

## *Power of Positive Thinking - Norman Vincent Peale*

### **Believe in Yourself**

*Believe in yourself! Have faith in your abilities! Without a humble but reasonable confidence in your own powers you cannot be successful or happy. But with sound self-confidence you can succeed. A sense of inferiority and inadequacy interferes with the attainment of your hopes, but self-confidence leads to self-realization and successful achievement. Because of the importance of this mental attitude, this book will help you believe "I'm a traveling salesman," he explained, "and I drive around all day calling on my customers. I have discovered that while a man drives he thinks all kinds of thoughts. If his pattern of thought is negative, he will think many negative thoughts during*

*the day and that, of course, is bad for him; but that is the way I used to be. I used to drive around all day between calls thinking fear and defeat thoughts, and incidentally that is one reason my sales were down. But since I have been using these cards as I drive and committing the words to memory, I have learned to think differently. The old insecurities that used to haunt me are just about all gone, and instead of thinking fear thoughts of defeat and ineffectiveness, I think thoughts of faith and courage. It is really wonderful the way this method has changed me. It has helped in my business, too, for how can one expect to make a sale if he drives up to a customer's place of business thinking he is not going to make a sale?" Lack of self-confidence apparently is one of the great problems*

*besetting people today. In a university a survey was made of six hundred students in psychology courses. The students were asked to state their most difficult personal problem. Seventy-five per cent listed lack of confidence. It can safely be assumed that the same large proportion is true of the population generally. Every-where you encounter people who are inwardly afraid, who shrink from life, who suffer from a deep sense of inadequacy and insecurity, who doubt their own powers. Deep within themselves they mistrust their ability to meet responsibilities or to grasp opportunities. Always they are beset by the vague and sinister fear that something is not going to be quite right. They do not believe that they have it in them to be what they want to be, and so they try to make themselves content with something less than that of which they are capable. Thousands upon thousands go crawling through life on their hands and knees, defeated and afraid. And in most cases such frustration of power is unnecessary. Dr. Karl Menninger. He said "Attitudes are more important than facts." That is worth repeating until its truth grips you. Any fact*

*facing us, however difficult, even seemingly hopeless, is not so important as our attitude toward that fact. How you think about a fact may defeat you before you ever do anything about it. You may permit a fact to overwhelm you mentally before you start to deal with it actually. On the other hand, a confident and optimistic thought pattern can modify or overcome the fact altogether. So if you feel that you are defeated and have lost confidence in your ability to win, sit down, take a piece of paper and make a list, not of the factors that are against you, but of those that are for you. If you or I or anybody think constantly of the forces that seem to be against us, we will build them up into a power far beyond that which is justified. They will assume a formidable strength, which they do not actually possess. But if, on the contrary, you mentally visualize and affirm and reaffirm your asset and keep your thoughts on them, emphasizing them to the fullest extent, you will rise out of any difficulty regardless of what it may be. Your inner powers will reassert themselves and, with the help of God, lift you from defeat to victory. The secret is to fill your mind with thoughts of faith, confidence, and Security.*

**This will force out or expel all thoughts of doubt, all lack of Confidence.**

1. Formulate and stamp indelibly on your mind a mental picture of yourself as succeeding. Hold this picture tenaciously. Never permit it to fade. Your mind will seek to develop this picture. Never think of yourself as failing; never doubt the reality of the mental image. That is most dangerous, for the mind always tries to complete what it pictures. So always picture "success" no matter how badly things seem to be going at the moment

2. Whenever a negative thought concerning your personal powers comes to mind, deliberately voice a positive thought to cancel it out.

3. Do not build up obstacles in your imagination. Depreciate every so-called obstacle. Minimize them. Difficulties must be studied and efficiently dealt with to be eliminated, but they must be seen for only what they are. They must not be inflated by fear thoughts.

4. Do not be awestruck by other people and try to copy them. Nobody can be you as efficiently as YOU can. Remember also that most people, despite their confident appearance and demeanor, are often as scared as you are and as doubtful of themselves.

5. Ten times a day repeat these dynamic words, "If God be/for us, who can be against us?" (Romans 8:31) (Stop reading and repeat them NOW slowly and confidently.)

6. Get a competent counselor to help you understand why you do what you do. Learn the origin of your inferiority and self-doubt feelings which often begin in childhood. Self-knowledge leads to a cure.

7. Ten times each day practice the following affirmation, repeating it out loud if possible. "I can do all things through Christ which strengthened me." (Philippians 4:13) Repeat those words NOW. That magic statement is the most powerful antidote on earth to inferiority thoughts.

8. Make a true estimate of your own ability, then raise it 10 per cent. Do not become egotistical, but develop a wholesome self-respect. Believe in your own God-released powers.

9. Put yourself in God's hands. To do that simply state, "I am in God's hands." Then believe you are NOW receiving all the power you need. "Feel" it flowing into you. Affirm that "the kingdom of God is within you" (Luke 17:21) in the form of adequate power to meet life's demands.

10. Remind yourself that God is with you and nothing can defeat you. Believe that you **now receive** power from him.

Practice the technique of suggestive articulation, that is, repeat audibly some peaceful words. Words have profound suggestive power, and there is healing in the very saying of them. Utter a series of panicky words and your mind will immediately go into a mild state of nervousness. You will perhaps feel a sinking in the pit of your stomach that will affect your entire physical mechanism. If, on the contrary, you speak peaceful, quieting words, your mind will react in a peaceful manner. Use such a word as "tranquility." Repeat that word slowly several times. Tranquility is one of the

most beautiful and melodic of all English words, and the mere saying of it tends to induce a tranquil state. Another healing word is "serenity." Picturize serenity as you say it. Repeat it slowly and in the mood of which the word is a symbol. Words such as these have a healing potency when used in this manner. The words we speak have a direct and definite effect upon our thoughts. Thoughts create words, for words are the vehicles of ideas. But words also affect thoughts and help to condition if not to create attitudes. In fact, what often passes for thinking starts with talk. Therefore if the average conversation is scrutinized and disciplined to be sure that it contains peaceful expressions, the result will be peaceful ideas and ultimately, therefore, a peaceful mind. Another effective technique in developing a peaceful mind is the daily practice of silence. Everyone should insist upon not less than a quarter of an hour of absolute quiet every twenty-four hours. Go alone into the quietest place available to you and sit or lie down for fifteen minutes and practice the art of silence. Do not talk to anyone. Do not write. Do not read. Think as little as possible.

Throw your mind into neutral. Conceive of your mind as quiescent, inactive. This will not be easy at first because thoughts are stirring up your mind, but practice will increase your efficiency. Conceive of your mind as the surface of a body of water and see how nearly quiet you can make it, so that there is not a ripple. When you have attained a quiescent state, then begin to listen for the deeper sounds of harmony and beauty and of God that are to be found in the essence of silence. A famous psychologist says, "Prayer is the greatest power available to the individual in solving his personal problems. Its power astonishes me." Prayer power is a manifestation of energy. Just as there exist scientific techniques for the release of atomic energy, so are there scientific procedures for the release of spiritual energy through the mechanism of prayer. Exciting demonstrations of this energizing force are evident. Prayer power seems able even to normalize the aging process, obviating or limiting infirmity and deterioration. You need not

lose your basic energy or vital power or become weak and listless merely as a result of accumulating years. It is not necessary to allow your spirit to sag or grow stale or dull. Prayer can freshen you up every evening and send you out renewed each morning. You can receive guidance in problems if prayer is allowed to permeate your subconscious, the seat of the forces which determines whether you take right or wrong actions. Prayer has the power to keep your reactions correct and sound. Prayer driven deeply into your subconscious can remake you. It releases and keeps power flowing freely. If you have not experienced this power, perhaps you need to learn new techniques of prayer. It is well to study prayer from an efficiency point of view. Usually the emphasis is entirely religious though no cleavage exists between the two concepts. Scientific spiritual practice rules out stereotyped procedure even as it does in general science. If you have been praying in a certain manner, even if it has brought you blessings, which it doubtless

has, perhaps you can pray even more profitably by varying the pattern and by experimenting with fresh prayer formulas. Get new insights; practice new skills to attain greatest results. It is important to realize that you are dealing with the most tremendous power in the world when you pray. You would not use an old-fashioned kerosene lamp for illumination. You want the most up-to-date lighting devices. New and fresh spiritual techniques are being constantly discovered by men and women of spiritual genius. It is advisable to experiment with prayer power according to such methods as prove sound and effective. If this sounds new and strangely scientific, bear in mind that the secret of prayer is to find the process that will most effectively open your mind humbly to God. Any method through which you can stimulate the power of God to flow into your mind is legitimate and usable. This man's method of business as he described it was "to fill the little hole in the wall with optimistic prayers and thoughts." He declared that hard work, positive thinking, fair dealing, right treatment of people, and the proper kind of praying always get results. This man, who has a creative and unique mind, worked out his own simple formula for solving his problems and overcoming his difficulties through prayer power. It is a curious formula but I have practiced it and personally know that it works. I have suggested it to many people who also found real value in its use. It is recommended to you.

