

PARTICIPANT'S GUIDE

Version 1.0



INTRODUCTION

"I encourage you to read every word of this introduction; permitting yourself to become intellectually and emotionally involved with the ideas contained in this introduction could contribute to a quantum leap in your results immediately."

BOB PROCTOR

I would like you to join me while I take you on a journey, mentally we will travel back through time and space to October 21, 1961. That was the day that a very troubled life came to an abrupt halt and a magnificent journey into meaning began.

If you can imagine—a person 26 years of age, unhappy, earning \$4,000 a year and owing \$6,000. The idea of wealth, health and happiness never entered my mind. I was forever rushing, trying to pay two or three bills at the same time that were all past due. It had pretty well always been like that since I left school at 16 years of age. Then one day, a man placed Napoleon Hill's book "Think and Grow Rich" in my hands and to make a long story short, everything began to change. The man suggested that I not merely read the book but that I seriously study it and understand it and then live it. One year later, without any formal education or business experience, my income sky rocketed to \$175,000 per year and then went to over \$1.0 million. I started out with a used floor machine, a couple of buckets and mops and in less than 5 years had a building maintenance business that operated in Toronto, Montreal, Boston, Cleveland, Atlanta and London, England. Life definitely changed. Now the only challenge facing me was a question that kept plaguing my mind—what happened, why was there suddenly such an enormous change in my world.

You see, what happened definitely was not supposed to have happened.

I had been raised to believe probably many of the things you were raised to believe, that if you want to earn a lot of money you had to be really smart. I found out that wasn't true. I was earning a lot of money and I wasn't that smart. I also had been programmed to believe that if you didn't go through school you would never do well in the business world. I had only gone to high school for 3 months, yet here I was an owner of a company that hired lawyers, accountants and consultants. I had to know what happened and I couldn't find anybody that could tell me. So I reasoned someone had to know. They'd either written it in a book or they were talking about it. I made up my mind that if I had to, I'd read every book that was ever written, I would begin to study the lives of individuals who had accomplished great things in their life. And I would get to know as many of the ones that were still alive as I could. One thing led to another. I ended up leaving

my business and moving to Chicago, Illinois to work with Earl Nightingale and Lloyd Conant who started the Nightingale-Conant Corporation and are the global leaders in personal and professional development materials. I worked alongside them for 5 years. This put me in touch with some of the wisest individuals alive.

After 20 years of in-depth research, practical application and consulting to some of the largest companies in the world, in 1982 I wrote the book *You Were Born Rich* and then proceeded to turn it into a complete learning system that is the foundation for many corporate training programs ... even today.

In the past 20 years, there's hardly been a corner of the globe where I have not worked. I've taught this information in prisons and schools, non-profit organizations, government agencies and some of the world's largest for profit corporations.

In 2007, a lawyer from Seattle, Washington who had been studying my material for some time approached me and said "Although you've created many programs over the past 40 years, you have never brought it all up to date as you did in 1988 with *You Were Born Rich*. That was the culmination of 20 years of research on your part, but since then you've added another 20 years of research and experience. I think it's time you did it again, and I am the person you should be doing it with." Her name is Sandy Gallagher, and she is one of the most brilliant people I have ever worked with. She is one of America's top attorneys, specializing in bank mergers and acquisitions, doing deals that run into the hundreds of millions of dollars. But rather than me attempt to explain how and why she decided to join me on this path, I'm going to let her pick this introduction up and tell you in her own words, because she created with me what I consider to be one of the most powerful programs entering the market today, *Thinking Into Results*.

BOB PROCTOR
Toronto, CANADA

A MESSAGE FROM SANDY GALLAGHER

In August 2006, I had the good fortune of attending one of Bob Proctor's seminars in Vancouver, Washington. That event changed the course of my life. I knew that from that day forward I would spend the rest of my days finding ways to share the powerful ideas that Bob teaches. I returned to my home in Seattle, Washington and began to immerse myself in the programs Bob had created. The first program I studied was the *You Were Born Rich* learning system. I grabbed my sister Kathy who is a professional golfer, and we jumped in the car and headed to my condo in Sun Valley, Idaho. During the entire ten hour drive, we listened to the *You Were Born Rich* CDs. We were riveted by the information. As soon as we arrived in Sun Valley, we put the DVDs in the DVD player and watched them all weekend. This material that Kathy and I had been totally captivated by for days suddenly shone a brilliant beacon on something that I had always wondered about. Permit me to digress for a moment.

I had always excelled in school and business, with many honors including Phi Beta Kappa, Honors Program, scholarships and the like, and I always found it easy. I could never understand why so many people were struggling to get by. Even rising up the ranks at the Wall Street law firm I joined after law school and becoming equity partner at two prestigious law firms seemed easy to me.

