



*Personal development is the key to success. This course offers everything you need to start or continue your journey and understand what it really means to Think and Grow. The course asserts that desire, faith, and persistence can propel one to great heights if you can suppress negative thoughts and focus on long-term goals for yourself which carries over to your business.*

## HOW TO USE THIS

This course is created to help you develop a deeper understanding of Think and Grow, and to assist you in the ongoing process of developing your talents and Definite Chief Aim.

You will need to absorb, digest, and – most importantly – *apply* what you learn. The workbook is provided to assist you with this.

There are 10 sections, and the workbook includes:

**Personal Notes:** for you to write down important points that resonate with you.

**Recap:** a summary of the lesson for you to review

**Self-Assessment Exercises:** provided to help you apply the principles/ideas discussed in the lesson in your day-to-day life.

If you put the effort into absorbing the information, doing the self- assessment exercises, and use this as a tool to continue to develop, you will gain a tremendous amount of benefit from the course. As such, it is my sincerest hope that you use this workbook as a tool to help you along your journey toward a happier, richer, and more fulfilled life.

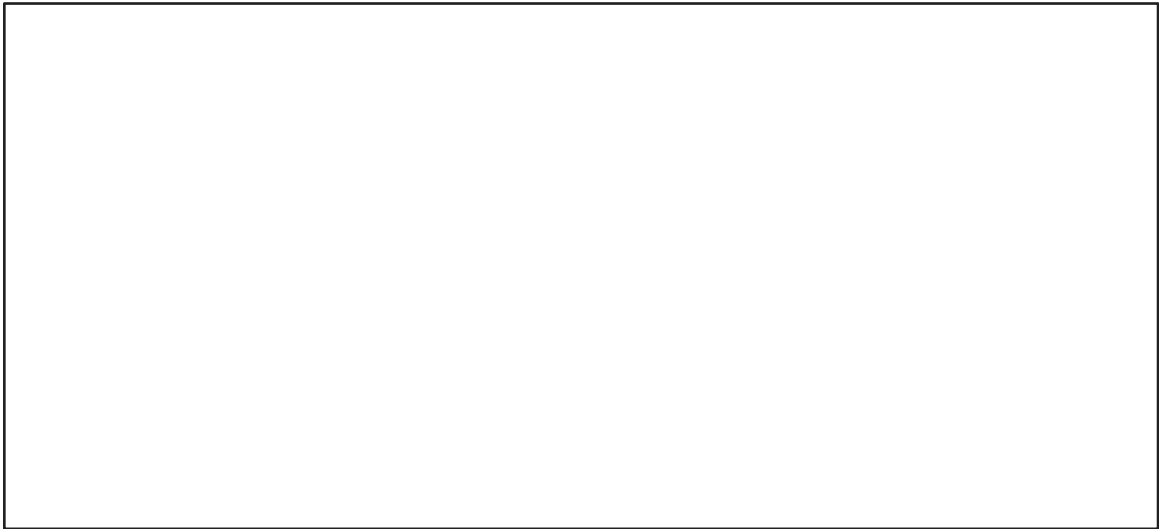
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# EXAMINING THE SELF

## Lesson 1

What does “Think and Grow” meant to you?

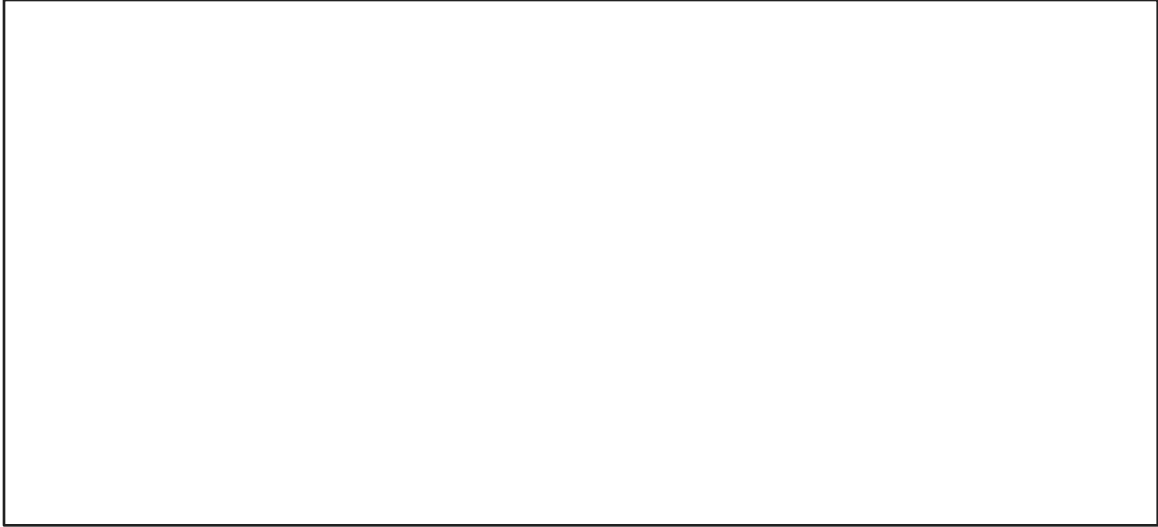
A large, empty rectangular box with a thin black border, intended for a person to write their response to the question "What does 'Think and Grow' meant to you?".

Identify one of the 13 Principles you feel stuck in? Why?

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# Lesson 1

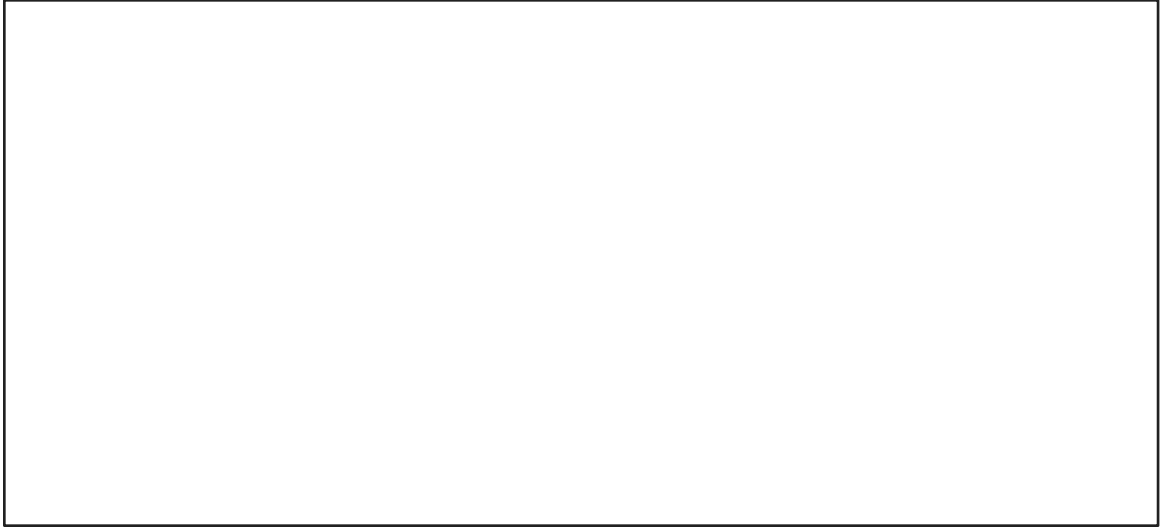
What are you holding on to? What would it take to let go?

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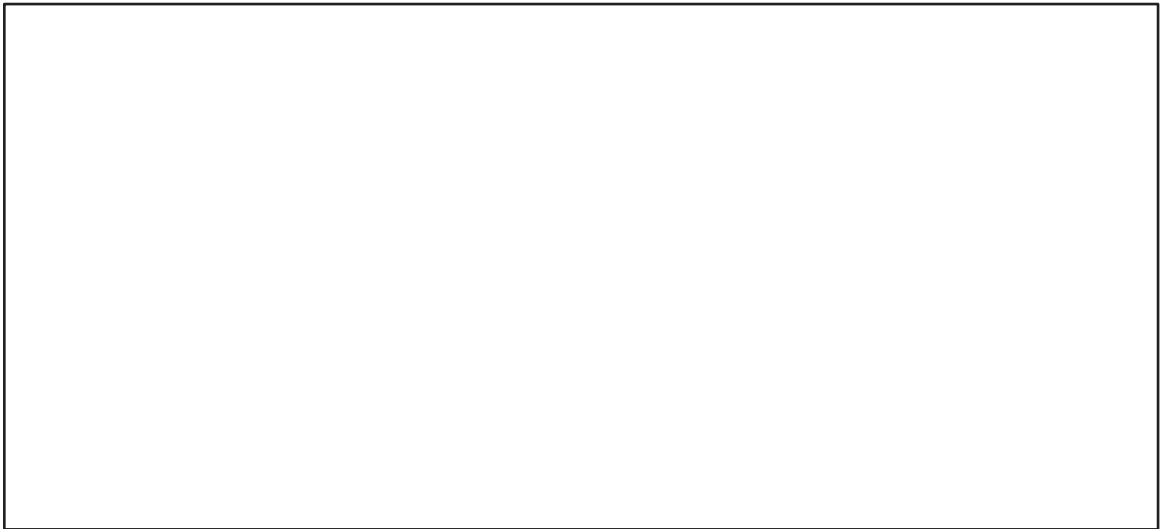
4 Sources of Influence – Identify positive & negative of each, this creates the filter between the Conscious & Subconscious

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What is the difference between change and transformation?

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What is your burning passion, your dream?

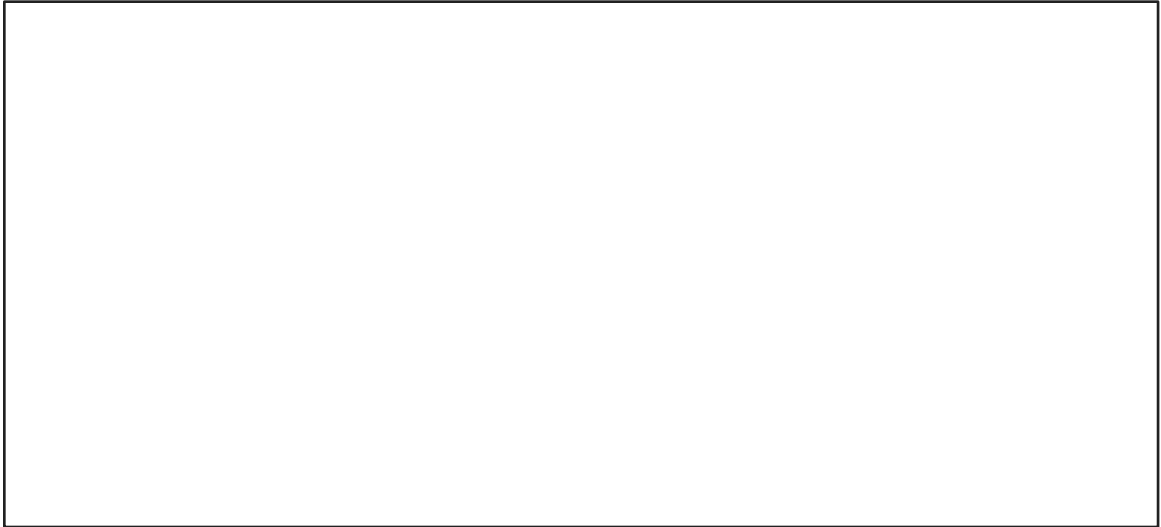
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# Lesson 1

What is an ASR (Auto-Success-Reflex)?