The formula is (1) **Prayerize**, (2) **Picturize**, (3) **Actualize**.

By "prayerize" my friend meant a daily system of creative prayer. When a problem arose he talked it over with God very simply and directly in prayer. Moreover, he did not talk with God as to some vast and far-off shadowy being but conceived of God as being with him in his office, in his home, on the street, in his automobile, always near by as a partner, as a close associate. He took seriously the Biblical injunction to "pray without ceasing." He interpreted it as meaning that he should go about every day discussing with God in a natural, normal manner the questions that had to be decided and dealt with. The Presence came finally to dominate his conscious and ultimately his unconscious thinking. He "prayerized" his daily life. He prayed as he walked or drove his car or performed other everyday activities. He filled his daily life full of prayer—that is, he lived by prayer. He did not often kneel to offer his prayers but would, for example, say to God as to a close associate, "What will I do about this, Lord?" or "Give me a fresh insight on this, Lord." He prayerized his mind and so prayerized his activities. The second point in his formula of creative prayer is to "picturize." The basic factor in physics is force. The basic factor in psychology is the realizable wish. The man who assumes success tends already to have success. People who assume failure tend to have failure. When either failure or success is picturized it strongly tends to actualize in terms equivalent to the mental image pictured.

To assure something worth while happening, first pray about it and test it according to God's will; then print a picture of it on your mind as happening, holding the picture firmly in consciousness. Continue to surrender the picture to God's will—that is to say, put the matter in God's hands—and follow God's guidance. Work hard and intelligently, thus doing your part to achieve success in the matter. Practice believing and continue to hold the picturization firmly in your thoughts. Do this and you will be astonished at the strange ways in which the picturization comes to pass. In this manner the picture "actualizes." That which you have "prayerized" and "picturized" "actualizes" according to the pattern of your basic realizable wish when conditioned by invoking God's power upon it, and if, moreover, you give fully of yourself to its realization. Personally, I believe that prayer is a sending out of vibrations from one person to another and to God. All of the universe is in vibration. There are vibrations in the molecules of a table. The air is filled with vibrations. The reaction between human beings is also in vibration. When you send out a prayer for another person, you employ the force inherent in a spiritual universe. You transport from yourself to the other person a sense of love, helpfulness, support—a sympathetic, powerful understanding—and in this process you awaken vibrations in the universe through which God brings to pass the good objectives prayed for. Experiment with this principle and you will know its amazing results. One of the important functions of prayer is as a stimulus to creative ideas. Within the mind are all of the resources needed for successful living. Ideas are present in consciousness which, when released and given

scope together with proper implementation, can lead to the successful operation of any project or undertaking. When the New Testament says, "The kingdom of God is within you," (Luke 17:21) it is informing us that God our Creator has laid up within our minds and personalities all the potential powers and ability we need for constructive living. It remains for us to tap and develop these powers. She discovered amazing power in trying prayer power. You can do the same Following are ten rules for getting effective results from prayer:

- 1. Set aside a few minutes every day. Do not say anything. Simply practice thinking about God. This will make your mind spiritually receptive.**
- 2. Then pray orally, using simple, natural words. Tell God anything that is on your mind. Do not think you must use stereotyped pious phrases. Talk to God in your own language. He understands it.**
- 3. Pray as you go about the business of the day, on the subway or bus or at your desk. Utilize minute prayers by closing your eyes to shut out the world and concentrating briefly on God's presence. The more you do this every day the nearer you will feel God's presence.**
- 4. Do not always ask when you pray, but instead affirm that God's blessings are being given, and spend most of your prayers giving thanks.**
- 5. Pray with the belief that sincere prayers can reach out and surround your loved ones with God's love and protection.**
- 6. Never use a negative thought in prayer. Only positive thoughts get results.**
- 7. Always express willingness to accept God's will. Ask for what you want, but be willing to take what God gives you. It may be better than what you ask for.**
- 8. Practice the attitude of putting everything in God's hands. Ask for the ability to do your best and to leave the results confidently to God.**
- 9. Pray for people you do not like or who have mistreated you. Resentment is blockade number one of spiritual power.**
- 10. Make a list of people for whom to pray. The more you pray for other people, especially those not connected with you, the more prayer results will come back to you.**

Simply simply practicing happy thinking develops the happiness habit. Make a mental list of happy thoughts and pass them through your mind several times every day. If an unhappiness thought should enter your mind, immediately stop, consciously eject it, and substitute a happiness thought. Every morning before arising, lie relaxed in bed and deliberately drop happy thoughts into your conscious mind. Let a series of pictures pass across your mind of each happy experience you expect to have during the day. Savor their joy. Such thoughts will help cause events to turn out that way. Do not affirm that things will not go well that day. By merely saying that, you can actually help to make it so. You will draw to yourself every factor, large and small that will contribute to unhappy conditions. As a result, you will find yourself asking, "Why does everything go badly for me? What is the matter with everything?" While dressing or shaving or getting breakfast, say aloud a few such remarks as the following, "I believe this is going to be a wonderful day. I believe I can successfully handle all problems that will arise today. I feel good physically, mentally, emotionally. It is wonderful to be alive. I am grateful for all that I have had, for all that I now have, and for all that I shall have. Things aren't going to fall apart. God is here and He is with me and He will see me through. I thank God for every good thing." This is no isolated incident. I venture the assertion that in your own community, if you will look around for them, you will find lots of people just like those described above. If you don't find them in your own home town, come to the Marble Collegiate Church in New York City and you will find them by the score. But you can get the same spirit by reading this book if you practice the simple principles set forth. A first step is to reduce your pace or at least the tempo of your pace. We do not realize how accelerated the rate of our lives has become, or the speed at which we are driving ourselves. Many people are destroying their physical bodies by this pace, but what is even more tragic, they are tearing their minds and souls to shreds as well. It is possible for a person to live a quiet existence physically and yet maintain a high tempo emotionally. Even an invalid can live at too high a pace from that standpoint. The character of our thoughts determines pace. When the mind goes rushing on pell-mell from one feverish attitude to another it becomes feverish and the result is a state bordering on petulance. The pace of modern life must be reduced if we are not to suffer profoundly from its debilitating over-stimulation and super-excitement. This over-stimulation produces toxic poisons in the body and creates emotional illness. It produces fatigue and a sense of frustration so that we fume and fret about everything from our personal troubles to the state of the nation and the world. If the effect of this emotional disquiet is so pronounced physically, what must its effect be on that deep inner essence of the personality known as the soul? One wonders whether this generation of Americans is not so accustomed to tension that many are in the unhappy state of not being comfortable without it. The deep quietness of woods and valleys so well known to our forefathers is an unaccustomed state to them. The tempo of their lives is such that in many instances they have an incapacity to draw upon the sources of peace and quietness which the physical world offers. Slow down, for whatever you really want will be there when you get there if you work toward it without stress, without pressing. If, proceeding under God's guidance and in His smooth and unhurried tempo, it is not there, then it was not supposed to be there. If you miss it, perhaps you should have missed it. So definitely seek to develop a normal, natural, God-ordered pace. Practice and preserve mental quiet. Learn the art of letting go all nervous excitement. To do this, stop at intervals and affirm, "I now relinquish nervous excitement—it is flowing from

me. I am at peace." Do not fret. Do not fume. Practice being peaceful. To attain this efficient state of living, I recommend the practice of thinking peaceful thoughts. Every day we perform a series of acts designed to care for the body properly. We bathe, brush the teeth, take exercise. In similar fashion we should give time and planned effort to keeping the mind in a healthy state. One way to do this is to sit quietly and pass a series of peaceful thoughts through the mind. For example, pass through the thoughts the memory of a lofty mountain, a misty valley, a sun-speckled trout stream, silver moonlight on water. I suggest that you begin with such a primary procedure as simply the practice of keeping physically still. Don't pace the floor. Don't wring your hands. Don't pound or shout or argue or walk up and down. Don't let yourself get worked up into a dither. In excitement one's physical movements become accentuated. Therefore begin at the simplest place, that is by ceasing physical movement. Stand still, sit down, lie down. Certainly keep the voice down to a low pitch. In developing a calm control it is

necessary to think calmness, for the body responds sensitively to the type of thoughts that pass through the mind. It is also true that the mind can be quieted by

first making the body quiet. That is to say, a physical attitude can induce desired mental attitudes. In a speech I related the following incident which occurred in a committee meeting I attended. A gentleman who heard me tell this story was greatly impressed by it and took its truth to heart. He tried the technique suggested and reports that it has been very effective in controlling his fuming and fretting. I was in a meeting where a discussion was going on which finally became rather bitter. Tempers were becoming frayed and some of the participants were decidedly on edge. Sharp remarks were passed. Suddenly one man arose, deliberately took off his coat, opened his collar, and lay down upon a couch. All were astonished, and someone asked if he felt ill.