Studying this material helped me understand that everything that happens on the outside is first originated on the inside. Since I was young, I had been following what Bob Proctor was

teaching. I was living in harmony with the laws of the universe with respect to my own personal goals, yet if someone asked me why I was doing well, I couldn't tell them. I knew I was different (or at least my results were) compared to most of the people I associated with or that I went to school with. And my friends were forever attempting to get me to conform, but I just couldn't do that. For the first time, it was becoming clear to me why I was like I was. However, the wins I was experiencing then and right up to now were non-transferable. You can imagine my enthusiasm now that I was able to show others how to enjoy life to the degree that I am and have for many years.

Yet, Kathy and I became aware that the material we were watching was 20 years old. I started to wonder, how much more information did Bob Proctor have bottled up in his mind that he could share and make a meaningful difference in peoples' lives.

I decided, sitting there in the condo with my sister Kathy in Sun Valley, Idaho that I was going to be Bob Proctor's partner and together we were going to create a new program. The name of it even flowed into my mind. It would be called

**... how much more
information did Bob Proctor
have bottled up in his mind
that he could share and make
a meaningful difference in
peoples' lives...**

Thinking Into Results. It would be one of the most up-to-date programs available anywhere in the world and like Bob's *You Were Born Rich* learning system it would be used as a cutting edge corporate training program, a program to develop and enhance team work and cooperation and yet also a program that could be used by individuals, one they could share with their family. We would create it in such a manner that people would be able to enjoy it and benefit from it all over the world. And since that's what I wanted to create, that's what I did create.

Bob Proctor didn't know any of this. In fact he didn't even know me. And I had no idea how this was going to happen, but the information that he just gave Kathy and me made it very clear that he didn't have to know about it and I didn't have to know how to do it. I only had to know that it was going to happen. And it did. And you now hold this library of material in your hands. It's the manifestation of an image that I created in my condo in Sun Valley, Idaho, and I've had the unique pleasure of working very closely with Bob Proctor for over a year creating this learning system. Make a decision right now that you're going to let this information impact your life to the same degree that it's impacted mine and Bob Proctor's.

SANDY GALLAGHER
Seattle, Washington, USA

HOW TO EFFECTIVELY USE THIS PROGRAM

This Participant's Guide is constructed to take you through a powerful 12 to 24 week process for creating new, desired results. You will notice that each lesson builds upon the previous, which increases its effectiveness. It is important to periodically review the program in its entirety for constant reinforcement of the ideas. It is through the repetition of the lessons that you will experience permanent changes.

At the close of each lesson you will see "Worksheet" sections. These are meant as an activity that challenges you to immediately apply the lessons learned. This is an essential part of the **Thinking Into Results** process. Take a few minutes at the end of every lesson to reflect on your goals and go through the Three R's exercise; these exercises will become increasingly powerful in moving you toward your goals and help you acquire the necessary clarity for the realization of your goals.

Let's review the recommended process from the beginning:

For the individual leader

- Study one lesson per week—12-week process
- Skip the Team Worksheets
- When reading, mentally replace the word 'team' with I, my, or me

For the family

- Study one lesson per week; over 12 weeks
- Participate in the Team Worksheets as a family
- When reading, mentally replace the word 'team' with family.

For the business or organization

- Ideally this will be a 12 or 24 week process
- 12 week process—study one lesson per week as a team over 12 weeks
 - Complete the Individual and Team Worksheets each week
 - 24 week process—study one lesson for two weeks as a team over 24 weeks
 - Complete the Individual and Team Worksheets each week and then continue to study and develop them the following week
- If you would like to have a licensed **Thinking Into Results** Consultant facilitate this process for your business or organization or are interested in becoming a licensed **Thinking Into Results** Consultant please contact us at www.proctorgallagherinstitute.com or by email at customerservice@proctorgallagher.com for more information.

Throughout the time you spend with this program, you will discover a newfound clarity about what you truly want to become, do and have. You will find yourself constantly thinking of ways to achieve your goals. Make every effort to read and refine your goals often.

You and your team has infinite potential! You're here to live your life magnificently and this program will show you how to tap into the greatness that is you. So, let's get started ... ***Thinking Into Results!***

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LESSON ONE

“A WORTHY IDEAL”— Setting and Achieving Worthy Goals



LESSON ONE

A WORTHY IDEAL*Setting and Achieving Worthy Goals*

“Those who reach decisions promptly and definitely, know what they want, and generally get it. The leaders in every walk of life decide quickly, and firmly. That is the major reason why they are leaders. The world has a habit of making room for the person whose words and actions show they know where they are going.”

NAPOLÉON HILL

OVERVIEW

Permit every concern that you may have in any area of your life to leave your mind for the next few minutes. Permit your imagination to whisk you off to a mind place where dreams and wants float freely and in full view.

Imagine you have access to all the resources you'll ever need and you can have anything you want. What would you choose or target to begin moving towards? What do you really want? Remember, you are giving no thought to how you are going to get it or if you will ever get it. Your only objective in this exercise is to clearly define what you want. The average individual's mind is so locked up with limitations that they never permit themselves to go to this mind place.