What is the purpose of Think and Grow Rich?

Humanity is looking for two things: what are they?



What is the starting point and finishing point of all achievement?





# Lesson 1

## LESSON 1 RECAP: THOUGHTS TO LIVE BY

There is a simple exercise which goes back to the days of Aristotle in ancient Greece:

First, close your fist. Then look at it. What can you do with it? You can hit someone; you can move something. Presently, it is a closed fist – but what is its potential? Make it an open hand and see what you can do with it. Now it is an extraordinary instrument for accomplishment. Think of the thousands of things you can do now that you could not do with your closed fist.

Well, your mind is like that. Right now, it may be somewhat like a closed fist, and therefore limited in what it can do. Do you find your mind opening just as your fist did, becoming more flexible and capable of great accomplishment?

### **REMEMBER:**

- ✓ It's not about making money, it's about making a noble life
- ✓ Mind Made Laws supersede Man Made Laws.
- ✓ Self-management is based on precise rules.
- ✓ Develop your ASR (Auto Success Reflex).
- ✓ Establish a positive relationship with Infinite Intelligence and it allows you to develop your sixth sense.
- ✓ Humanity is seeking wealth and peace of mind.
- ✓ "Whatever the mind can conceive and believe, the mind can achieve". So, start to conceive big ideas.

## SELF-ASSESSMENT EXERCISES

Andrew Carnegie said that the power to take possession of your mind and direct it to whatever you desire is the greatest gift given to you by your Creator. Anyone who takes time to reflect on their life can see this is true.

Dig deep. Remind yourself of a time you chose to take possession of your mind, thoughts, and attitude. What was the result?

# Lesson 1

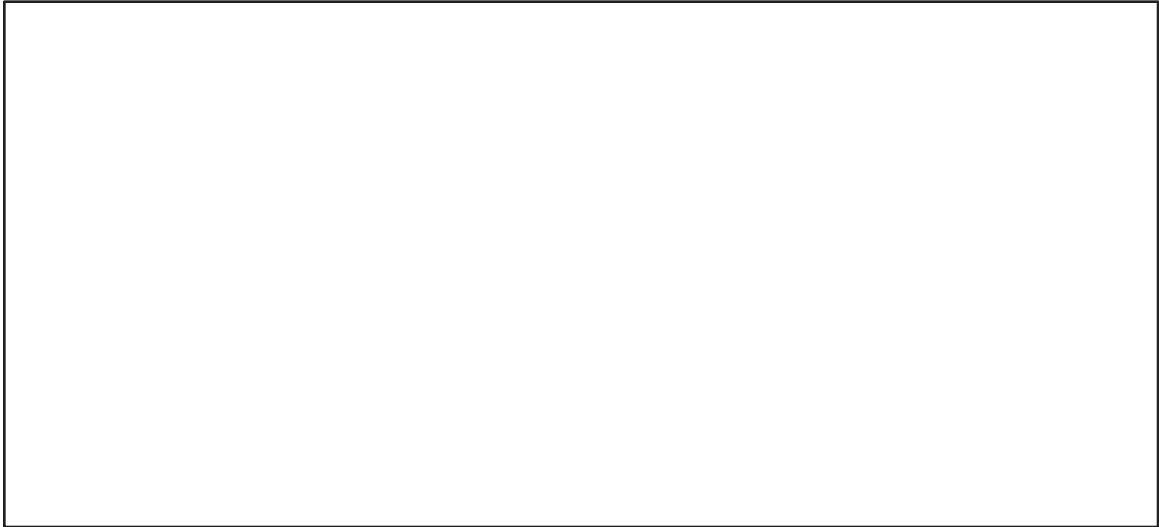
To find success, you need to clarify what success means to you. What do you want most? List your priorities in order of your preference.

Money	<input type="text"/>
Fame	<input type="text"/>
Power	<input type="text"/>
Relationships	<input type="text"/>
Personality	<input type="text"/>
Peace of	<input type="text"/>
Mind	<input type="text"/>
Happiness	<input type="text"/>
Other	<input type="text"/>

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## CONSCIOUS AND SUBCONSCIOUS MIND

When you pursue your purpose, what 2 things will happen?

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What are you giving attention to?

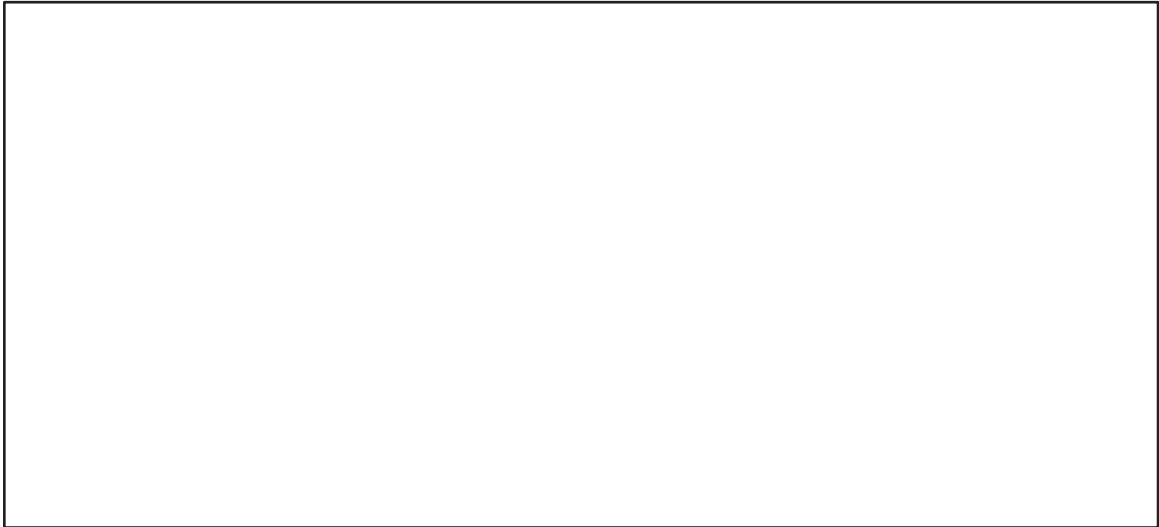
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# Lesson 2

What is success consciousness?

What is failure consciousness?

What are the causes of failure consciousness or a red filter? What is the outcome?



What are the causes of success consciousness or a green filter? What is the outcome?



# Lesson 2

How do you change failure consciousness to success consciousness?

Describe a circumstance you don't like, what specifically can you do to change it?

## LESSON 2 RECAP: THOUGHTS TO LIVE BY

*What is success consciousness?*

Success consciousness is a state of mind that realizes opportunities and possibilities, while insulating you from doubts and fear of failure. Success consciousness develops conviction and confidence in your ability to create great things in life. It is the result of having a green filter.

*What is failure consciousness?*

Failure consciousness is a state of mind that does not see any opportunities or possibilities and operates out of fear and doubt. It is the result of having a red filter.

### **REMEMBER:**

- ✓ We are the product of two things – physical heredity and social heredity.
- ✓ We cannot change our physical heredity, but we can change our social heredity by changing the environment around us.
- ✓ We can change the four sources of social heredity – home environment, the education system, religious teachings, and the media – and by doing so, change ourselves.
- ✓ Social heredity creates a success consciousness (the result of a green filter) or failure consciousness (the result of a red filter).
- ✓ Success is the ability to change circumstances that you don't like.



# Lesson 2

## Success Consciousness

*"I'm excited to do"* "

*"It was so nice that"* "

"

*"I'm on the path to achieving"* "

*"I'm lucky that I am able to"* "

*"Is a great opportunity"*

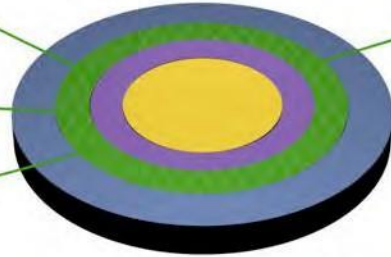
*"I look great today"*

No Challenge is  
Insurmountable

I Have So Much  
Opportunity

I Can Do It

Life Is A  
Blessing



## Failure Consciousness

*"Is going to be a struggle"*

*"I'm not capable of"* "

*"I'm so angry about"* "

*"It's so unfair that"* "

*"I'm so worried about"* "