**1. Sit relaxed in a chair. Completely yield yourself to the chair. Starting with your toes and proceeding to the top of your head, conceive of every portion of the body as relaxing. Affirm relaxation by saying, "My toes are relaxed—my fingers—my facial muscles."**

**2. Think of your mind as the surface of a lake in a storm, tossed by waves and in tumult. But now the waves subside, and the surface of the lake is placid and unruffled.**

**3. Spend two or three minutes thinking of the most beautiful and peaceful scenes you have ever beheld, as, for example, a mountain at sunset, or a deep valley filled with the hush of early morning, or a woods at noonday, or moonlight upon rippling waters. In memory relive these scenes.**

**4. Repeat slowly, quietly, bringing out the melody in each, a series of words which express quietness and peace, as, for example, (a) tranquility (say it very deliberately and in a tranquil manner); (b) serenity; (c) quietness. Think of other such words and repeat them.**

**5. Make a mental list of times in your life when you have been conscious of God's watchful care and recall how, when you were worried and anxious, He brought things out right and took care of you. Then recite aloud this line from an old hymn, "So long Thy power hath kept me, sure it Still will lead me on."**

**6. Repeat the following, which has an amazing power to relax and quiet the mind: "Thou wilt keep him in perfect peace, whose mind is stayed on thee." (Isaiah 26:3) Repeat this several times during the day, whenever you have a fraction of a moment. Repeat it aloud if possible, so that by the end of the day you will have said it many times. Conceive of these words as active, vital thinking a healing balm. This is the best-known medicine for taking tension from the mind.**

Expecting the best means that you put your whole heart (i.e., the central essence of your personality) into what you want to accomplish. People are defeated in life not because of lack of ability, but for lack of wholeheartedness. They do not wholeheartedly expect to succeed. Their heart isn't in it, which is to say they themselves are not fully given. Results do not yield themselves to the person who refuses to give himself to the desired results. A major key to success in this life, to attaining that which you deeply desire, is to be completely released and throw all there is of yourself into your job or any project in which you are engaged. In other words, whatever you are doing, give it all you've got. Give every bit of yourself. Hold nothing back. Life cannot deny itself to the person who gives life his all. But most people, unfortunately, don't do that. In fact, very few people do, and this is a tragic cause of failure, or, if not failure, it is the reason we only half attain. "Throw your heart over me over the bar and your body will follow." Copy that one sentence. Write it on a card and put it in your pocket. Place it under the glass on your desk top. Tack it up on

your wall. Stick it in your shaving mirror. Better still, write it on your mind, you who really want to do something with life. It's packed with power, that sentence. "Throw your heart over the bar and your body will follow." Heart is the symbol of creative activity. Fire the heart with where you want to go and what you want to be. Get it so deeply fixed in your unconscious that you will not take no for an answer, then your entire personality will follow where your heart leads. "Throw your heart over the bar" means to throw your faith over your difficulty, throw your affirmation over every barrier, throw your visualization over your obstacles. In other words, throw the spiritual essence of you over the bar and your material self will follow in the victory groove thus pioneered by your faith-inspired mind. Expect the best, not the worst, and you will attain your heart's desire. It is what is in the heart of you, either good or bad, strong or weak, that finally comes to you. Emerson said, "Beware of what you want for you will get it." That this philosophy is of practical value is illustrated by the experience of a young woman whom I interviewed a number of years ago. She made an appointment to see me in my office at two o'clock on a certain afternoon. Being quite busy that day, I had gotten a little behind schedule, and it was about five minutes after two when I walked into the conference room where she was waiting. It was obvious that she was displeased for her lips were pressed firmly together. It is a well-defined and authentic principle that what the mind profoundly expects it tends to receive. Perhaps this is true because what you really expect is what you actually want. Unless you really want something sufficiently to create an atmosphere of

positive factors by your dynamic desire, it is likely to elude you. "If with all your heart"—that is the secret. "If with all your heart," that is to say, if with the full complement of your personality, you reach out creatively toward your heart's desire, your reach will not be in vain. Let me give you four words as a formulation of a great law—faith power works wonders. Those four words are packed with dynamic and creative force. Hold them in your conscious mind. Let them sink into the unconscious and they can help you to overcome any difficulty. Hold them in your thoughts; say them over and over again. Say them until your mind accepts them, until you believe them—faith power works wonders. I have no doubt about the effectiveness of this concept, for I have seen it work so often that my enthusiasm for faith power is absolutely boundless. You can overcome any obstacle. You can achieve the most tremendous things by faith power. And how do you develop faith power? The answer is: to saturate your mind with the great words of the Bible. If you will spend one hour a day reading the Bible and committing its great passages to memory, thus allowing them to recondition your personality, the change in you and in your experience will be little short of miraculous. So the first thing to do about an obstacle is simply to stand up to it and not complain about it or whine under it but forthrightly attack it. Don't go crawling through life on your hands and knees half-defeated. Stand up to your obstacles and do something about them. You will find that they haven't half the strength you think they have. Faith supplies staying power. It contains dynamic to keep one going when the going is hard. Anybody can keep going when the going is good, but some extra ingredient is needed to enable you to keep fighting when it seems that everything is against you. It is a great secret, that of never being "defeated by the discouraging vicissitudes of the game." Your subconscious, which always resents any change,