Thinking Into Results is based on 50 years of intense research and practical experience. Follow this learning system and you can have anything you seriously want. There is, however, one pre-requisite—you must really want it.

As you study this particular phase of **Thinking Into Results**, you are going to develop an awareness that deciding what you want and getting what you want are two completely different subjects. As you begin the process of deciding what you want, how you are going to get there is irrelevant. Just know that the lawful process for achieving your goal will be clearly explained. The concepts that you are covering in this particular lesson can effectively be applied to the growth of a corporation, the effectiveness of a team, or the personal and professional development of an individual, regardless of age or gender.

BELIEF

Before you begin looking at the ABC's of goal setting, take a close look at your belief system or the beliefs of your group. It appears there are guards that have been commissioned by a higher authority to arrest any forward progress in a person's life beyond the person's level of belief. These guards take their marching orders from the belief system itself, which is governed by natural laws of the universe. There is no growth beyond the beliefs that are held. If a person attempts to accomplish something beyond their level of belief, the mind will

quickly and automatically create ideas or reasons justifying why it can't be done, and those ideas will continue to flow until the project is abandoned. On the other hand, when a person or group believes something can be done the mind will automatically begin creating ideas that will pave the path to accomplishment. The great secret of progress then lies in **Belief**. Therefore we must ask and demand answers to these questions:

1. Do I have good, sound reasons for my beliefs?

2. Where did my beliefs come from?

3. Would changing my beliefs improve my life?

4. How do I change my beliefs?

As you attempt to answer some of these questions, many of your old views will fall to pieces.

“Form clear and definite ideas regarding your convictions as to why you do as you do, and as to why you think as you think. Such practice is like conducting a mental housecleaning. The practice of clear thinking tends to clarify the mind, tones up the faculties, sharpens the perceptions and gives one a stronger and better grasp of the basic essentials for a larger and richer life. Clear and exact thinking is a very great necessity. It is in fact a sure means to advancement on the material as well as the spiritual planes. A line of distinction, however, should be drawn between surface thought, that is, ordinary, trivial and commonplace thinking, and real thought, which is associated with the understanding of Truth. The latter is deep thinking, which arouses dormant powers, quickens the perceptions, and leads to the enlargement of the understanding.

The former is but a passing phase of mental activity while the latter governs the life of man. The shallow, surface thought that we give to the ordinary duties and small things of daily life, is not the thought that reforms our character, develops our mind, or changes our belief and our destiny. It is the positive, deep, and penetrating thought that comes from profound and strong conviction born of a higher perception and a clearer realization of the Truth. The surface idea is not the real thought. The inner convictions which control ones aims, desires, and motives, constitute the real thought of the individual and wholly determine the course of the person's life and personal destiny.”

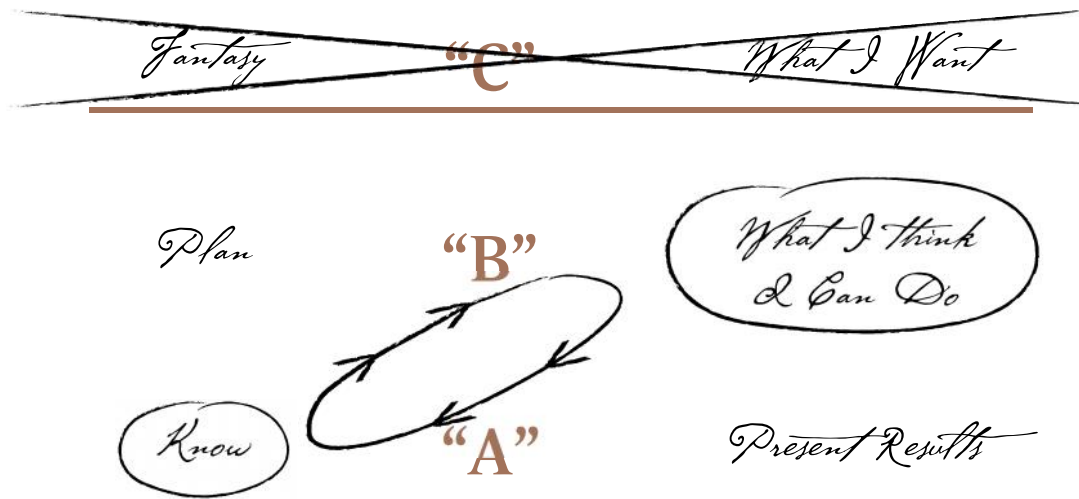
RAYMOND HOLLIWELL

Our beliefs are based on our evaluation of something. Frequently when we reevaluate a situation our belief about that situation will change. Check your beliefs with respect to what you think you can accomplish in your personal and business life.