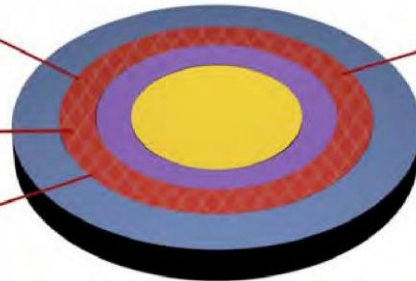
*"I look so unattractive"*

Life Is  
A Struggle

I'll Always  
Be Poor

It's Too  
Hard

I Have No  
Opportunities

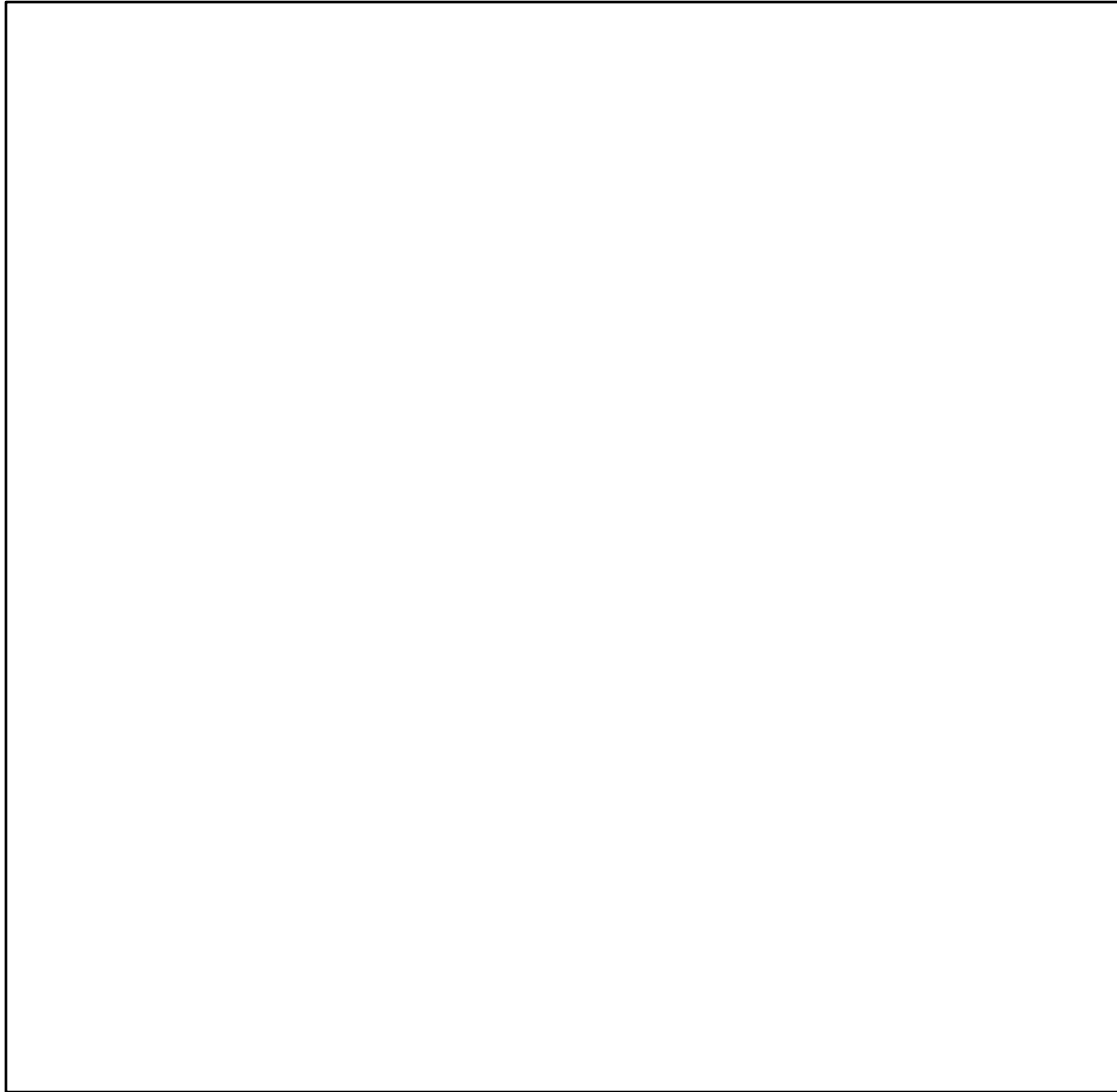


My dominating thoughts throughout the day:

A large, empty rectangular box with a thin black border, intended for the user to write their dominating thoughts throughout the day.

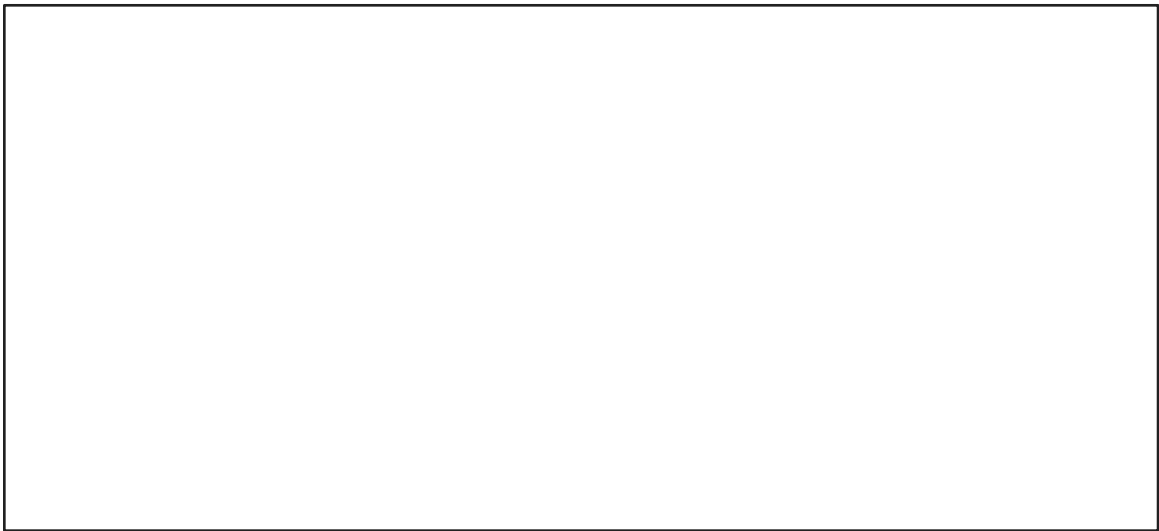
# Lesson 2

What is Infinite Intelligence?

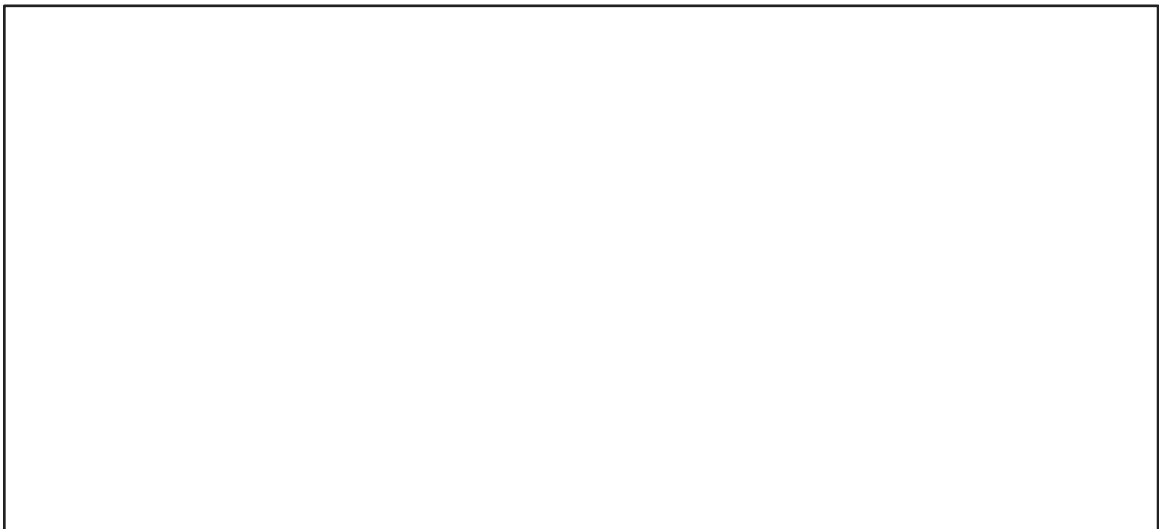


# YOUR PURPOSE

When you think of your purpose, what's the first thing that comes to mind? What are you doing to live that out?

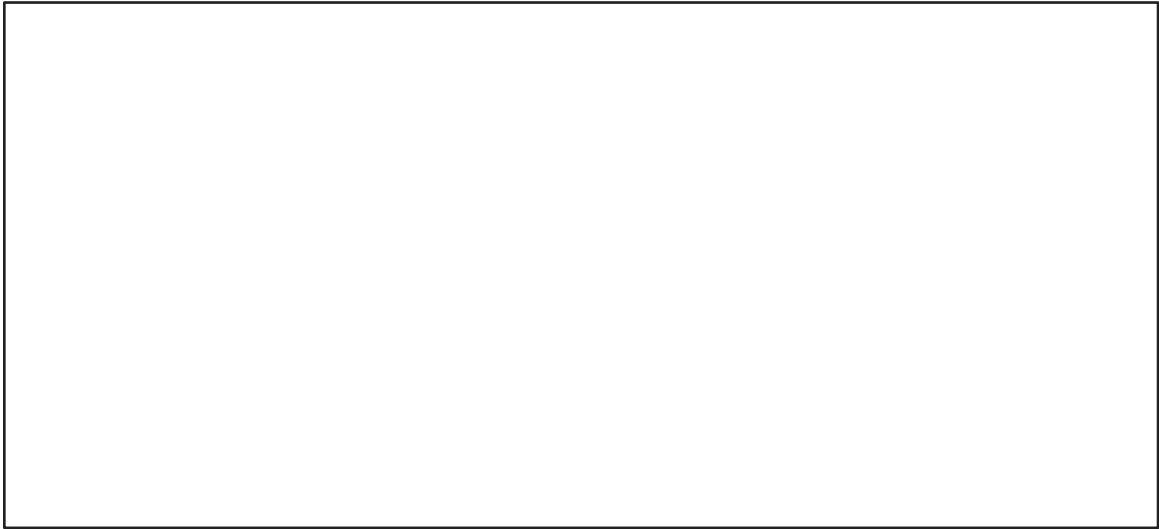
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What 3 things much you do to get what you want out of life?

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# Lesson 3

Out of all the “motives” which one inspires you the most?



When was the last time you had trouble believing?



Why do you want to achieve your goal?

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How are you turning your desire into a reality? Why?

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# Lesson 3

“Any dominating idea, plan or purpose, held in the conscious mind through repetition of thought and emotionalized with a burning desire for its realization, is taken over by the subconscious mind and acted upon through whatever logical and natural means that may be available.” Discuss.

What major motive(s) are driving you?

Self-Preservation

☐

Love

☐

Fear/Hate/Revenge

☐

Sex

☐

Life After

☐

Death

☐

Freedom

☐

Self-Expression/Recognition

Material Gain

☐

What are you going to give in return?



## LESSON 3 RECAP: THOUGHTS TO LIVE BY

The most profound gift that you possess is that you alone have been given the privilege to control and direct your mind to whatever end you choose. All other creatures come into life bound by a pattern of “instinct” which they cannot change, and beyond which they cannot act.

This distinguishing prerogative suggests that it is the key to your control over your destiny. We know that neglect or failure to make use of this prerogative brings definite punishment in the form of misery, poverty, failure, defeat, illness, despair, and other negative states of mind. We also know that the acceptance and use of this profound prerogative gives you the key to your own destiny.

Here is then the supreme miracle: *The power to take possession of your mind and direct it, successfully, to whatever end you may choose.*

And another miracle consists in the fact that along with this profound gift, there has been provided the source of power with which to make this gift limitless in your achievements. This secondary miracle is the subconscious section of the mind through which you may contact and draw upon the universal power of Infinite Intelligence.