may say to you, "You don't believe any such thing." But remember that your subconscious mind in a sense is one of the greatest liars in existence. It concurs in and sends back to you your own errors about your abilities. You have created the negative attitude in your subconscious and it gives this error back to you. So just turn on your subconscious and say to it, "Now look here, I do believe that. I insist upon believing it." If you talk to your subconscious mind with that positiveness, in due course it will be convinced. One reason is because you are now feeding it positive thoughts. In other words, you are at last telling the truth to your subconscious. After a while your subconscious mind will begin to send back the truth to you, the truth being that with the help of Jesus Christ there isn't any obstacle you cannot overcome. An effective method for making your subconscious positive in character is to eliminate certain expressions of thought and speech which we may call the "little negatives." These so-called "little negatives" clutter up the average person's conversation, and while each one is seemingly unimportant in itself, the total effect of these attitudes is to condition the mind negatively. When this thought of "little negatives" first occurred to me, I began to analyze my own conversational habits and was shocked by what I found. I discovered that I was making such statements as, "I'm afraid I'll be late," or "I wonder if I'll have a flat tire," or "I don't think I can do that," or "I'll never get through this job. There's so much to do." If something turned out badly, I might say, "Oh, that's just what I expected." Or, again, I might observe a few clouds in the sky and would gloomily state, "I knew it was going to rain." These are "little negatives" to be sure, and a big thought is of course more powerful than a little one, but it must never be forgotten that "mighty oaks from little acorns grow," and if a mass of "little negatives" clutter up your conversation, they are bound to seep into your mind. It is surprising how they accumulate in force, and presently, before you know it, they will grow into "big negatives." So I determined to go to work on the "little negatives" and root them out of my conversation. I found that the best way to eliminate them was deliberately to say a positive word about everything. When you keep asserting that things are going to work out well, that you can do the job, that you will not have a flat tire, that you will get there on time, by talking up good results you invoke the law of positive effects and good results occur. Things do turn out well. On a roadside billboard I saw an advertisement of a certain brand of motor oil. The slogan read, "A clean engine always delivers power." So will a mind free of negatives produce positives, that is to say, a clean mind will deliver power. Therefore flush out your thoughts, give yourself a clean mental engine, remembering that a clean mind, even as a clean engine, always delivers power. So to overcome your obstacles and live the "I don't believe in defeat" philosophy, cultivate a positive-idea pattern deeply in your consciousness. What we do with obstacles is directly determined by our mental attitude. Most of our obstacles, as a matter of fact, are mental in character. "Ah," you may object, "mine are not mental, mine are real." Perhaps so, but your attitude toward them is mental. The only possible way you can have an attitude is by the mental process, and what you think about your obstacles largely determines what you do about them. Form the mental attitude that you cannot remove an obstacle and you will not remove it, not if you think you can't. But get the idea firmly fixed that the obstacle is not so great as you previously considered it to be. Hold the idea that it is removable, and however faintly you entertain this positive thought, from the very moment you begin to think in this manner, the process is inaugurated which will lead to its ultimate removal. If you have been long defeated by a difficulty, it is probably because you have told yourself for weeks, months, and even for years that there is nothing you can do about it. You have so emphasized your inability to yourself that your mind gradually accepted the conclusion upon which you have insisted, and when your mind is convinced, you are convinced, for as you think so are you. But, on the contrary, when you employ this new and creative concept, "I can do all things through Christ," then you develop a new mental slant. Emphasize and re-emphasize that positive attitude and you will finally convince your own consciousness that you can do something about difficulties. When at last your mind becomes convinced, astonishing results will begin to happen. Of a sudden you discover that you have the power you would never acknowledge. "The rough is only mental. In other words," he continued, "it is rough because you think it is. In your mind you have decided that here is an obstacle which will cause you difficulty. The power to overcome this obstacle is in your mind. If you visualize yourself lifting that ball out of the rough, believing you can do it, your mind will transfer flexibility, rhythm, and power to your muscles and you will handle that club in such a manner that the ball will rise right out of there in a beautiful shot. All you need to do is to keep your eye on that ball and tell yourself that you are going to lift it out of that grass with a lovely stroke. Let the stiffness and tension go out of you. Hit it with exhilaration and power. Remember, the rough is only mental." Your obstacles are present all right. They are not fanciful, but they are not actually so difficult as they seem. Your mental attitude is the most important factor. Believe that Almighty God has put in you the power to lift yourself out of the rough by keeping your eye firmly fixed on the source of your power. Affirm to yourself that through this power you can do anything you have to do. Believe that this power is taking the tension out of you, that this power is flowing through you. Believe this, and a sense of victory will come. Now take another look at that obstacle that has been bothering you. You will find that it isn't so formidable as you thought. Say to yourself, "The rough is only mental. I think victory—I get victory." Remember that formula. Write it on a piece of paper, put it in your wallet, stick it up on your mirror where you shave each [morning, put it over the kitchen sink, put it on your dressing table and on your desk—keep looking at it until its truth drives into the depths of your consciousness, until it permeates your whole [mental attitude, until it becomes a positive obsession—"I can do all things through Christ which strengthened me." Still another wise American was Thomas Jefferson, who, like Franklin, set for his guidance a series of rules. Franklin had thirteen daily rules; Jefferson only ten. One of Jefferson's rules was this, and I think it is priceless, "Always take hold of things by the smooth handle." That is, go at a job or at your difficulty by the use of a method that will encounter the least resistance. Resistance causes friction in mechanics, therefore it is necessary in mechanics to overcome or reduce friction. The negative attitude is a friction approach. That is why negativism develops such great resistance. The positive approach is the "smooth handle" technique. It is in harmony with the flow of the universe. It not only encounters less resistance, but actually stimulates assistance forces. It is remarkable how from early life until the end of your earthly existence the application of this philosophy will enable you to attain successful results in areas where otherwise you would be defeated. You DO NOT need to be a victim of worry. Reduced to its simplest form, what is worry? It is simply an unhealthy and destructive mental habit. You were not born with the worry habit. You acquired it. And because you can change any habit and any acquired attitude, you can cast worry from your mind. Since aggressive, direct action is essential in the elimination process, there is just one proper time to begin an effective attack on worry, and that is now. So let us start breaking your worry habit at once. A famous psychologist asserts that "fear is the most disintegrating enemy of human personality," and a prominent physician declares that "worry is the most subtle

and destructive of all human diseases." Another physician tells us that thousands of people are ill because of "dammed-up anxiety." These sufferers have been unable to expel their anxieties, which have turned inward on the personality, causing many forms of ill-health. The destructive quality of worry is indicated by the fact that the word itself is derived from an old Anglo-Saxon word meaning "to choke." If someone were to put his fingers around your throat and press hard, cutting off the flow of vital power, it would be a dramatic demonstration of what you do to yourself by long-held and habitual worry. We are told that worry is not infrequently a factor in arthritis. Physicians who have analyzed the causes of this prevalent disease assert that the following factors, at least some of them, are nearly always present in arthritic cases: financial disaster, frustration, tension, apprehension, loneliness, grief, long-held ill will, and habitual worry. The worrier, so it seems, is not likely to live as long as the person who learns to overcome his worries. The Rotarian magazine carried an article entitled "How Long Can You Live?" The author says that the waistline is the measure of your life line.

**The article also declares that if you want to live long, observe the following rules:**

**(1) Keep calm. (2) Go to church. (3) Eliminate worry.**

A scientific expert on length of life made a study of some 450 people who lived to be one hundred years of age. He found that these people lived long and contented lives for the following reasons:

- (1) **They kept busy.**
- (2) **They used moderation in all things,**
- (3) **They ate lightly and simply.**
- (4) **They got a great deal of fun out of life.**
- (5) **They were early to bed and early up.**
- (6) **They were free from worry and fear, especially fear of death.**
- (7) **They had serene minds and faith in God.**

Practice emptying the mind daily. This should be done preferably before retiring at night to avoid the retention by the consciousness of worries while you sleep. During sleep, thoughts tend to sink more deeply into the subconscious. The last five minutes before going to sleep are of extraordinary importance, for in that brief period the mind is most receptive to suggestion. It tends to absorb the last ideas that are entertained in waking consciousness. This process of mind drainage is important in overcoming worry, for fear thoughts, unless drained off, can clog the mind and impede the flow of mental and spiritual power. But such thoughts can be emptied from the mind and will not accumulate if they are eliminated daily. To drain them, utilize a process of creative imagination. Conceive of yourself as actually emptying your mind of all anxiety and fear. Picture all worry thoughts as flowing out as you would let water flow from a basin by removing the stopper. Repeat the following affirmation during this visualization: "With God's help I am now emptying my mind of all anxiety, all fear, all sense of insecurity." Repeat this slowly five times, then add, "I believe that my mind is now emptied of all anxiety, all fear, all sense of insecurity." Repeat that statement five times, meanwhile holding a mental picture of your mind as being emptied of these concepts. Then thank God for thus freeing you from fear. Then go to sleep. Imagination is a source of fear, but imagination may also be the cure of fear. "Imaginering" is the use of mental images to build factual results, and it is an astonishingly effective procedure. Imagination is not simply the use of fancy. The word imagination derives from the idea of imaging. That is to say, you form an image either of fear or of release from fear. What you "image" (imagine) may ultimately become a fact if held mentally with sufficient faith. Therefore hold an image of yourself as delivered from worry and the drainage process will in time eliminate abnormal fear from your thoughts. However, it is not enough to empty the mind, for the mind will not long remain empty. It must be occupied by something. It cannot continue in a state of vacuum. Therefore, upon emptying the mind, practice refilling it. Fill it with thoughts of faith, hope, courage, expectancy. Say aloud such affirmations as the following: "God is now filling my mind with courage, with peace, with calm assurance. God is now protecting me from all harm. God is now protecting my loved ones from all harm. God is now guiding me to right decisions. God will see me through this situation." The importance of freeing your mind of fear cannot be overemphasized. Fear something over a long period of time and there is a real possibility that by fearing you may actually help bring it to pass. The Bible contains a line which is one of the most terrible statements ever made—terrible in its truth: "For the thing which I greatly feared is come upon me . . ." (Job 3:25) Of course it will, for if you fear something continuously you tend to create conditions in your mind propitious to the development of that which you fear. An atmosphere is encouraged in which it can take root and grow. You tend to draw it to yourself. The vast tree of worry, which over long years has grown up in your personality, can best be handled by making it as small as possible. Thus it is advisable to snip off the little worries and expressions of worry. For example, reduce the number of worry words in your conversation. Words may be the result of worry, but they also create worry. When a worry thought comes to mind, immediately remove it with a faith thought and expression. For example: "I'm worried that I will miss the train." Then start early enough to be sure you get there on time. The less worrying you do, the more likely you are to start promptly, for the uncluttered mind is systematic and is able to regulate time. As you snip off these small worries you will gradually cut back to the main trunk of worry. Then with your developed greater power you will be able to eliminate basic worry, i.e., the worry habit, from your life. Worry is a destructive process of occupying the mind with thoughts contrary to God's love and care. Basically that is all worry is. The cure is to fill the mind with thoughts of God's power. His protection and His goodness. So spend fifteen minutes daily filling your mind full of God. Cram your mind full of the "I believe philosophy," and you will have no mental room left to accommodate thoughts of worry and lack of faith. Many people fail to overcome such troubles as worry because, unlike Howard Christy, they allow the problem to seem complicated and do not attack it with some simple technique. It is surprising how our most difficult personal problems often yield to an uncomplicated methodology. This is due to the fact that it is not enough to know what to do about difficulties. We must also know how to do that which should be done. The secret is to work out a method of attack and keep working at it. There is value in doing something that dramatizes to our own minds that an effective counterattack is in process. In so doing we bring spiritual forces to bear upon the problem in a manner both understandable and usable. One of the best illustrations of this technique strategy against worry was a scheme developed by a businessman. He was a manner both understandable and usable. It is always true that the greatest minds have the best ability to be simple, that is, they have the capacity to work out some simple