KEY POINTS

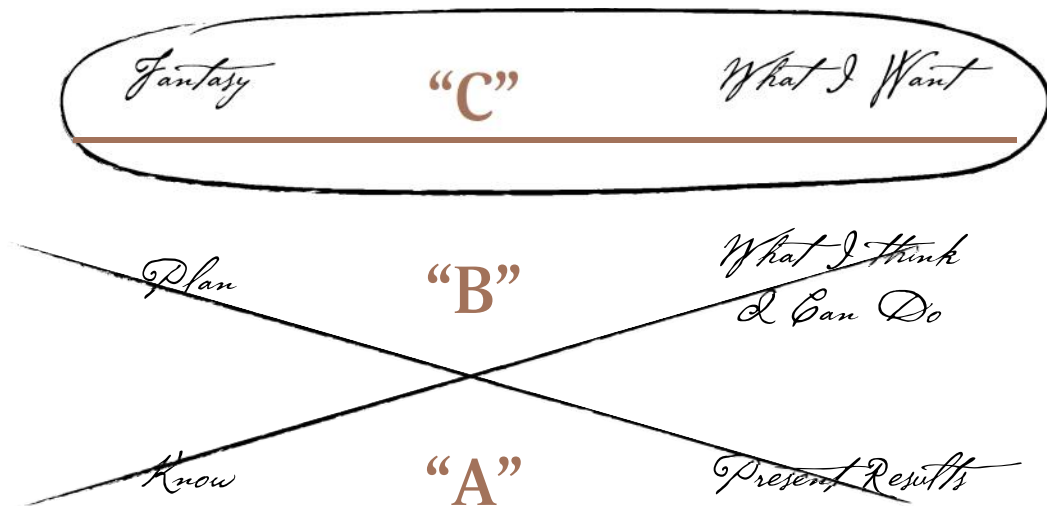
- A goal is something you are going after that you've never done before.
- A goal is designed to help you grow, it causes you to draw something from yourself that you didn't even know was there.
- If you know how to reach your goal, the goal is not going to do for you what goals are designed to do.
- If you're really going to accomplish something, you're going to need to be inspired by going after something you really want, it's going to have to come from inside.
- Type A goals are doing something you already know how to do. Type B goals are what you think you can do. Type C goals are your wants. What you really want. Type C goals come from your fantasies and are originated through the effective use of your imagination.

1



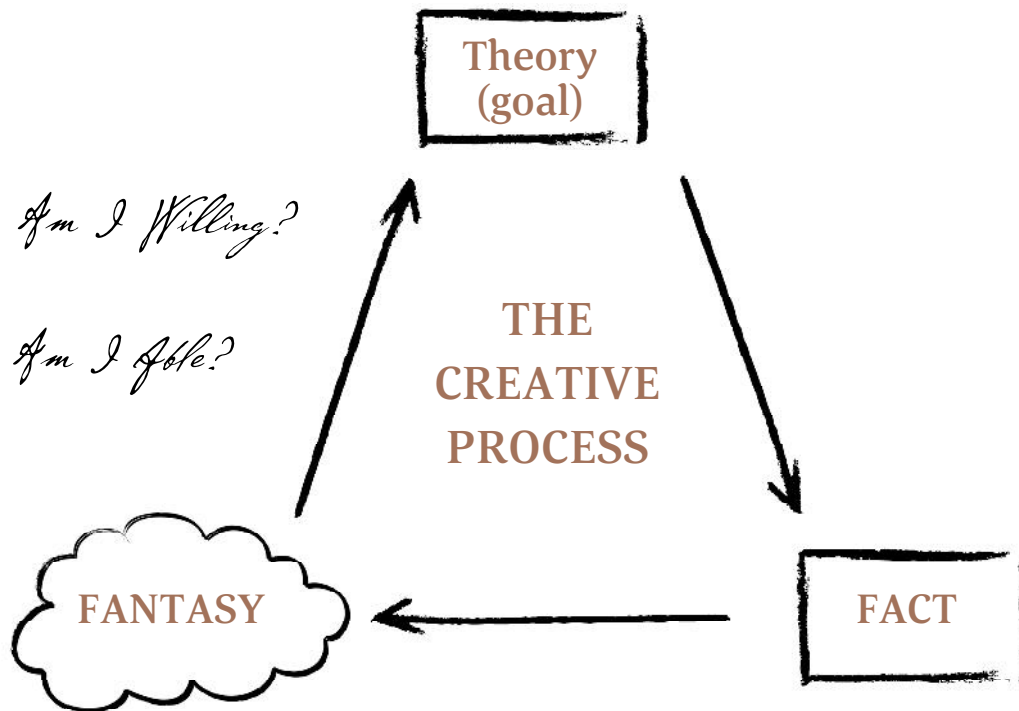
This person has ruled out the creative process that leads to certain growth. They keep bouncing back and forth from what they know they can do to what they think they can do.

2



This individual is aware that there is no inspiration in "B" and no growth in "A" so they ruled out "A" and "B" and moved directly to "C" and Phase "3" (on the following page) and got involved in the creative process.