### REMEMBER:

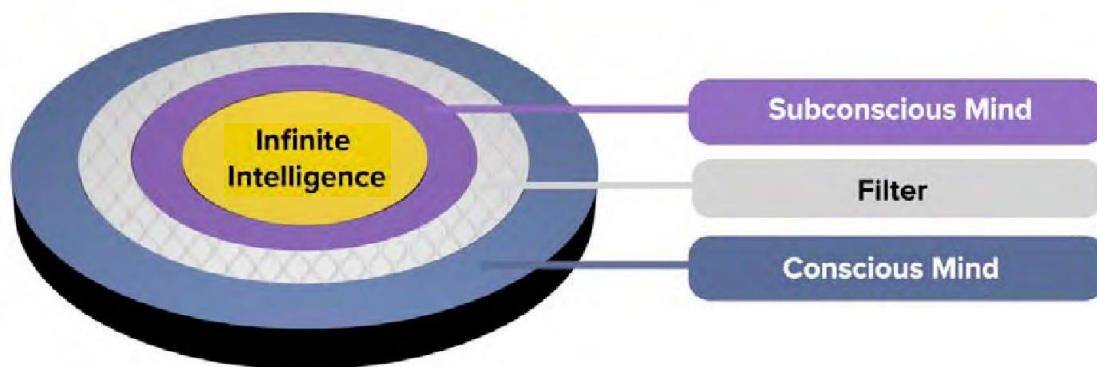
- ✓ We all have been equipped with the ability to enter a positive relationship with Infinite intelligence. Once we establish this relationship, we have the power to achieve anything in our life.
- ✓ Ideas held in the conscious mind move into the subconscious mind. The subconscious mind presents these ideas to Infinite Intelligence, which manifests those ideas in time and space
- ✓ You may wrongfully think that pushing positive ideas and desires to the subconscious is difficult, but it only seems this way because your conscious mind is clouded by a negative filter.
- ✓ The conscious mind is the outer guard to approach the subconscious. It is the key to both the power of your subconscious mind and the power of Infinite Intelligence.
- ✓ The subconscious mind is the intermediary between the conscious mind and the Infinite Intelligence.

- ✓ To have a Definite Major Purpose, you must do three things: know what you want, why you want it, and repeat this over and over to yourself.
- ✓ Your Definite Major Purpose is the why of your life, the reason for your being. Your Definite Major Purpose answers most, if not all, of the following questions: Why do I exist? Where am I going? Who do I serve? What do I have to offer?

# Lesson 3

- ✓ The subconscious mind accepts and acts upon ALL dominating suggestions that reach it through the conscious mind – it never questions your plan or purpose.
- ✓ When you begin to control your conscious mind, you can apply the power of your subconscious mind to solve any problem, provided it is covered by a green filter – and if you currently have a red filter, it is imperative to change it.
- ✓ You can also see that if you have a red filter covering your conscious mind, why it is so imperative to change it.
- ✓ The one thing that you have COMPLETE control over in your life is your mind. It is also the one thing that will give you anything you desire in life if you choose to take possession of it. Give gratitude for this gift.

**Diagram of the Mind:**



## SELF-ASSESSMENT EXERCISES

1. When ended this lesson by asking you to do one thing – think big. Now it's time to put that into practice.

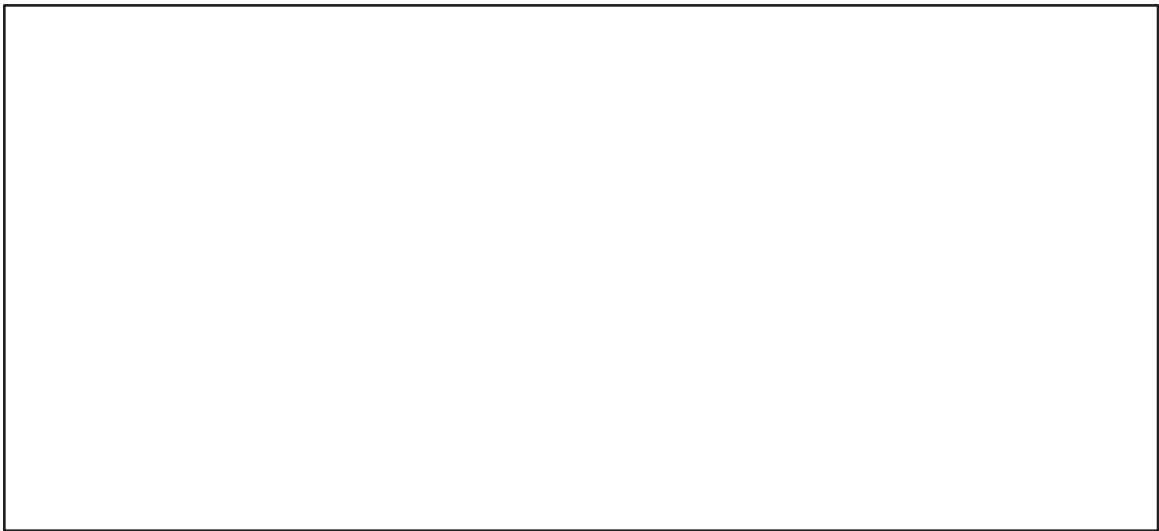
Nothing is impossible to the person who backs their desire with enduring faith. It takes fortitude to believe in what society deems as "the impossible". If you were absolutely guaranteed that there are no limits to what you could manifest in your life, what would you manifest? Write a list of all the so-called impossible things that you would like in your life.

# Lesson 4

## FAITH

### PERSONAL NOTES

What is active faith?



What is applied faith?



What do you fear? Think about the list.

--

What are you grateful for?

What do you not like about your life?

--	--

# Lesson 4

How do you condition your mind for Faith?

How do you overcome your fear?

## LESSON 4 RECAP: THOUGHTS TO LIVE BY

Napoleon Hill states that, “any dominating desire, plan or purpose that is backed by faith is taken over by the subconscious mind and acted upon immediately.”

You can desire whatever you want, but if you don't have faith in your ability to achieve it, there is absolutely no possibility of achieving it. That is a fact.

Faith means having confidence, trust, and an unwavering belief that you can and will do something. It is an absolute certainty that you will achieve your goal.

Faith conditions your mind to harmonize with Infinite Intelligence. Once you develop faith, you will receive ideas and flashes of insight that move you toward your goal. This is Applied Faith, and you know you've developed it when you act on these hunches.

If there a limit as to what faith can achieve, no one has seen it yet. The more you act on faith in Infinite Intelligence, the more your mind will open to its power. And the more you see that power working in your life, the easier it becomes for you to act on faith. The process is a wonderful cycle.

### **REMEMBER:**

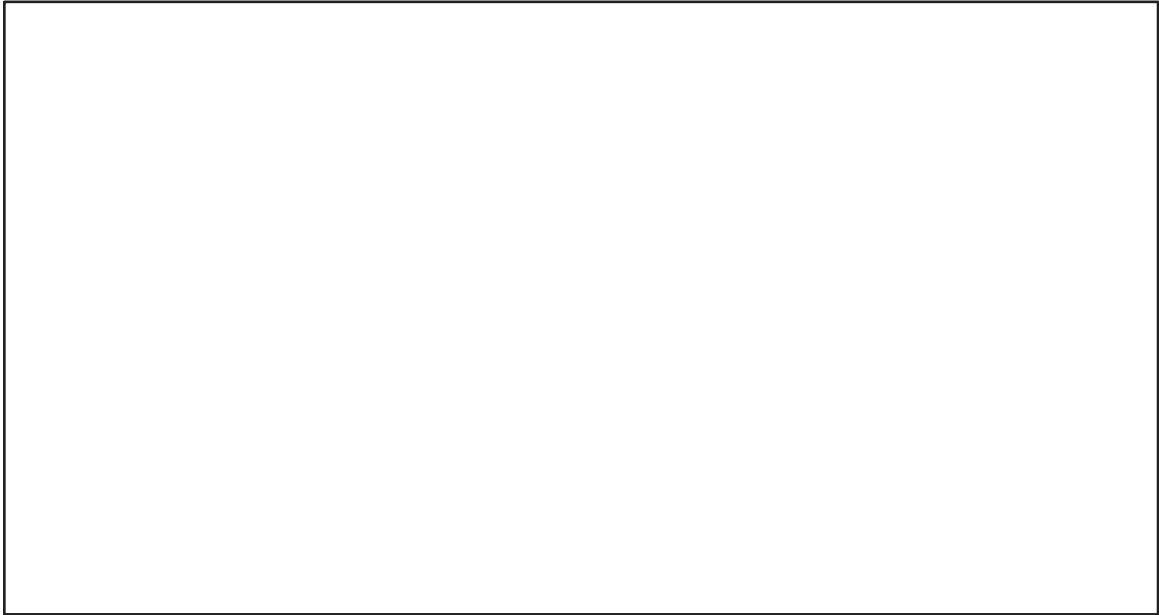
- ✓ Faith is a state of mind, which results from conditioning your mind to receive guidance from Infinite Intelligence. It is a belief in the existence of what you intend to accomplish, even if it is not currently visible or not within your grasp.
- ✓ Applied faith is adapting the power you receive from Infinite Intelligence to your Definite Major Purpose.
- ✓ When faith is blended with the vibration of thought, the subconscious mind picks up the vibration, and transmits it to Infinite Intelligence – the stronger your Faith, the more quickly it will reach the subconscious mind.
- ✓ Faith and fear cannot coexist. To develop faith, you must rid yourself of fear.



# Lesson 4

## SELF-ASSESSMENT EXERCISES

Personal Notes:



You were given techniques to rid yourself of these fears. What steps are you going to undertake? Please fill in all areas that apply to you:

To rid myself of Fear of Poverty, I will:

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To rid myself of Fear of Criticism, I will:

A large, empty rectangular box with a thin black border, intended for the user to write their response to the question about overcoming the fear of criticism.