plans for putting profound truths into operation, and this man did that in connection with his worries. I noticed that he was improving and commented on it. To conclude this chapter in a manner designed to help you go to work now to break the worry habit, I list a ten-point worry-breaking formula.

1. **Say to yourself, "Worry is just a very bad mental habit. And lean change any habit with God's help."**
2. **You became a worrier by practicing worry. You can become free of worry by practicing the opposite and stronger habit of faith. With all the strength and perseverance you can command, start practicing faith.**
3. **How do you practice faith? First thing every morning before you arise say out loud, "I believe," three times.**
4. **Pray, using this formula, "I place this day, my life, my loved ones, my work in the Lord's hands. There is no harm in the Lord's hands, only good. Whatever happens, whatever results, if I am in the Lord's hands it is the Lord's will and it is good."**
5. **Practice saying something positive concerning everything about which you have been talking negatively. Talk positively. For example, don't say, "This is going to be a terrible day." Instead, affirm, "This is going to be a glorious day." Don't say, "I'll never be able to do that." Instead, affirm, "With God's help I will ' do that."**
6. **Never participate in a worry conversation. Shoot an injection of faith into all your conversations. A group of people talking pessimistically can infect every person in the group with negativism. But by talking things up rather than down you can drive off that depressing atmosphere and make everyone feel hopeful and happy.**
7. **One reason you are a worrier is that your mind is literally saturated with apprehension thoughts, defeat thoughts, gloomy thoughts. To counteract, mark every passage in the Bible that speaks of faith, hope, happiness, glory, radiance. Commit each to memory. Say them over and over again until these creative thoughts saturate your subconscious mind. Then the subconscious will return to you what you have given it, namely, optimism, not worry.**
8. **Cultivate friendships with hopeful people. Surround yourself with friends who think positive, faith-producing thoughts and who contribute to a creative atmosphere. This will keep you restimulated with faith attitudes.**
9. **See how many people you can help to cure their own worry habit. In helping another to overcome worry you get greater power over it within yourself.**
10. **Every day of your life conceive of yourself as living in partnership and companionship with Jesus Christ. If He actually walked by your side, would you be worried or afraid? Well, then, say to yourself, "He is with me." Affirm aloud, "I am with you always." Then change it to say, "He is with me now." Repeat that affirmation three times every day.**

In getting correct solutions to your problems, however, it is necessary to go a step further than believing this, for one must actually practice the idea of presence. Practice believing that God is as real and actual as your wife, or your business partner, or your closest friend. Practice talking matters over with Him; believe that He hears and gives thought to your problem. Assume that He impresses upon your mind through consciousness the proper ideas and insights necessary to solve your problems. Definitely believe that in these solutions there will be no error, but that you will be guided to actions according to truth, which results in right outcomes. Faith in this instance created a business for manufacturing and distributing a product that has helped and will help thousands upon thousands of people. So popular and effective is it that others have copied it, but the Flint Mustard Seed Remembrances is the original. The story of the lives that have been changed by this little device is one of the most romantic spiritual stories of this generation. But the effect on Maurice and Mary Alice Flint—the transformation of their lives, the remaking of their characters, the releasing of their personalities—this is a thrilling demonstration of faith power. No longer are they negative—they are positive. No more are they defeated—they are victorious. They no longer hate. They have overcome resentment and their hearts are filled with love. They are new people with a new outlook and a new sense of power. They are two of the most inspiring people I ever knew. In this chapter I have tried to show various methods for solving a problem. Now I wish to give ten simple suggestions as a concrete technique to use generally in solving your problems:

1. **Believe that for every problem there is a solution.**
2. **Keep calm. Tension blocks the flow of thought power. Your brain cannot operate efficiently under stress. Go at your problem easy-like.**
3. **Don't try to force an answer. Keep your mind relaxed so that the solution will open up and become clear.**
4. **Assemble all the facts impartially, impersonally, and judicially.**
5. **List these fact on paper. This clarifies your thinking, bringing the various elements into orderly system. You see as well as think. The problem becomes objective, not subjective.**
6. **Pray about your problem, affirming that God will flash illumination into your mind.**
7. **Believe in and seek God's guidance on the promise of the 73rd Psalm, "Thou wilt guide me by thy counsel."**
8. **Trust in the faculty of insight and intuition.**
9. **Go to church and let your subconscious work on the problem as you attune to the mood of worship. Creative spiritual thinking has amazing power to give "right" answers.**
10. **If you follow these steps faithfully, then the answer that develops in your mind, or comes to pass, is the right answer to your problem.**

There is a growing emphasis in present-day religious practice, which is designed to help people find healing from the sicknesses of mind, heart, soul, and body. This is a return to the original practice of Christianity. Only in recent times have we tended to overlook the fact that for century's religion carried on healing activities. The very word "pastor" derives from a word meaning "the cure of souls." In modern times, however, man made the false assumption that it is impossible to harmonize the teachings of the Bible with what is called "science" and so the healing emphasis of religion was abandoned almost entirely to materialistic science. Today, however, the close association of religion and health is increasingly recognized. It is significant that the word "holiness" derives from a word meaning "wholeness" and the word "meditation," usually used in a religious sense, closely resembles the root meaning of the word "medication." The affinity of the two words is startlingly evident when we realize that sincere and practical meditation upon God and His truth acts as a medication for the soul and body. A sensible and effective pattern for health and happiness is to utilize the skills and methods of medical science to the fullest possible extent and at the same time apply the wisdom, the experience, and the techniques of spiritual science. There is impressive

evidence to support the belief that God works through both the practitioner of science, the doctor, and the practitioner of faith, the minister. Many physicians join in this point of view. In all these healings there seems to be an emphasis upon warmth and light and a feeling of assurance that power has passed through. In practically every case that I have examined, in one form or another, the patient talks about a moment when there was warmth, heat, beauty, peace, joy, and a sense of release. Sometimes it has been a sudden experience; other times a more gradual unfolding of the conviction that the healing has occurred. Always in my investigation of these matters I have waited for elapsed time to prove that the healing is permanent and those cases which I report are not based on any temporary improvement which might conceivably be the result of a momentary resurgence of strength. In the light of the principles outlined in this chapter, what can you do of a constructive nature when a loved one or you are ill? Following are eight practical suggestions:

**1. Follow the advice of a prominent medical school head who said, "In sickness, send for your minister even as you send for your doctor." In other words, believe that spiritual forces as well as medical technique are important in healing.**

**2. Pray for the doctor. Realize that God uses trained human instrumentality to aid His healing powers. As one doctor has put it, "We treat the patient and God heals him." Pray, therefore, that the doctor may be an open channel of God's healing grace.**

**3. Whatever you do, do not become panicky or filled with fear, for if you do, you will send out negative thoughts and therefore destructive thoughts in the direction of your loved one when he requires positive and healing thoughts to assist him.**

**4. Remember that God does nothing except by law. Also remember that our little materialistic laws are only fragmentary revelations of the great power flowing through the universe. Spiritual law also governs illness. God has arranged two remedies for all illness. One is healing through natural laws applicable by science, and the other brings healing by spiritual law applicable through faith.**

**5. Completely surrender your loved one into the hands of God. By your faith you can place him in the flow of Divine power. There is healing there, but in order for it to be effective the patient must be completely released to the operation of God's will. This is difficult to understand and equally difficult to perform, but it is a fact that if the great desire for the loved one to live is matched with an equally great willingness to relinquish him to God, healing powers are amazingly set in motion.**