3



- You've got to build the fantasy. You take the fantasy and move it from fantasy to a theory.
- You must believe you are able and be willing to do what is required in order to turn the theory about your wants into a goal.
- Don't let outside conditions or circumstances dictate how you will live.
- Refuse to let anything that's going on outside of you stop you.
- As you get emotionally involved in the goal, you're going to involve your emotions and the expression of that emotional involvement is going to change your behavior. As your behavior changes the results start to change, and your theory turns into a fact.
- Individuals without a goal are lost. They have no compass. You've got to wake up in the morning and get excited, "I'm working towards my goal!"

WORTHY IDEAL INDIVIDUAL WORKSHEET

Imagine that you are getting dressed to go to a function where you are going to be meeting a number of very important people. There will be dinner and dancing. These are people that you want to leave with a good impression. It goes without saying, you would not go to this function without paying attention to your physical appearance and even mentally review the mindset you'd want. The details of preparing yourself are important. The same is true with the exercises that have been laid out for you in each lesson. Some of the early exercises in each lesson may seem trivial. However, they are important insofar as you are building on them. And if you are taking the time to study the Thinking Into Results program, you should give the program everything you've got, paying attention to every detail.

1. If someone were to stop you on the street, and ask you, “What is your goal”—how would you respond? Do you have goals? Are they written down?

[illegible]

2. Type C goals are your wants, **what you really want**. What do you really want? What is it you would **like very much to be, do or have**, even though you may feel it is—for one reason or another—somewhat beyond your reach at the present time?

Allow yourself to relax and let your imagination wander. Fantasize. Create a shopping list of your wants. Include personal wants and professional wants.

As you are fantasizing, **do not give one speck of mental energy to how this goal is going to be accomplished. Do not concern yourself with where the money, the time, the assistance you may require, is going to come from.**

Attempting to think of “how” will either limit or destroy the fantasy. Just think of WHAT you want.

[illegible]

EMERSON

[illegible]

EARL NIGHTINGALE

- ## PERSONAL WANT

PROFESSIONAL WANT

- I am so happy and grateful now
that my Personal want has manifested:

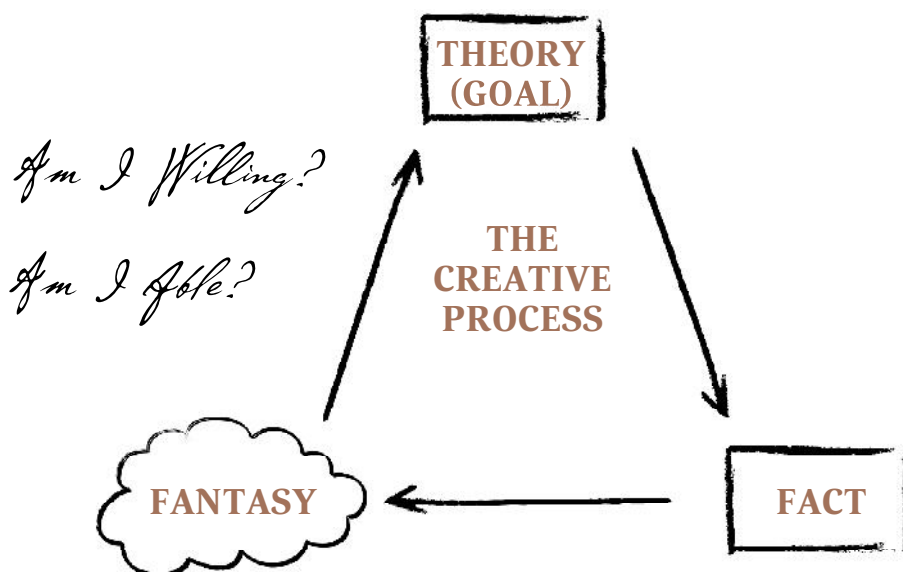
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[illegible]

5. You have tremendous creative potential. Everything you see around you was once an idea that was conceived in the imagination. All images that originate in the imagination are referred to as fantasies. Flying airplanes was a fantasy at one time. So was the automobile and the internet. To exercise your creative faculty (your imagination) you begin by building a fantasy. You mentally begin to play with that fantasy until you start to take it seriously. Then you flip from using your imagination to using your reasoning factor, another one of your intellectual faculties, and you start to build the idea more clearly. This is where the image turns into a theory in your conscious mind.

Now before the theory can become a goal, you must ask yourself two questions. The first question is “Am I able to do this?” When you take into consideration that the only two sources of reference we have to go to, science and theology, with respect to human potential both clearly indicate that your potential is infinite, the answer to the first question must be an emphatic yes.