# Lesson 4

To rid myself of Ill Health, I will:

To rid myself of Fear of Loss of Love, I will:

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To rid myself of Old Age, I will:

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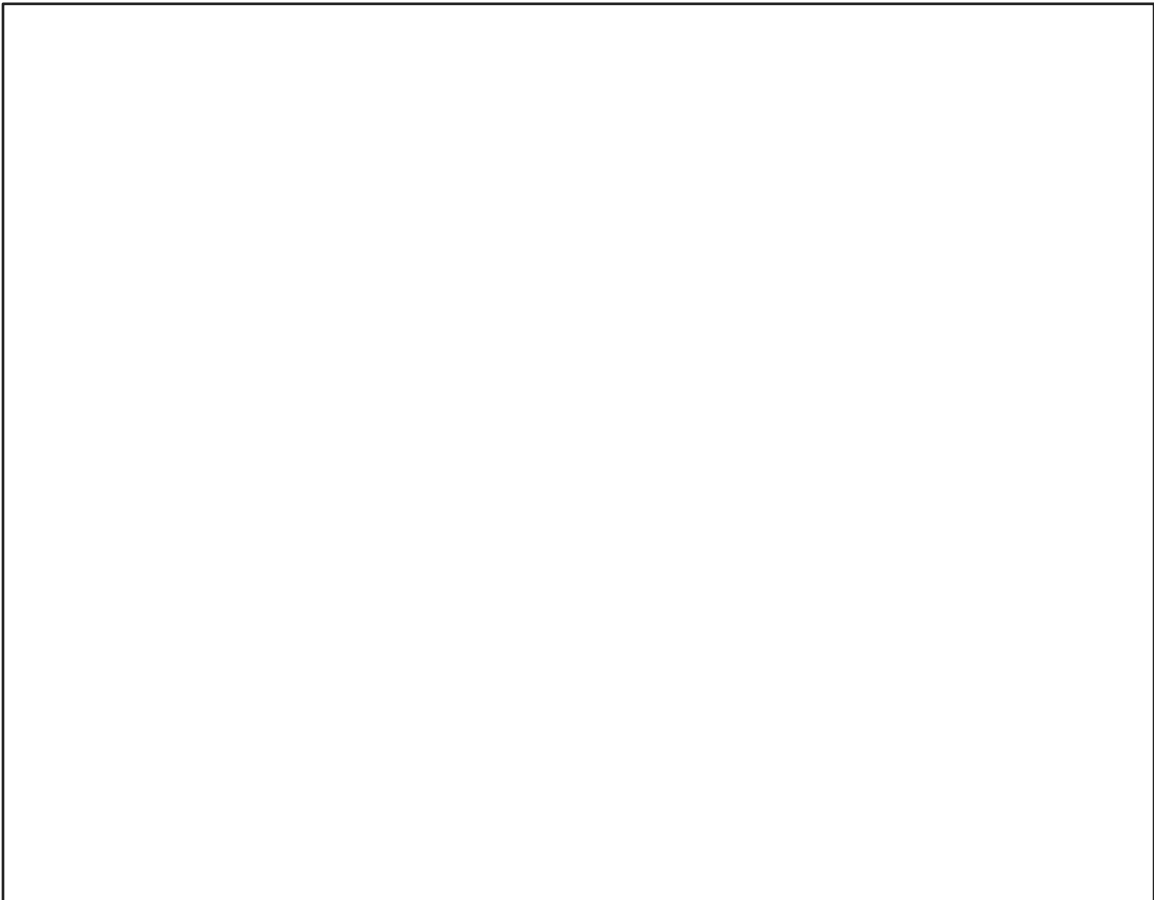
# Lesson 4

To rid myself of Death, I will:

# GOING THE EXTRA MILE

## PERSONAL NOTES

Why is it important to do the right thing for the right reason?

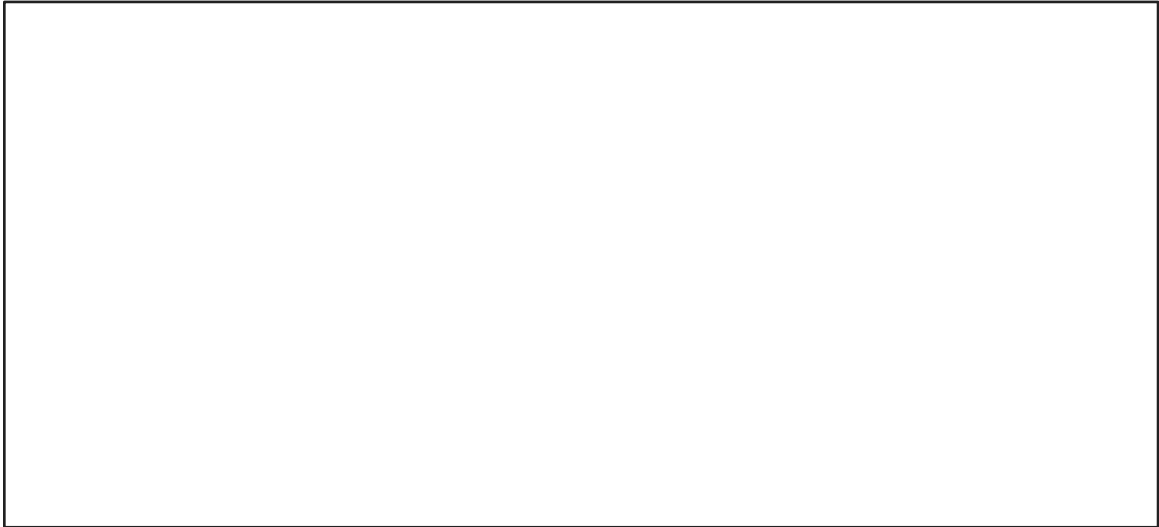
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# 5 Lesson

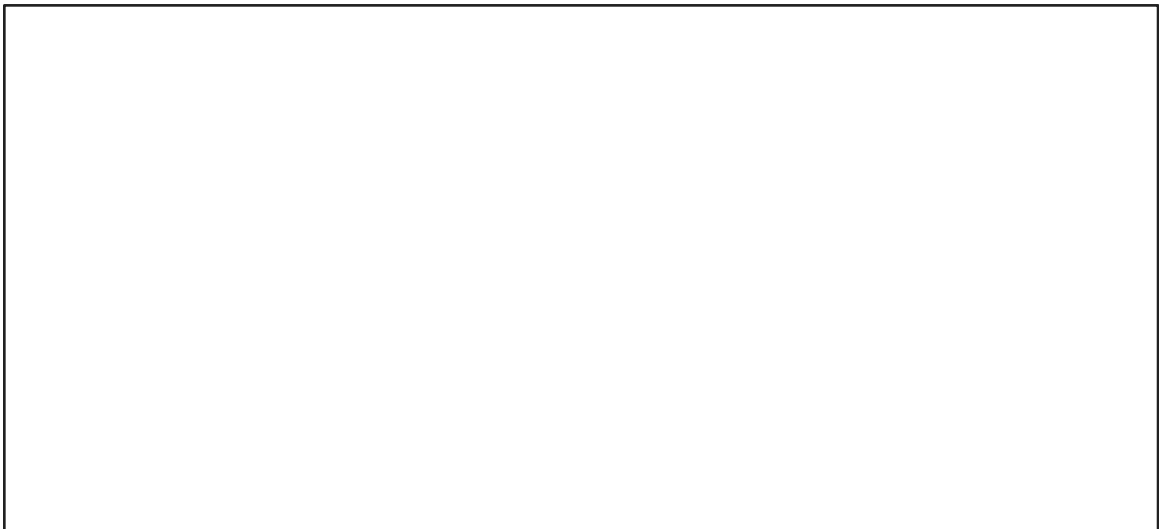
What are the “don’ts” of going the extra mile?

Explain the Law of Compensation?

Explain the formula for Going the Extra Mile:  $Q + Q + MA = C$



Money is nice but it's not the only thing that makes you successful. Describe a time when your success had no financial benefit. How did that feel?





## LESSON 5 RECAP: THOUGHTS TO LIVE BY

There are rules through which you may literally write your own price tag – and be sure of getting it. It is by Going the Extra Mile.

Going the Extra Mile means rendering more than is expected of you and doing it with a positive attitude. By doing this, you can be assured that sooner or later you will receive compound interest from your investment. The “interest” you receive is not in just terms of money, but in terms of things you need in this world. Things like peace of mind and a harmonious relationship with yourself and others.

Many people question this law, by asking why they are obligated to do more for others than they are asked to do. But they are mistaken in thinking they are doing this for others – when you Go the Extra Mile, you are doing it for you. Do not forget that you are writing your own price tags. It is about doing more for yourself.

### REMEMBER:

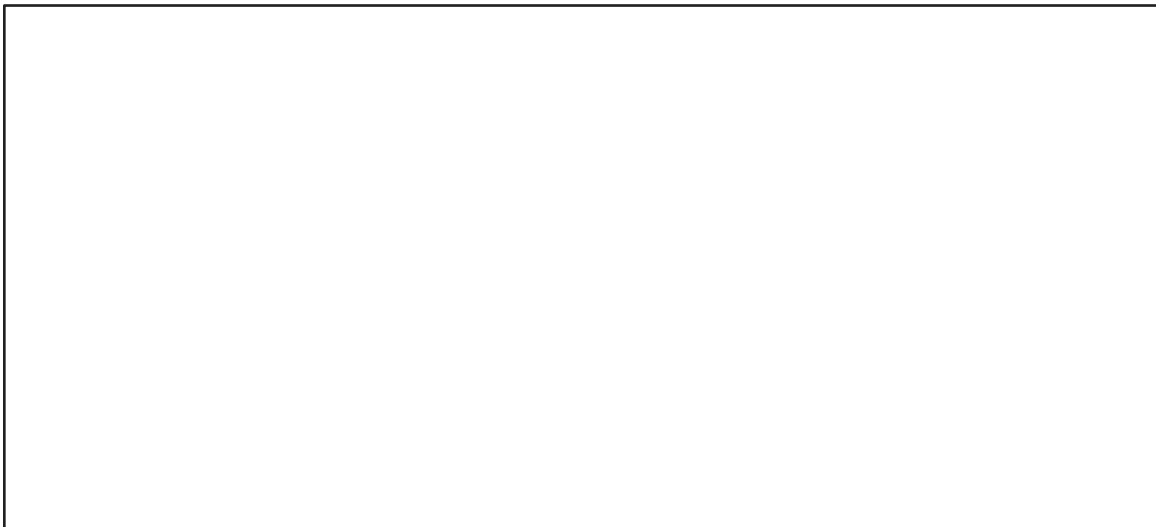
- ✓  $Q+Q+MA=C$ . Quality of the service rendered, plus the Quantity of service rendered, plus the Mental Attitude in which it is rendered, equals your Compensation.
- ✓ The most valuable skill in a human being is the ability to influence people without irritating them, and this can be done successfully through the principle of Going the Extra Mile.
- ✓ The Law of Increasing Return states that: By doing more service than you are paid to do, nature will reward you with greater compensation than what you gave up doing the extra work.
- ✓ The Law of Compensation is another term for “karma”. It makes sure that you are always compensated for what you do – both good and bad deeds.
- ✓ The pot of gold at the end of the rainbow is at the end of the second mile.
- ✓ After learning about the benefits of Going the Extra Mile, you should agree that only someone totally indifferent, irresponsible, or lacking in ambition would choose NOT to do more than they are paid for. So, make Going the Extra Mile a habit!

## SELF-ASSESSMENT EXERCISES

Review this list of benefits that come with Going the Extra Mile.