**6. It is also important that harmony prevail in the family, that is, a spiritual harmony. Remember the emphasis in the scripture, Matthew 18:19: "If two of you shall agree on earth as touching anything that they shall ask, it shall be done for them of my Father which is in heaven." Apparently disharmony and disease are akin.**

**7. Form a picture in your mind of the loved one as being well. Visualize him in perfect health. Picture him as radiant with the love and goodness of God. The conscious mind may suggest sickness, even death, but nine tenths of your mind is in the subconscious. Let the picture of health sink into the subconscious and this powerful part of your mind will send forth-radiant health energy. What we believe in the subconscious we usually get. Unless your faith controls the subconscious, you will never get any good thing, for the subconscious gives back only that which you real thought is. If the real thought is negative, the results will also be negative. If the real thought is positive, you will get positive and healing results.**

**8. Be perfectly natural. Ask God to heal your loved one. That is what you want with all your heart, so ask Him please to do it, but we suggest that you say PLEASE just once. Thereafter in your prayer, thank Him for His goodness. This affirmative faith will help to release deep spiritual power and also joy through reassurance of God's loving care. This joy will sustain you, and remember that joy itself possesses healing power.**

The manner in which spiritual and emotional treatment can restore declining vitality is illustrated by the sales manager referred to us by the head of a large company. This sales executive, formerly a man of outstanding efficiency and energetic driving power, experienced a serious decline both in ability and energy. He lost his creative skill. Previously his sales ideas had been unique and outstanding. It soon became noticeable to his associates that this sales manager was slipping badly. He was urged to consult a doctor, and the company sent him to Atlantic City for a rest and later to Florida for a second attempt at recovery. Neither of these vacations seemed to be productive of

any definite improvement. Since irritation, anger, hate, and resentment have such a powerful effect in producing ill-health, what is the antidote? Obviously it is to fill the mind with attitudes of good will, forgiveness, faith, love, and the spirit of imperturbability. And how is that accomplished? Following are some practical suggestions. Many in counterattacking especially the emotion of anger have used them successfully. A consistent application of these suggestions can produce feelings of well-being:

**1. Remember that anger is an emotion, and an emotion is always warm, even hot. Therefore to reduce an emotion, cool it. And how do you cool it? When a person gets angry, the fists tend to clench, the voice rises in stridency, muscles tense, the body becomes rigid. (Psychologically you are poised for fight, adrenaline shoots through the body.) This is the old caveman hangover in the nervous system. So deliberately oppose the heat of this emotion with coolness—freeze it out. Deliberately, by an act of will, keep your hands from clenching. Hold your fingers out straight. Deliberately reduce your tone; bring it down to a whisper. Remember that it is difficult to argue in a whisper. Slump in a chair, or even lie down if possible. It is very difficult to get mad lying down.**

**2. Say aloud to yourself, "Don't be a fool. This won't get me anywhere, so skip it." At that moment it may be a bit hard to pray, but try it anyway; at least conjure up a picture of Jesus Christ in your mind and try to think of Him mad just as you are. You can't do it, and the effort will serve to puncture your angry emotions.**

**3. One of the best techniques for cooling off anger was suggested by Mrs. Grace Oursler. She formerly employed the usual "count to ten" technique but happened to notice that the first ten words of the Lord's Prayer worked better. "Our Father who art in Heaven, hallowed be Thy name." When angry, say that ten times and your anger will lose its power over you.**

**4. Anger is a great term expressing the accumulated vehemence of a multitude of minor irritations. These irritations, each rather small in itself, having gathered force by reason of the one being added to the other, finally blaze forth in a**

**fury that often leaves us abashed at ourselves. Therefore, make a list of everything that irritates you. No matter how inconsequential it may be or how silly each is, list it just the same. The purpose in doing this is to dry up the tiny rivulets that feed the great river of anger.**

**5. Make each separate irritation a special object of prayer. Get a victory over each, one at a time. Instead of attempting to destroy all of your anger, which as we have pointed out is a consolidated force, snip away by prayer each annoyance that feeds your anger. In this way you will weaken your anger to the point where presently you will gain control over it.**

**6. Train yourself so that every time you feel the surge of anger you say, "Is this really worth what it is doing to me emotionally? I will make a fool of myself. I will lose friends." In order to get the full effect of this technique, practice saying to yourself a few times every day, "It is never worth it to get worked up or mad about anything." Also affirm: "It isn't worth it to spend \$1000 worth of emotion on a five-cent irritation."**

**7. When a hurt-feeling situation arises, get it straightened out as quickly as possible. Don't brood over it for a minute longer than you can help. Do something about it. Do not allow yourself to sulk or indulge in self-pity. Don't mope around with resentful thoughts. The minute your feelings are hurt, do just as when you hurt your finger. Immediately apply the cure. Unless you do so the situation can become distorted out of all proportion. So put some spiritual iodine on the hurt at once by saying a prayer of love and forgiveness.**

**8. Apply grievance drainage to your mind. That is, open your mind and let the grievance flow out. Go to someone you trust and pour it out to him until not a vestige of it remains within you. Then forget it.**

**9. Simply start praying for the person who has hurt your feelings. Continue this until you feel the malice fading away. Sometimes you may have to pray for quite a while to get that result. A man who tried this method told me that he kept account of the number of times he needed to pray until the grievance left and peace came. It was exactly sixty-four times. He literally prayed it out of his system. This is positively guaranteed to work.**

**10. Say this little prayer: "May the love of Christ fill my heart." Then add this line: "May the love of Christ for (insert the other's name) flood my soul." Pray this, mean it (or ask to mean it), and you will get relief.**

**11. Actually take the advice of Jesus to forgive seventy times seven. To be literal, that means four hundred ninety times. Before you have forgiven a person that many times you will be free of resentment.**

**12. Finally, this wild, undisciplined, primitive urge in you, which flames to the surface can be tamed only by allowing Jesus Christ to take control. Therefore, complete this lesson by saying to Jesus Christ, "Even as you can convert a person's morals, so now I ask you to convert my nerves. As You give power over thesis of the flesh, so give me power over the sins of the disposition. Bring my temper under Your control. Give me Thy healing peace in my nervous system as well as in my soul." If you are beset by temper, repeat the above prayer three times every day.**

It might be advisable to print it on a card and put it on your desk, or above the kitchen sink, or in your pocketbook. William James said, "The greatest discovery of my generation is that human beings can alter their lives by altering their attitudes of mind." As you think, so shall you be. So flush out all old, tired, worn-out thoughts. Fill your mind with fresh, new creative thoughts of faith, love, and goodness. By this process you can actually remake your life. It has been said that thoughts are things, that they actually possess dynamic power. Judged by the power they exercise one can readily accept such an appraisal. You can actually think yourself into or out of situations. You can make yourself ill with your thoughts and by the same token you can make yourself well by the use of a different and healing type of thought. Think one-way and you attract the conditions, which that type of thinking indicates. Think another way and you can create an entirely different set of conditions. Conditions are created by thoughts far more powerfully than conditions create thoughts. Think positively, for example, and you set in motion positive forces, which bring positive results to pass. Positive thoughts create around yourself an atmosphere propitious to the development of positive outcomes. On the contrary, think negative thoughts and you create around yourself an atmosphere propitious to the development of negative results. To change your circumstances, first start thinking differently. Do not passively accept unsatisfactory circumstances, but form a picture in your mind of circumstances, as they should be. Hold that picture, develop it firmly in all details, believe in it, pray about it, work at it, and you can actualize it according to that mental image emphasized in your positive thinking. This is one of the greatest laws in the universe. Fervently do I wish I had discovered it as a very young man? It dawned upon me much later in life and I have found it to be one of the greatest if not my greatest discovery, outside of my relationship to God. And in a deep sense this law is a factor in one's relationship with God because it channels God's power into personality. This great law briefly and simply stated is that if you think in negative terms you will get negative results. If you think in positive terms you will achieve positive results. That is the simple fact which is at the basis of an astonishing law of prosperity and success. In three words: Believe and succeed. "Now," she said, "here is the idea. What is your present trouble? It is that you lack everything. You lack money. You lack subscribers. You lack equipment. You lack ideas. You lack courage. Why do you lack all these requirements? Simply because you are thinking lack. If you think lack you create the conditions that produce a state of lack. By this constant mental emphasis upon what you lack you have frustrated the creative forces that can give impetus to the development of Guideposts. You have been working hard from the standpoint of doing many things, but you have failed to do the one all-important thing that will lend power to all your other efforts: you have not employed positive thinking. Instead, you have thought in terms of lack "To correct that situation—reverse the mental process and begin to think prosperity, achievement, success. This will require practice but it can be done quickly if you will demonstrate faith. The process is to visualize; that is, to see Guideposts in terms of successful achievement. Create a mental picture of Guideposts as a great magazine, sweeping the country. Visualize large numbers of subscribers, all eagerly reading this inspirational material and profiting thereby. Create a mental image of lives being changed by the philosophy of achievement which Guideposts teaches monthly in its issues. "Do not hold mental pictures of difficulties and failures, but lift your mind above them and visualize powers and achievements. When you elevate your thoughts into the area of visualized attainment you look down on your problems rather than from below up at them and thus you get a much more encouraging view of them. Always come up over your problems. Never approach a problem from below. "The people who have worked with me across the years and the unlimited opportunity given any boy in the United States of America," he replied. "Yes, I know that is true, but I am sure you must have some personal technique, and I would be interested in having it," I said. "It all lies in how you think about problems," he replied. "I attack a problem and shake it to pieces with my mind. I put