The second question is quite different. It is, “Am I willing—Am I willing to do whatever is required to cause the image in my mind to manifest in physical form in my life?” When your answer to that question is yes, your theory immediately becomes a goal, and when you turn your goal over to the universal subconscious mind, the laws of the universe kick in and the first law—perpetual transmutation of energy—takes over and your goal begins to move into physical form, with and through you. It causes your behavior to change and at the same time begins to attract to you all those things required for the manifestation of your image. Before long, your theory becomes fact. Therein covers the three stages of creation—**Fantasy, Theory and Fact**. This is how everything has been accomplished.



Now write your personal and professional goals on your goal card. (You should be able to articulate your goal in once concise sentence.) Look at your goal card every morning, as often as you can throughout the day, and every night.



6. How do you feel after setting your personal and professional goals?

7. In the space provided, write 6 action steps you can take right now to move towards your personal and professional goal?

- i.

- ii.

- iii.

- iv.

- v.

- vi.

Prioritize these steps in the order you will act on them.

Place your goal card in your wallet, purse or pocket. Call it to mind several times a day. By thinking about the goals you've established for yourself every morning, many times during the day, and every night, you begin moving toward it, and bringing it toward you. You must be able to see yourself on the screen of your mind, already in possession of the goal, and you must seriously want it. Remember, the picture that you hold in your mind most often will eventually be expressed in physical form or circumstance.

WORTHY IDEAL TEAM WORKSHEET

1. Fantasize about a team goal. What are the team wants, **what does the team really want?** What is it you would **like very much to be, do or have**, even though the team may feel it is somewhat beyond the team's reach at the present time? Allow yourself to relax and let your imagination wander, fantasize. Create a shopping list of team wants.

TEAM WANTS

1. _____	2. _____
_____	_____
3. _____	4. _____
_____	_____
5. _____	6. _____
_____	_____
7. _____	8. _____
_____	_____
9. _____	10. _____
_____	_____
11. _____	12. _____
_____	_____

2. How motivated is the team to attain this goal? Is the motivation coming from what you "should" do, or is it coming from the inside?

-

-

-
- This image shows a blank sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

7. As a team, set up a daily practice of envisioning the team goal unfolding. Have each person envision this team goal happening.
8. List action steps that each member of the team can take this week to move towards the team goal.

- i. _____

- ii. _____

- iii. _____

- iv. _____

- v. _____

- vi. _____

Prioritize these steps in the order you will act on them.

CREATIVE THOUGHT EXERCISE FOR IMPROVED RESULTS

Find a quiet place where you can be alone and completely relax. Get emotionally involved with the idea of being totally relaxed. Let your body become very light and your mind free flowing. When you feel clear and free, allow an image to form on the screen of your mind of already having achieved your goal. Be aware of how you feel in this accomplishment. Feel the pride that flows through you in having achieved that which you set out to accomplish. When you feel this picture is clear, write a detailed description of the picture that you created in your mind. The same exercise can be applied for individual, group or corporate use.

WEEKLY ASSIGNMENTS

- Each week as you study this *Thinking Into Results* learning system, review as often as you can the Lesson you are on and the Key Points for that lesson. As you review powerful information over and over, you don't see something in the information that was not there before, you see something in yourself that was not there before. You are a different person operating from a different level of awareness.
- Complete the Worksheets.
- Continue to build an image of your personal, professional, and team goals in your mind. Be as descriptive as possible. On a daily basis, call this image to mind and spend time visualizing your goals.

Call these images to mind when you wake up in the morning, and as the last thing you do before you drop off to sleep.

DECISION By Bob Proctor

There is a single mental move you can make which, in a millisecond, will solve enormous problems for you. It has the potential to improve almost any personal or business situation you will ever encounter ... and it could literally propel you down the path to incredible success. We have a name for this magic mental activity ... it is called DECISION.

Decisions or the lack of them are responsible for the breaking or making of many a career. Individuals who have become very proficient at making decisions, without being influenced by the opinions of others, are the same people whose annual incomes fall into the six and seven figure category. However, it's not just your income that is affected by decisions—your whole life is dominated by this power. The health of your mind and body, the well-being of your family, your social life, the type of relationships you develop ... all are dependent upon your ability to make sound decisions.

You would think anything as important as decision making, when it has such far reaching power, would be taught in every school, but it is not. To compound the problem, not only is decision-making missing from the curriculum of our educational institutions, up until recently, it's also been absent from most of the corporate training and human resource programs available.

So, how is a person expected to develop this mental ability? Quite simply, you must do it on your own. However, it is important to understand that it is not difficult to learn how to make

wise decisions. Armed with the proper information and by subjecting yourself to certain disciplines, you can become a very effective decision-maker.

You can virtually eliminate conflict and confusion in your life by becoming proficient at making decisions. Decision-making brings order to your mind, and of course, this order is then reflected in your objective world ... your results.

The person who fails to develop their ability to make decisions is doomed because indecision sets up internal conflicts that can, without warning, escalate into all out mental and emotional wars. Psychiatrists have a name to describe these internal wars—it is ambivalence. The Oxford dictionary tells us that ambivalence is the co-existence in one person of opposite feelings toward the same objective.

