment?
5. How much time in a day do you spend devoted to:
  - a) Your Work
  - b) Sleep
  - c) Play and Relax Time
  - d) Learning
6. What are your three major weaknesses? Do you do anything to stop them?
7. Who among your friends:
  - a) Encourages you the most
  - b) Continuously warns you about things
  - c) Intimidates you
  - d) Helps you the most
8. After studying your friends, what have you learned about yourself?
9. Do you take pride in your appearance? If so, when and why?
10. As you grow older, does your self confidence increase or decrease?

When you've answered these questions, put your answers somewhere safe and leave them for a month. Once you have started taking the thirteen steps towards riches over the next 4 weeks, come back to these 10 questions and repeat the task. Pick up your previous questions and see what difference has been made by taking control of your mind and becoming the person you want to be.