all the mental power I have upon it. Second, I pray about it most sincerely. Third, I paint a mental picture of success. Fourth, I always ask myself, "What is the right thing to do?" for," he said, "nothing will be right if it is wrong. Nothing that is wrong will ever come out right. Fifth, I give it all I've got. But let me emphasize again," he concluded, "if you're thinking defeat, change your thoughts at once. Get new and positive thoughts. That is primary and basic in overcoming difficulties and in achieving." There was a time when I acquiesced in the silly idea that there is no relationship between faith and prosperity; that when one talked about religion he should never relate it to achievement, that it dealt only with ethics and morals or social values. But now I realize that such a viewpoint limits the power of God and the development of the individual. Religion teaches that there is a tremendous power in the universe and that this power can dwell in personality. It is a power that can blast out all defeat and lift a person above all difficult situations. We have seen the demonstration of atomic energy. We know that astonishing and enormous energy exists in the universe. This same force of energy is resident in the human mind. Nothing on earth is greater than the human mind in potential power. The average individual is capable of much greater achievement than he has ever realized. This is true regardless of who is reading this statement. When you actually learn to release yourself you will discover that your mind contains ideas of such creative value that you need not lack anything. By the full and proper use of your power stimulated by God power, you can make your life successful. You can make just about anything of your life—anything you will believe or will visualize, anything you will pray for and work for. Look deeply into your mind. Amazing wonders are there. Whatever your situation may be, you can improve it. First, quiet your mind so that inspirations may rise from its depths. Believe that God is now helping you. Visualize achievement. Organize your life on a spiritual basis so that God's principles work within you. Hold firmly in your mind a picture not of failure but of success. Do these things and creative thoughts will flow freely from your mind. This is an amazing law, one that can change anybody's life including your own. An inflow of new thoughts

can remake you regardless of every difficulty you may now face, and I repeat—every difficulty. Following are seven practical steps for changing your mental attitudes from negative to positive, for releasing creative new thoughts, and for shifting from error patterns to truth patterns. Try them—keep on trying them. They will work.

- 1. For the next twenty-four hours, deliberately speak hopefully about everything, about your job, about your health, about your future. Go out of your way to talk optimistically about everything. This will be difficult, for possibly it is your habit to talk pessimistically. From this negative habit you must restrain yourself even if it requires an act of will.**
- 2. After speaking hopefully for twenty-four hours, continue the practice for one week, then you can be permitted to be "realistic" for a day or two. You will discover that what you meant by "realistic" a week ago was actually pessimistic, but what you now mean by "realistic" is something entirely different; it is the dawning of the positive outlook. When most people say they are being "realistic" they delude themselves: they are simply being negative.**
- 3. You must feed your mind even as you feed your body, and to make your mind healthy you must feed it nourishing, wholesome thoughts. Therefore, today start to shift your mind from negative to positive thinking. Start at the beginning of the New Testament and underscore every sentence about Faith. Continue doing this until you have marked every such passage in the four books, Matthew, Mark, Luke, and John. Particularly note Mark 11, verses 22, 23, 24. They will serve as samples of the verses you are to underscore and fix deeply in your consciousness.**
- 4. Then commit the underscored passages to memory. Commit one each day until you can recite the entire list from memory. This will take time, but remember you have consumed much more time becoming a negative thinker than this will require. Effort and time will be needed to unlearn your negative pattern.**
- 5. Make a list of your friends to determine who is the most positive thinker among them and deliberately cultivate his society. Do not abandon your negative friends, but get closer to those with a positive point of view for a while, until you have absorbed their spirit, then you can go back among your negative friends and give them your newly acquired thought pattern without taking on their negativism.**
- 6. Avoid argument, but whenever a negative attitude is expressed, counter with a positive and optimistic opinion.**
- 7. Pray a great deal and always let your prayer take the form of thanksgiving on the assumption that God is giving you great and wonderful things; for if you think He is, He surely is. God will not give you any greater blessing than you can believe in. He wants to give you great things, but even He cannot make you take anything greater than you are equipped by faith to receive.**

One of the simplest methods for reducing tension is to practice the easy-does-it attitude. Do everything more slowly, less hectically, and without pressure. My friend Branch Rickey, famous baseball man, told me that he would not use a player no matter how well he hits, fields, or runs if he is guilty of "overpressing." To be a successful big-league baseball player there must be a flow of easy power through every action and of course through the mind. The most effective way to hit a ball is by the easy method, where all the muscles are flexible and operating in correlated power. Try to kill the ball and you will slice it or maybe miss it altogether. This is true in golf, in baseball, in every sport. From 1907 through 1919, except for one year, 1916, Ty Cobb's batting average led the American League, a record so far

as I know that has never been surpassed. Ty Cobb presented the bat with which he performed his extraordinary feats to a friend of mine. I was permitted to take this bat in my hand, which I did with considerable awe. In the spirit of the game I struck a pose, as if to bat. Doubtless my batting stance was not in any sense reminiscent of the immortal slugger. In fact, my friend, who was himself at one time a minor league baseball player, chuckled and said, "Ty Cobb would never do it that way. You are too rigid, too tense. You are obviously overtrying. You would probably strike out."

It was beautiful to watch Ty Cobb. The man and the bat were one. It was a study in rhythm, and one marveled at the ease with which he got into the swing. He was a master of easy power. It is the same in all success. Analyze people who are really efficient and they always seem to do things easily, with a minimum of effort. In so doing they release maximum power. The secret is to keep the mind quiet, avoiding all hectic reactions of haste, and to practice peaceful thinking. The essence of the art is to keep the tempo down; to perform your responsibilities on the basis of the most efficient conservation of energy. It is advisable to adopt one or two workable plans through the use of which you can become expert in the practice of relaxed and easy power. Now, how to master this skill. Here are ten rules for taking the hard way out of your job. Try these proven methods for working hard easily. They will help you to relax and have easy power.

1. **Don't get the idea that you are Atlas carrying the world on your shoulders. Don't strain so hard. Don't take yourself so seriously.**
2. **Determine to like your work. Then it will become a pleasure, not drudgery. Perhaps you do not need to change your job. Change yourself and your work will seem different.**
3. **Plan your work—work your plan. Lack of system produces that "I'm swamped" feeling.**
4. **Don't try to do everything at once. That is why time is spread out. Heed that wise advice from the Bible, "This one thing I do."**
5. **Get a correct mental attitude, remembering that ease or difficulty in your work depends upon how you think about it. Think it's hard and you make it hard. Think it's easy and it tends to become easy.**
6. **Become efficient in your work. "Knowledge is power" (over your job). It is always easier to do a thing right.**
7. **Practice being relaxed. Easy always does it. Don't press or tug. Take it in your stride.**
8. **Discipline yourself not to put off until tomorrow what you can do today. Accumulation of undone jobs makes your work harder. Keep your work up to schedule.**
9. **Pray about your work. You will get relaxed efficiency by so doing.**
10. **Take on the "unseen partner." It is surprising the load He will take off you. God is as much at home in offices, factories, stores, and kitchens, as in churches. He knows more about your job than you do. His help will make your work easy. To be master of the art of popularity, be artless. Strive deliberately after popularity and the chances are you will never attain it. But become one of those rare personalities about whom people say, "He certainly has something," and you can be certain you are on the way to having people like you.**