Indecision causes disintegration.

You do not require a doctorate degree in psychiatry to understand that you are going to have difficulty in your life by permitting your mind to remain in an ambivalent state for any period of time. The person who does permit it to exist will become very despondent and virtually incapable of any type of productive activity. It is obvious that anyone who finds themselves in such a mental state is not living; at best, they are merely existing. A decision or a series of decisions would change everything.

A very basic law of the universe is "create or disintegrate." Indecision causes disintegration. How often have you heard a person say, "I don't know what to do." How often have you

DECISION (continued)

heard yourself say, “What should I do?” Think about some of the indecisive feelings you and virtually everyone on this planet experience from time to time.

Love them—leave them.

Quit—stay.

Do it—don’t do it.

Buy it—don’t buy it.

Say it—don’t say it.

Tell them—don’t tell them.

Everyone, on occasion, has experienced these feelings of ambivalence. If it happens to you frequently, decide right now to stop it.

The cause of ambivalence is indecision, but we must keep in mind that the truth is not always in the appearance of things.

Indecision is a cause of ambivalence. However, it is a secondary cause. It is not the primary cause. It is clear from decades of studying the behavior of people who have become very proficient at making decisions that they all have one thing in common—they have a very strong self-image, a high degree of self-esteem. They may be as different as night is to day in numerous other respects, but they certainly possess confidence. Low self-esteem or a lack of confidence is the real culprit here.

Decision-makers are not afraid of making an error. If and when they make an error in their decision, or fail at something, they have the ability to shrug it off. They learn from the experience but they will never submit to the failure.

Every decision-maker was either for-

tunate enough to have been raised in an environment where decision-making was a part of their upbringing, or they developed the ability themselves at a later date. They are aware of something that everyone who hopes to live a full life must understand: Decision-making is something you cannot avoid.

This is the cardinal principle of decision-making—DECIDE RIGHT WHERE YOU ARE WITH WHATEVER YOU’VE GOT. This is precisely why most people never master this important aspect of life. They permit their resources to dictate if and when a decision will or can be made. When John Kennedy asked Werner Von Braun what it would take to build a rocket

that would carry a man to the moon and return him safely to earth, his answer was simple and direct— “The will to do it.” President Kennedy never asked if it was possible. He never asked if they could afford it or any one of a thousand other questions, all

of which would have ... at that time ... been valid questions.

President Kennedy made a decision—he decided we would put a man on the moon and return him safely to earth before the end of the decade. The fact that it had never been done before in all the hundreds of thousands of years of human history was not even a consideration. He DECIDED where he was with what he had. The objective was accomplished in his mind the second he made the decision. It was only a matter of time, which is governed by natural law, before the goal was manifested in form for the whole world to see.

Once you make the decision you will find

**Once you make
the decision you will
find all the people,
resources and
ideas you need ...
every time.**

DECISION (continued)

all the people, resources and ideas you need ... every time.

If that is the only benefit you receive from this particular message on decision-making, burn it into your mind. It will change your life.

Whether you want to or not is the only consideration. Whatever you need to achieve your goal, you will attract.

There are any number of people who will say that is absurd—you can't just decide to do something if you do not have the necessary resources. And that's fine if that is the way they choose to think. We see that as a very limiting way of thinking. In truth, it probably is not thinking at all ... it is very likely an opinion being expressed that was inherited from another older member of their family who did not think either.

Thinking is very important. Decision-makers are great thinkers. Do you ever give much consideration to your thoughts ... how they affect the various aspects of your life? Although this should be one of our most serious considerations, for many people it is not. There is a very small select few who make any attempt to control or govern their thoughts.

Anyone who has made a study of the great thinkers, the great decision-makers, the achievers of history, will know they very rarely agreed on anything when it came to the study of human life. However, there was one point on which they were in complete and unanimous agreement and that was, "We become what we think about."

**Don't worry about failing,
it will toughen you up
and get you ready
for your big win.**

What do you think about? We all must realize that our thoughts ultimately control every decision we make. You are the sum total of your thoughts. By taking charge this very minute, you can guarantee yourself a good day. Refuse to let unhappy, negative people or circumstances affect you.

The greatest stumbling block you will encounter when making important decisions in your life is circumstance. We let circumstance get us off the hook when we should be giving it everything we've got. More dreams are shattered and goals lost because of circumstance than any other single factor.

How often have you caught yourself saying, "I would like to do or have this but I can't because ..." Whatever follows "because" is the circumstance. Circumstances may cause a detour in your life but you should never permit them to stop you from making important decisions.

Napoleon said, "*Circumstances, I make them.*"

The next time you hear someone say they would like to vacation in Paris or purchase a particular automobile but they can't because they have no money, explain that they don't need the money until they make a decision to go to Paris or purchase the car. When the decision is made, they will figure out a way to get the amount needed. They always do.