- Brings you favorable attention from others
- Allows you to become indispensable in relationships
- Leads to mental and physical growth
- Makes you more skilled
- Protects you against loss of employment
- Places you in a position to choose your own job and working conditions
- Develops a positive attitude
- Develops personal initiative
- Gives you confidence
- Prevents your conscience from nagging you, giving you peace of mind
- Builds your character
- Prevents procrastination
- Helps you develop a Definite Major Purpose

As you can see, Going the Extra Mile brings a host of rewards. But even knowing that it will improve our lives immensely, many of us fail to “give more of ourselves”. Be honest with yourself. In what areas of your life can you Go the Extra Mile. It could be in your job, for your employers, in your relationships with friends and family, for your clients/customers or for your employees?

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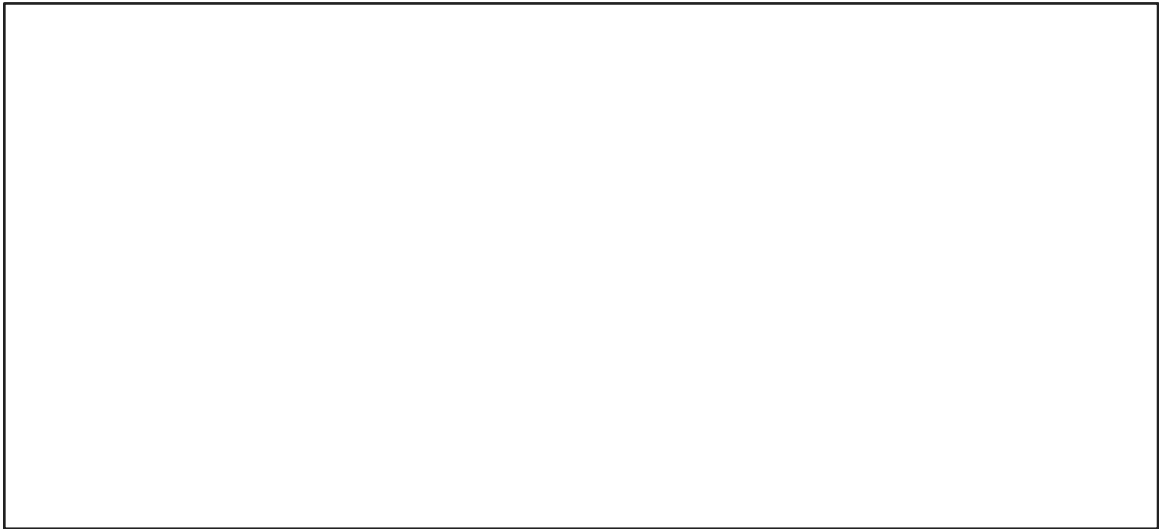
# 5 Lesson

List out all the things you can do to Go the Extra Mile. After creating this list, choose one thing you're going to do, starting immediately. Review this list again, weekly, and choose an additional item. Continue to do this, until you start to reap the rewards, and Going the Extra Mile becomes a habit in your life.

# POSITIVE MENTAL ATTITUDE

## PERSONAL NOTES

Why is a Positive Mental Attitude important?

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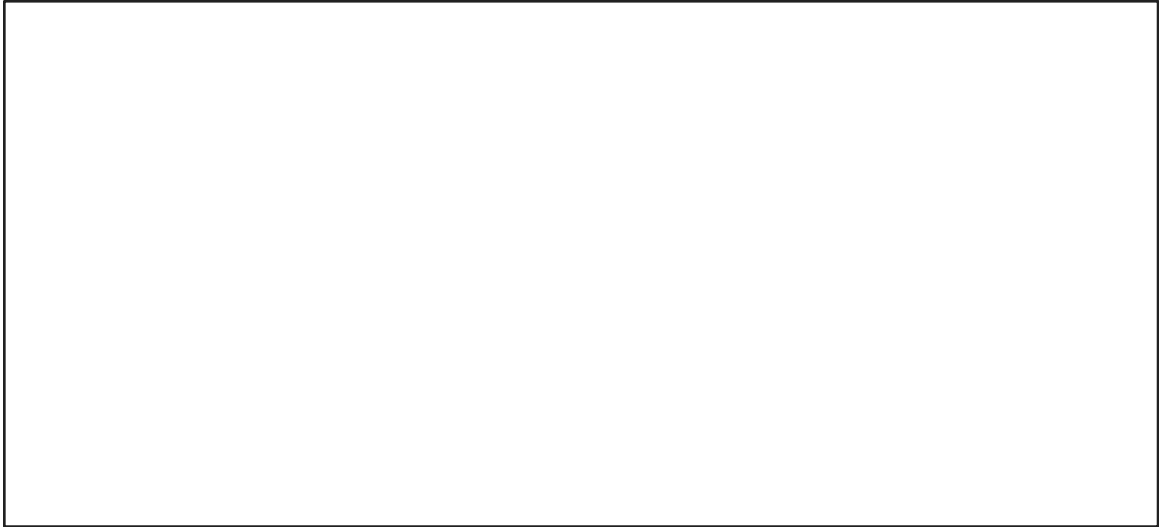
What is a Positive Mental Attitude?

A large, empty rectangular box with a thin black border, intended for writing personal notes in response to the question above.

What are the rewards for a Positive Mental Attitude?

What are the penalties for a Negative Mental Attitude?

What is an internal and external locus of control? How does this affect attitude?



What are some ways in which you can cure a Negative Addiction?



How do we know if we have a Positive Mental Attitude?

## LESSON 6 RECAP: THOUGHTS TO LIVE BY

Nothing great has ever been achieved without a Positive Mental Attitude, which begins with a Definite Major Purpose.

There are many ways in which you can develop a Positive Mental Attitude, including:

- Adjusting yourself to others' states of mind.
- Establishing a system to condition your mind at the beginning of each day.
- Selling yourself to others indirectly, and not arguing with them.
- Building a habit of having a good laugh when you become irritated or angry.
- Starting each day with gratitude for the benefits your adversities have brought you and the day's expected blessings.
- Concentrating on the "can do" portion of all your problems and desires and doing that portion now.
- Changing all unpleasant circumstances into immediate action.
- Remembering that your strength grows out of your struggles.
- Looking upon your life as a continuous education process.
- Becoming more open-minded, patient, and generous with others.
- Expressing daily gratitude for the gift of complete control over your mind
- Accepting all criticism as an occasion for self-examination.
- Not accepting anything you do not desire from life.
- Refusing to permit yourself to worry.
- Keeping your mind thinking of what you most desire.
- Finding and helping someone who is worse off than you are.
- Choosing and emulating someone who is the sort of person you would like to be.
- Using a pleasant tone of voice.
- Writing out this sentence and putting it in a prominent place: *Whatever the mind can conceive and believe, the mind can achieve.*

A Positive Mental Attitude attracts opportunities for success, while a Negative Mental Attitude repels opportunities for success. The final verdict as to what happens to you in life is determined by your mental attitude.



**REMEMBER:**

- ✓ A Positive Mental Attitude (PMA) means you hold a confident, constructive, and forward-moving outlook, regardless of your current circumstances.
- ✓ Your mental attitude is the only thing over which you, and only you, have complete control.
- ✓ it is crucial to maintain a "positive expectancy" – in other words, you assume that things are going to work out.
- ✓ Many people have a "Negative Addiction": it is characterized by an attitude that nothing in life is good. Even when things are seemingly going well, these people still find something to complain and worry about.
- ✓ There are many ways to get rid of a Negative Addiction and develop a PMA. These are provided for you on the next page.
- ✓ You'll know you have a PMA when you have Peace of Mind. This means you're free from fear and worry, you never take something for nothing, you discourage greed and power over others, you always give more than you take, you find benefit in every adversity, you engage in your passions, you pursue a career you love, and you believe in Infinite Intelligence and use its power to help you solve your problems.

## HOW TO GET RID OF A NEGATIVE ADDICTION:

- Acknowledge that your mental attitude is the only thing over which you have complete control.
- Do not speak in a negative manner.
- Pay attention to the thoughts you're thinking throughout the day.
- Find benefit in every adversity you've encountered.
- Close the door of your mind on all past failures.
- Get rid of any influence that doesn't support your Definite Purpose.
- Find out what you want most in life and go after it.
- Think of someone who inspires you.
- Say or do something every day to make someone else feel better.
- Do something good for others.
- Understand that what kills you isn't defeat, but your attitude towards it.
- Figure out what you love to do and do it as a labor of love.
- Help others with their problems.
- Study Ralph Waldo Emerson's Essay on Compensation
- Take inventory of every asset you possess.
- Apologize to people you have wronged.
- Break bad habits.
- Recognize that nobody can hurt you without your consent.
- Don't engage in self-pity.
- Don't try to control other people.
- Give thanks for your blessings.
- Refuse to take anyone's advice unless they give you a good reason to do so.
- Remember: power comes from refusing to accept circumstances you don't like.
- Keep your body in shape.
- Be tolerant.
- Love.
- Return every benefit you receive with one of equal or greater value.
- Don't fear getting old.
- Trust that there are solutions to all problems.
- Rely on the positive examples of others.
- Don't get offended by criticism.
- Align with people dedicated to success.
- Learn the difference between wishing, hoping, desiring, and having a burning desire to achieve your goal.
- Don't talk poorly about other people.
- Have the courage to be yourself.
- Believe in the people you associate with.
- Review this list regularly.

## SELF-ASSESSMENT EXERCISES

It is essential for you to encourage positive emotions as dominating forces of your mind and discourage and eliminate negative emotions. For the next week, monitor your thoughts and emotions.

Carefully record every circumstance under which you express a Negative Mental Attitude (NMA), including the length of time you permit this attitude to prevail. Also, record all circumstances through which you act entirely out of a Positive Mental Attitude (PMA).

You will discover that every form of activity in which you engage a PMA, it will eventually lead to a successful conclusion. You will also discover that every circumstance in which you move under a NMA will end poorly.