The feeling of not being wanted or needed is one of the most devastating of all human reactions. To the degree to which you are sought after or needed by other people will you become a fully-released person. The "lone wolf," the isolated personality, the retiring individual, these people suffer a misery which is difficult to describe. In self-defense they retire ever further within themselves. Their ingrowing, introverted nature is denied the normal development which the outgoing, self-giving person experiences. Unless the personality is drawn out of itself and can be of value to someone, it may sicken and die. The feeling of not being wanted or needed produces frustration, aging, illness. If you have a feeling of uselessness, if nobody needs or wants you, you really ought to do something about it. It is not only a pathetic way to live but is serious psychologically. Those who deal with the problems of human nature constantly encounter this problem and its unfortunate results. The fact is that popularity can be attained by a few simple, natural, normal, and easily mastered techniques. Practice them diligently and you can become a well-liked person. First, become a comfortable person, that is, one with whom people can associate without a sense of strain. Of some persons it is said, "You can never quite get next to him." There is always a barrier that you can't get over. A comfortable person is easy-going and natural. He has a pleasant, kindly, genial way about him. Being with him is not unlike wearing an old hat or an old pair of shoes, or an easy old coat. A stiff, reserved, unresponsive individual never meshes into the group. He is always just a bit out of it. You never quite know how to take him or how he will react. You just aren't easy-like with him. Some young people were talking about a seventeen-year-old boy whom they liked very much. Of him they said, "He is good company. He is a good sport. He is easy to be with." It is very important to cultivate the quality of being natural. Usually that sort of individual is large-souled. Little people who are much concerned about how you treat them, who are jealous of their place or position, who meticulously stand on their prerogatives, are stiff and easily offended. If you are not the comfortable type of person, I suggest that you make study of your personality with a view toward eliminating conscious and unconscious elements of strain which may exist. Do not assume that the reason other people do not like you is because of something wrong with them. Assume, instead, that the trouble is within yourself and determine to find and eliminate it. This will require scrupulous honesty and it may also involve the assistance of personality experts. The so-called "scratchy" elements in your personality may be qualities, which you have taken on through the years. Perhaps they have been assumed defensively, or they may be the result of attitudes developed in your younger days. Regardless of origin they can be eliminated by a scientific study of yourself and by your recognition of the necessity for change followed by a process of personality rehabilitation. Learning to pray for people was important in his rehabilitation, for when you pray for anyone you tend to modify your personal attitude toward him. You lift the relationship thereby to a higher level. The best in the other person begins to flow out toward you as your best flows toward him. In the meeting of the best in each a higher unity of understanding is established. Essentially, getting people to like you is merely the other side of liking them. One of the most popular men who lived in the United States within the lifetime of most of us was the late Will Rogers. One of the most characteristic statements he ever made was, "I never met a man I didn't like." That may have been slight exaggeration, but I am sure Will Rogers did not regard it as such. That is the way he felt about people, and as a result people opened up to him like flowers to the sun. Sometimes the weak objection is offered that it is difficult to like some people. Granted, some people are by nature more likable than others, nevertheless a serious attempt to know any individual will reveal qualities within him that are admirable, even lovable. If you have gone through life up to this point without having established satisfactory human relationships, do not assume that you cannot change, but it will be necessary to take very definite steps toward solving the problem. You can change and become a popular person, well liked and esteemed, if you are willing to make the effort. May I remind you as I remind myself that one of the greatest tragedies of the average person is the tendency to spend our whole lives perfecting our faults? We develop a fault and we nurse it and cultivate it, and never change it. Like a needle caught in the groove of a defective record on a victrola, it plays the same old tune over and over again. You must lift the needle out of the groove, then you will have disharmony no longer, but harmony. Don't spend more of your life perfecting faults in human relations. Spend the rest of your life perfecting your great capacities for friendliness, for personal relations are vitally important to successful living. Still another important factor in getting people to like you is to practice building up the ego of other persons. The ego, being the essence of our personalities, is sacred to us. There is in every person a normal desire for a feeling of self-importance. If I deflate your ego and therefore your self-importance, though you may laugh it off, I have deeply wounded you. In fact, I have shown disrespect for you, and while you may exercise charity toward me, even so, unless you are finely developed spiritually, you are not going to like me very well. The basic principles of getting people to like you need no prolonged and labored emphasis, for they are very simple and easily illustrate their own truth. However, I list ten practical rules for getting the esteem of others. The

soundness of these principles has been demonstrated innumerable times. Practice them until you become expert at them and people will like you.

1. **Learn to remember names. Inefficiency at this point may indicate that your interest is not sufficiently outgoing. A man's name is very important to him.**
2. **Be a comfortable person so there is no strain in being with you—be an old-shoe, old-hat kind of individual. Be homey.**
3. **Acquire the quality of relaxed easy-goingness so that things do not ruffle you.**
4. **Don't be egotistical. Guard against giving the impression that you know it all. Be natural and normally humble.**
5. **Cultivate the quality of being interesting so that people will want to be with you and get something of stimulating value from their association with you.**
6. **Study to get the "scratchy" elements out of your personality, even those of which you may be unconscious.**
7. **Sincerely attempt to heal, on an honest Christian basis, every misunderstanding you have had or now have. Drain off your grievances.**
8. **Practice liking people until you learn to do so genuinely. Remember what Will Rogers said, "I never met a man I didn't like." Try to be that way.**
9. **Never miss an opportunity to say a word of congratulation upon anyone's achievement, or express sympathy in sorrow or disappointment.**
10. **Get a deep spiritual experience so that you have something to give people that will help them to be stronger and meet life more effectively. Give strength to people and they will give affection to you.**

Whatever the character of your heartache, one of the first steps is to resolve to escape from any defeatist situation which may have been created around yourself, even though it is difficult to do so, and return once again to the normal course of your life. Get back into the main stream of life's activities. Take up your old associations. Form new ones. Get busy walking, riding, swimming, playing—get the blood to coursing through your system. Lose yourself in some worth-while project. Fill your days with creative activity and emphasize the physical aspect of activity. Employ healthy mind-relieving busyness, but be sure that it is of a worth-while and constructive nature. Superficial escapism through feverish activity merely deadens pain temporarily and does not heal, as, for example, parties and drinking. An excellent and normal release from heartache is to give way to grief. There is a foolish point of view current today that one should not show grief, that it is not proper to cry or express one self through the natural mechanism of tears and sobbing. This is a denial of the law of nature. It is natural to cry when pain and sorrow comes. It is a relief mechanism provided in the body by Almighty God and should be used. To restrain grief, to inhibit it, to bottle it up, is to fail to use one of God's means for eliminating the pressure of sorrow. Like every other function of the human body and nervous system, this must be controlled, but it should not be denied altogether. A good cry by either man or woman is a release from heartache. I should warn, however, that this mechanism should not be used unduly nor allowed to become a habitual process. Should that happen, it partakes of the nature of abnormal grief and could become a psychosis. Unrestraint of any kind should not be allowed. The deeper remedy for heartache, of course, is the curative comfort supplied by trust in God. Inevitably the basic prescription for heartache is to turn to God in an attitude of faith and empty the mind and heart to Him. Perseverance in the act of spiritual self-emptying will finally bring healing to the broken heart. This generation, which has suffered fully as much if not more heartache than people in preceding eras, needs to relearn that which the wisest men of all time have known, namely, that there is no healing of the pain suffered by humanity except through the benign ministrations of faith. This Higher Power is one of the most amazing facts in human existence. I am awestruck, no matter how many times I have seen the phenomenon, by the thorough-going, tremendous, overwhelming changes for good that it accomplishes in the lives of people. Personally, I am so enthusiastic about all that the Higher Power can do for people that I am loath to bring this book to a close. I could recite story after story, incident after incident of those who by laying hold of this power have had a new birth of life. This power is constantly available. If you open to it, it will rush in like a mighty tide. It is there for anybody under any circumstances or in any condition. This tremendous inflow of power is of such force that in its inrush it drives everything before it, casting out fear, hate, sickness, weakness, moral defeat, scattering them as though they had never touched you, refreshing and restrengthening your life with health, happiness, and goodness. For many years I have been interested in the problem of the alcoholic and in the organization known as Alcoholics Anonymous. One of their basic principles is that before a person can be helped he must recognize that he is an alcoholic and that of himself he can do nothing; that he has no power within himself; that he is defeated. When he accepts this point of view he is in a position to receive help from other alcoholics and from the Higher Power—God. Another principle is the willingness to depend upon the Higher Power from whom he derives a strength, which he does not himself possess. The working of this power in men's lives is the most moving and thrilling fact in this world. No other manifestation of power of any kind is equal to it. Materialistic power achievement is a romantic story. Men discover laws and formulas and harness power to do remarkable things. Spiritual power also follows laws.