Many misguided individuals try something once or twice and if they do not hit the bulls-eye, they feel they are a failure. Failing does not make anyone a

failure, but quitting most certainly does and quitting is a decision. By following that form of reasoning, you would have to say when you make a decision to quit, you make a decision to fail.

Every day in America, you hear about a baseball player signing a contract which will pay him a few million dollars a year. You should try to keep in mind ... that same player misses the ball more often than he hits it when he steps up to the plate.

Everyone remembers Babe Ruth for the 714 home runs he hit and they rarely mention that he struck out 1,330 times.

Charles F. Kettering said, *“When you’re inventing, if you flunk 999 times and succeed once, you’re in.”*

That is true of just about any activity you can name, but the world will soon forget your failures in light of your achievements. Don’t worry about failing, it will toughen you up and get you ready for your big win. Winning is a decision.

Many years ago Helen Keller was asked if she thought there was anything worse than being blind. She quickly replied that there was something much worse. She said, *“The most pathetic person in the world is a person who has their sight but no vision.”* She was so right.

At 91, J.C. Penny was asked how his eyesight was. He replied that his sight was failing but his vision had never been better. That is really great, isn’t it?

When a person has no vision of a better way of life, they automatically shut themselves in a prison; they limit

themselves to a life without hope. This frequently happens when a person has seriously tried on a number of occasions to win, only to meet with failure time after time. Repeated failures can damage a person’s self-image and cause them to lose sight of their potential. They therefore make a decision to give up and resign themselves to their fate.

Take the first step in predicting your own prosperous future. Build a mental picture of exactly how you would like to live. Make a firm decision to hold on to that vision and positive ways to improve everything will begin to flow into your mind.

Many people get a beautiful vision of how they would like to live but because they cannot see how they are going to make it all happen, they let the vision go. If they knew how they were going to get it or do it, they would have a plan not a vision. There is no inspiration in a plan but there sure is in a vision. When you get the vision, freeze frame it with a decision and don’t worry about how you will do it or where the resources will come from. Charge your decision with enthusiasm ... that is important. Refuse to worry about how it will happen.

Advanced Decision-Making

We make advanced bookings when we fly somewhere—that is quite common. We make advanced reservations to eliminate any confusion or problems when the time arrives for the journey. We do the same with renting a car, for the same reason. Think of the problems you will eliminate by making many of the decisions you must make well in advance. Here’s an excellent example. Take a person that is on a diet

to release weight. Their decisions are made in advance. If they are offered a big slice of chocolate cake, they don't have to say, "Gee, that looks good. I wonder if I should." The decision is made in advance and, when well tempered with discipline, will lead to the desired results.

Do not participate in discussions of why something cannot be done. The only compensation you will ever receive for participating in or giving energy to that type of discussion is something you do not want. It is amazing to see the number of seemingly intelligent people who persist in dragging you into these negative brainstorming sessions. In one breath these people tell you they seriously want to accomplish a particular objective. And, in the next breath, they begin talking about why they can't. Think of how much more of life they would enjoy by making a decision that they will no longer participate in that type of negative energy.

The humanistic psychologist, Dr. Abraham Maslow who devoted his life to studying self actualized people, stated very clearly that we should follow our inner guide and not be swayed by the opinion of others or outside circumstances. Maslow's research showed that the decision-makers in life had a number of things in common. Most importantly, they did work they felt was worthwhile and important. They found work a pleasure, and there was little distinction between work and play. Dr. Maslow said, to be self-actualized you must not only be doing work you consider to be important, you must

do it well and enjoy it.

Dr. Maslow recorded that these superior performers had values, those qualities in their personalities they considered to be worthwhile and important. Their values were not imposed by society, parents or other people in their lives. They made their own decisions. Like their work, they chose and developed their values themselves.

Your life is important and, at its best, life is short. You have the potential to do anything you choose, and to do it well. But, you must make decisions and when the time for a decision arrives, you must MAKE YOUR DECISION WHERE YOU ARE WITH WHAT YOU'VE GOT.

The decision is made in advance and, when well-tempered with discipline, will lead to the desired results.

Let us leave you with the words of two great decision makers, William James and Thomas Edison. William James suggested that, compared to what we ought to

be, we are making use of only a small part of our physical and mental resources. Stating this concept broadly, the human individual thus lives far within his limits. He possesses powers of various sorts which he habitually fails to use.

Years later, Thomas Edison said, "If we all did the things we are capable of doing, we would literally astound ourselves."

By making a simple decision, the greatest minds of the past are available to you. You can literally learn how to turn your wildest dreams into reality.

Put this valuable information to use and recognize the greatness which exists within you. You have limitless resources of potential and ability

waiting to be developed. Start today— present. Be all that you are capable
there's never any time better than the of being.

*“Decide what you want. Decide what you are prepared to give up to get it.
Set your mind on it. Get on with the work.”*

H.L. HUNT

*“Go as far as you can see. When you get there
you will see how you can go farther.”*

THOMAS CARLYLE