**PMA**

**NMA**

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# Lesson

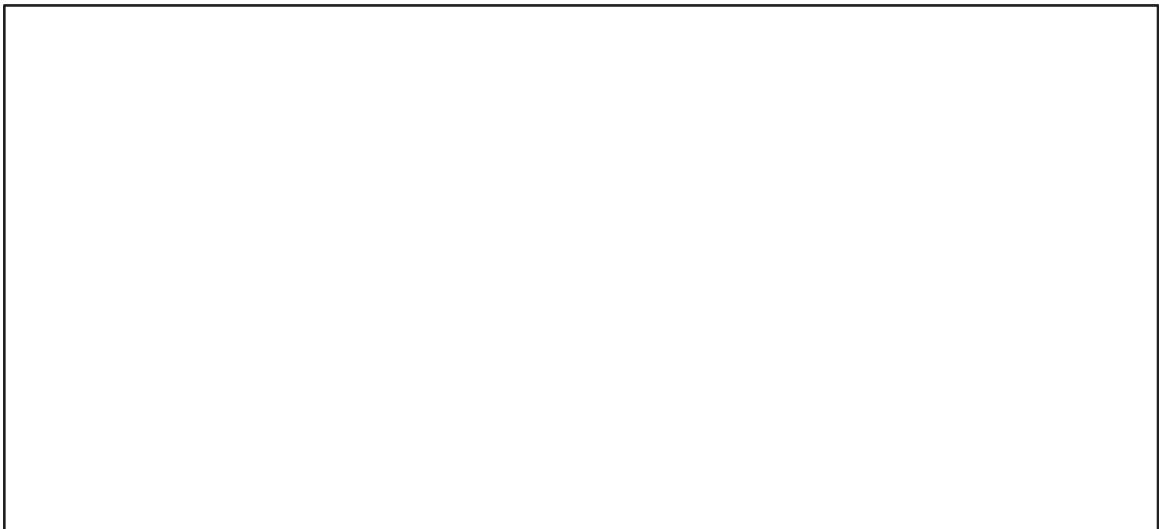
1. Review the list of things you can do to get rid of a Negative Addiction. Pick 7 to 10 and start acting on them immediately. When you feel you've mastered the skill, check the box.

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# HOW TO HANDLE FAILURE & DEFEAT

## PERSONAL NOTES

What is defeat and what is it not?



What did Edison, Jonas Salk and Debbie Fields have in common? What are the types of defeat?

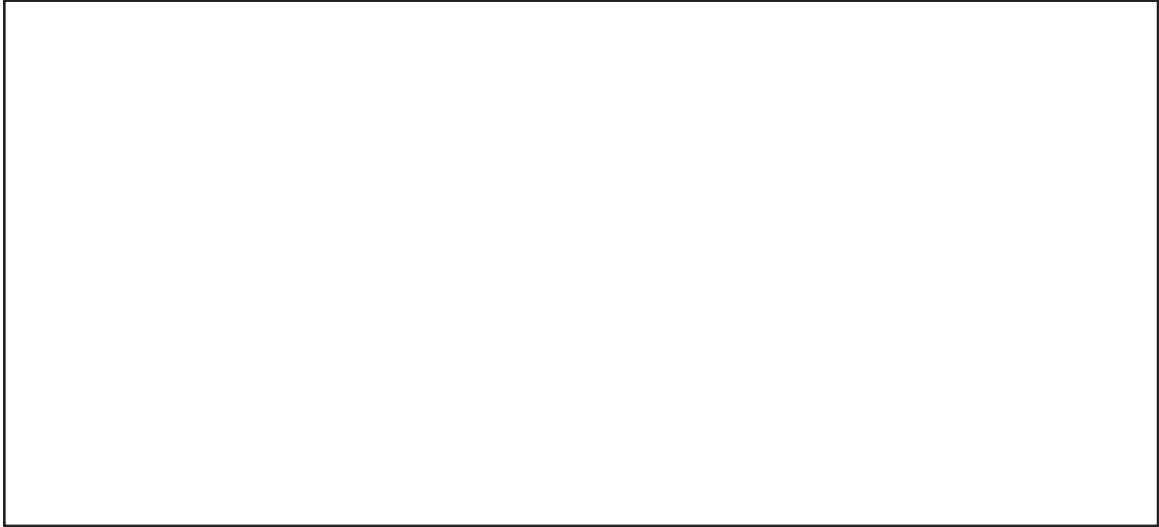


# Lesson 7

What are the major causes of personal failure?

What are the benefits of defeat?

How does the Bamboo Tree analogy play in to how we see defeat/failure?





## LESSON 7 RECAP: THOUGHTS TO LIVE BY

Why do some people always seem to succeed while others always seem to fail? Perhaps the answer lies in their basic attitude toward life and how that attitude influences how they deal with problems and opportunities.

The central theme of the principle may be stated in a simple sentence: While the circumstances of life are such that everyone must undergo a certain amount of temporary defeat, you can find hope in the knowledge that every such defeat carries with it the seed of an equivalent or a greater benefit.

Remember, when you are pushed, tormented, or defeated, you have a chance to learn something. Our wits are put on alert, and our courage blossoms. Defeat is never the same as failure until you accept it as such. The fear of failure is one of the great inhibitors of men and women of all ages.

### **REMEMBER:**

- ✓ Everyone faces defeat. It may be a steppingstone or a stumbling block, depending on the mental attitude with which it is faced.
- ✓ Failure and pain are one language through which nature speaks to every living creature.
- ✓ Defeat should be accepted as a test allowing you to discover the nature of your thoughts and their relation to your definite purpose.
- ✓ You are never a failure until you accept defeat as permanent and quit trying.
- ✓ When you're faced with a temporary setback, you must do 3 things: look for the seed of benefit and cultivate it, don't spend time counting your losses, and find things that make you feel hopeful.
- ✓ When people have low self-esteem, a defeat can punish them. When people love themselves and their purpose, defeat builds resilience in them. If you have a Positive Mental Attitude, you love yourself. You'll react to defeat by determining not to concede to it.
- ✓ In the hour of defeat, many have discovered their true greatness by accepting defeat only as a challenge to try again.

## SELF-ASSESSMENT EXERCISES

Think about your life. Write about a situation that, at the time, seemed insurmountable. Looking back on it, did you gain anything from going through the experience? List the lesson(s) you learned and any benefit(s) you gained for having gone through it.

# Lesson 7

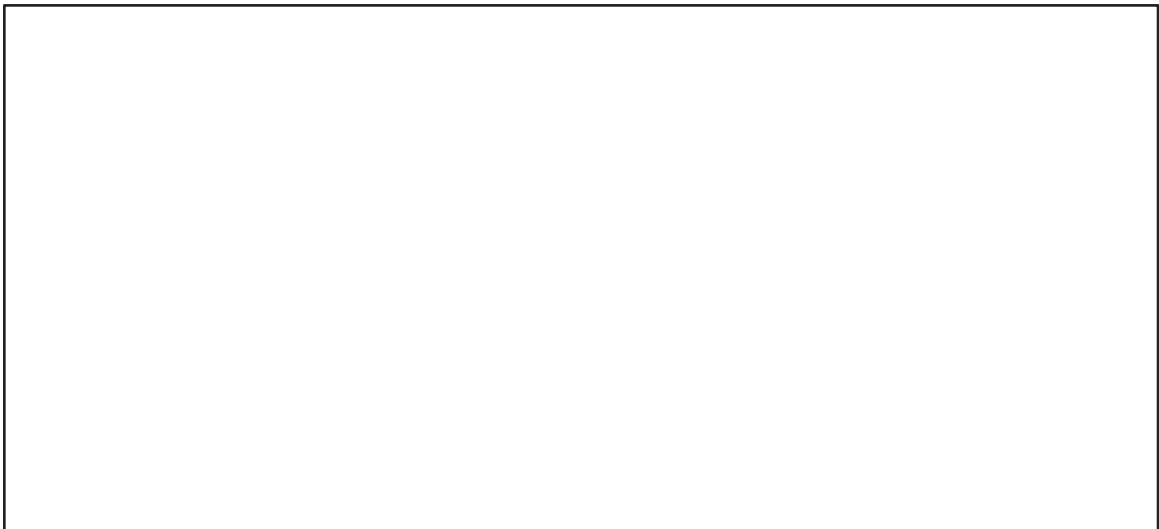
In this lesson, we have given you a list of the major causes of personal failure. Go through them and check off the ones that apply to you. Be honest with yourself. By taking note of which ones apply to you, you can avoid the failure that will inevitably follow if you don't correct them.

Not having a definite major purpose	
Inadequate education	
Lack of self-discipline	
Indifference towards opportunities to advance yourself	
Settling for mediocrity	
Procrastination	
Trying to get something for nothing	
Indecisiveness	
Basic fears (poverty, ill health, criticism, loss of love, old age, death)	
Picking a partner who is incompatible with you	
Being too cautious	
Not being cautious enough	
Poor choice of career/lack of passion for job	
Indiscriminately spending time and money	
Not being able to control your tongue	
Vanity	
Desire for revenge	
Intolerance	
Forming and expressing opinions not based on facts	
Unwillingness to go the extra mile	
Meddlesome curiosity about others' affairs	
Egotism and Vanity	

# PLEASING PERSONALITY

## PERSONAL NOTES

What is a Pleasing Personality?

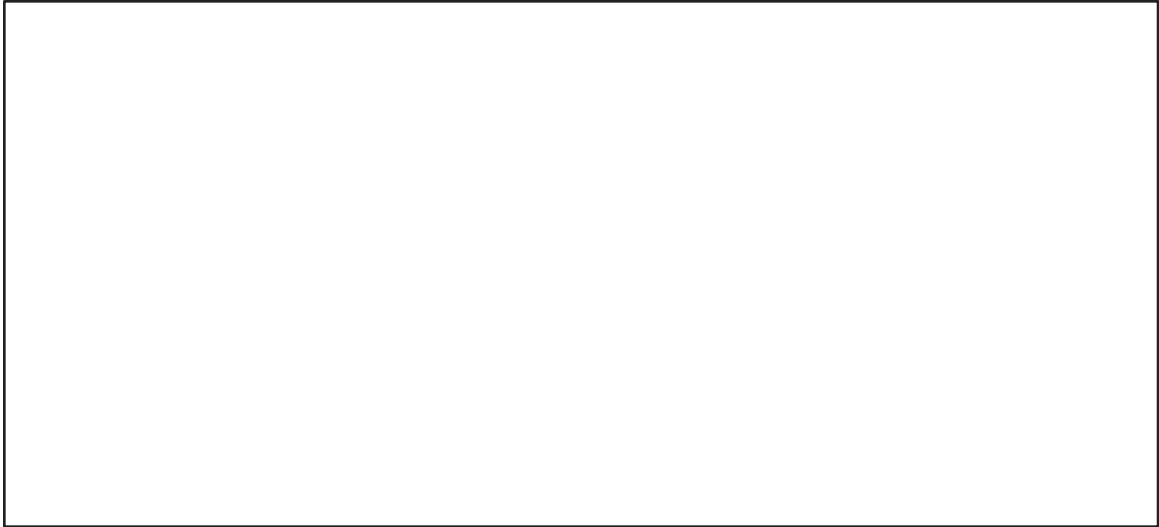
A large, empty rectangular box with a thin black border, intended for taking notes on the question "What is a Pleasing Personality?".

Your personality is your greatest...

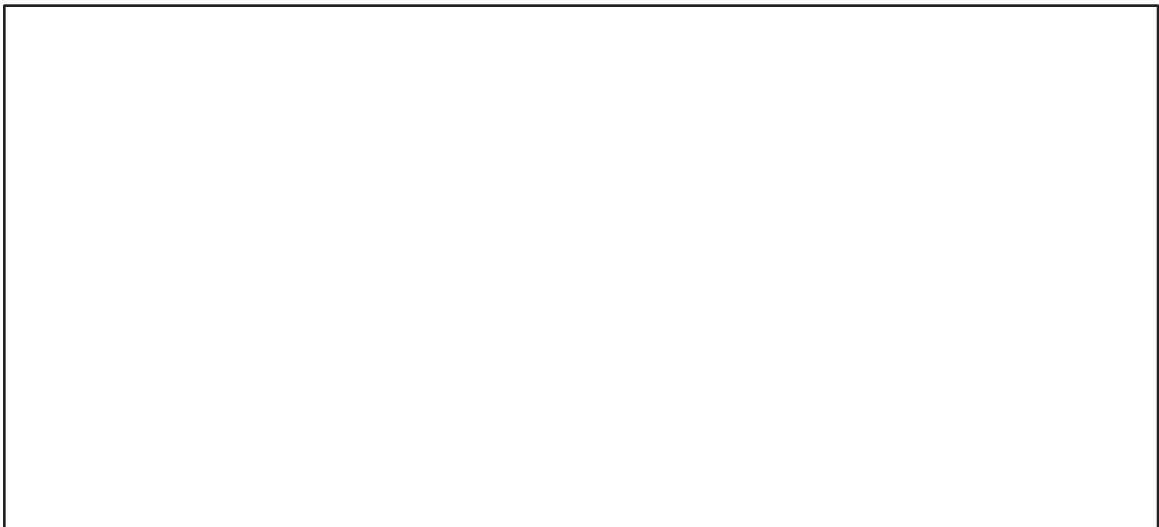
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# Lesson 8

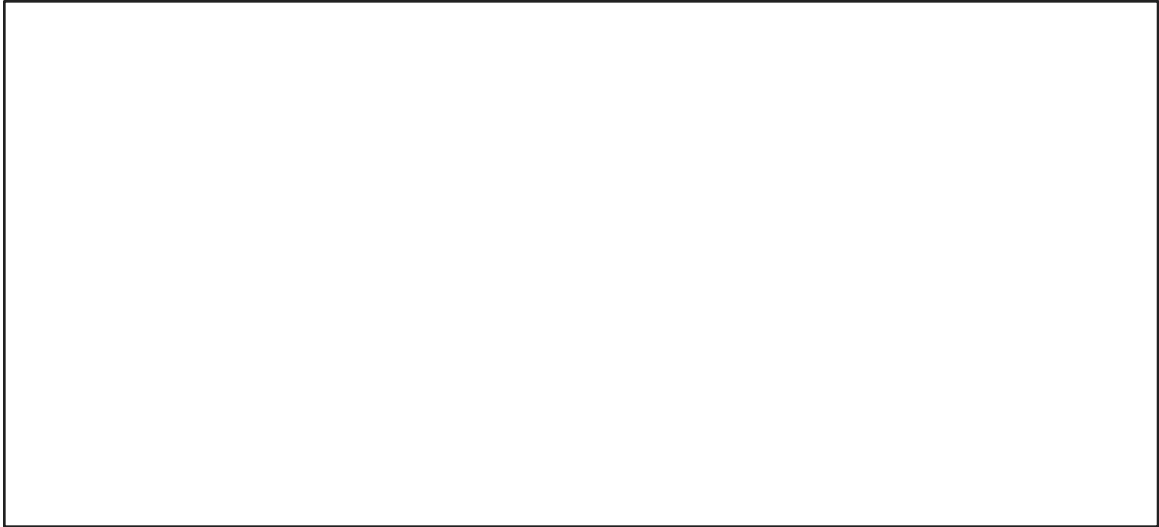
What are the benefits of having a Pleasing Personality?



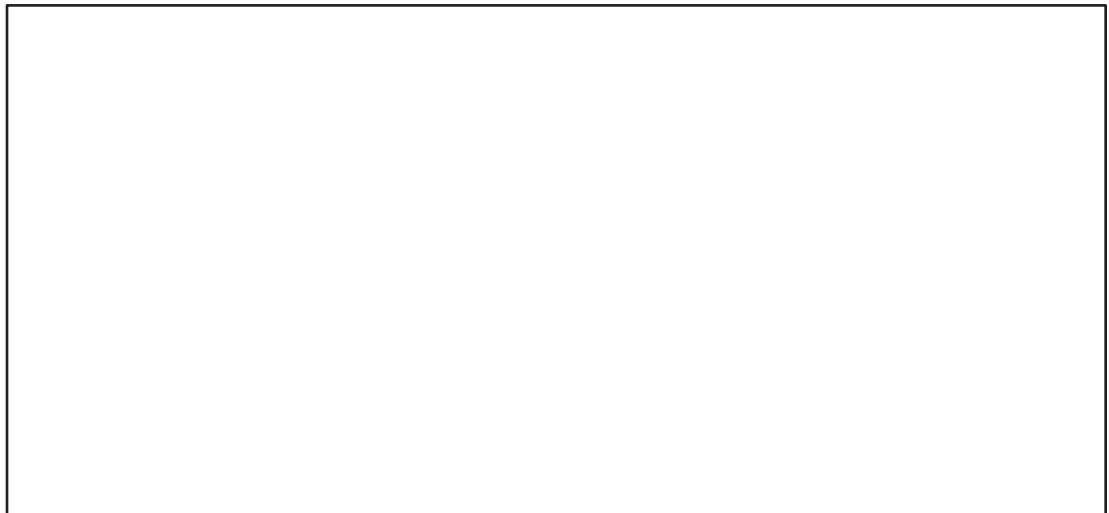
Why is a Pleasing Personality an asset?



Explain the relationship between Pleasing Personality and Positive Mental Attitude?

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Explain the characteristics of a Pleasing Personality:

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# Lesson 8

Flexibility:

--

Sincerity of Purpose:

--

Promptness of Decision (Decisiveness):

--

Basic Courtesy:

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Tactfulness:

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Tactfulness:

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# 8 Lesson

Radiating Happiness

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Positive Facial Expressions

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Tolerance

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Faith in Infinite Intelligence:

A large, empty rectangular box with a thin black border, intended for a response to the question 'Faith in Infinite Intelligence:'.

Honesty

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Interest in Others


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# Lesson 8

Control of Temper



Humility



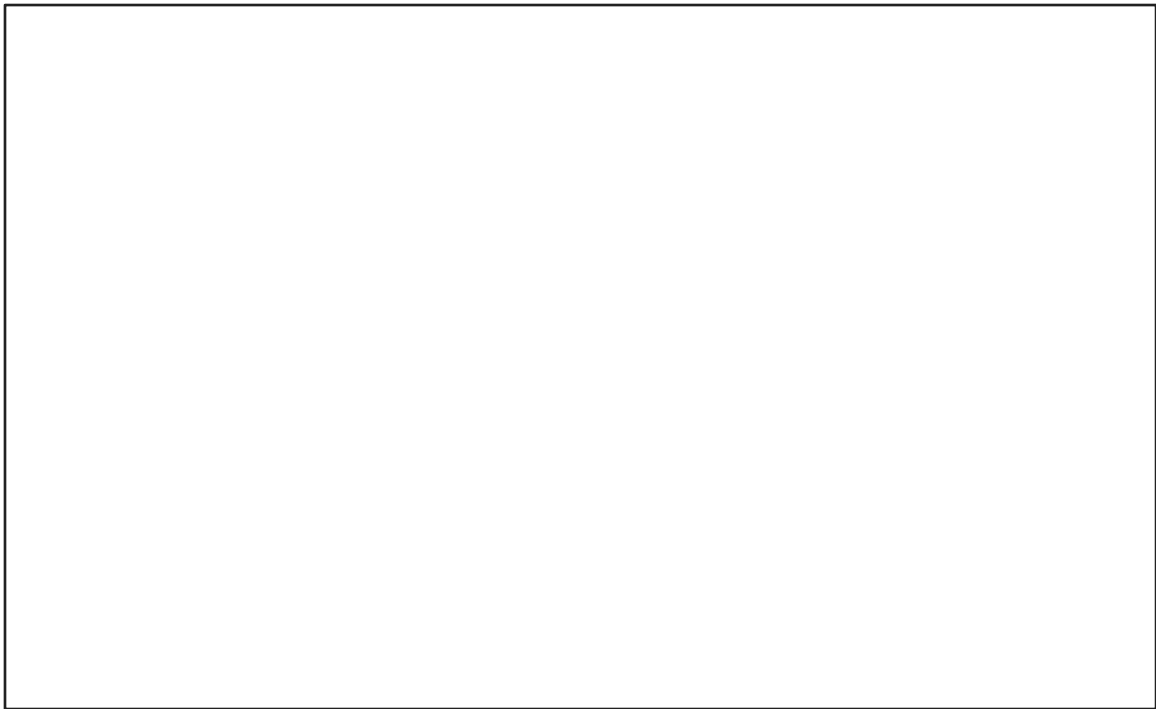
Self-Discipline



Ability to Shake Hands

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What is the most valuable skill?

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## LESSON 8 RECAP: THOUGHTS TO LIVE BY

Your personality is your unique trademark. It determines your success or your failure in selling yourself. It consists of many factors, all under your control. The most important factor is your mental attitude, which must be positive to attract others to you. Other important factors include flexibility, ability to control and direct your enthusiasm, and sincerity of purpose.

Check yourself against these obstacles to an attractive personality: interrupting others, sarcasm, vanity, being a poor listener, insincere flattery, finding fault, challenging others without good cause, giving unsolicited advice, complaining, attitude of superiority, envy of others' success, and poor posture and dress. If you're not liked, there is a reason, and you can correct it.

Developing an attractive personality takes daily action towards improving pleasing traits and eliminating displeasing traits.

### **REMEMBER:**

- ✓ A pleasing personality is the sum of all the agreeable, gratifying, and likable qualities in any person.
- ✓ A pleasing personality motivates others to help you reach your goals because it helps you attract cooperation from others and prepares the way for profitable alliances.
- ✓ Your personality is your greatest asset or your greatest liability.
- ✓ A pleasing personality is closely related to Positive Mental Attitude – it ensures you maintain a PMA.
- ✓ There are many benefits to having a pleasing personality: it builds self-reliance, helps turn defeat into success and makes others like you.
- ✓ The most valuable skill a person can have is the ability to influence others without irritating them.

## SELF-ASSESSMENT EXERCISES

1. Analyze yourself carefully to see which of the following obstacles to a pleasing personality you may possess. Be honest, as the point of this exercise is to create self-awareness – by learning what your obstacles are, you can then take necessary steps to remedy them in your daily interactions with others.

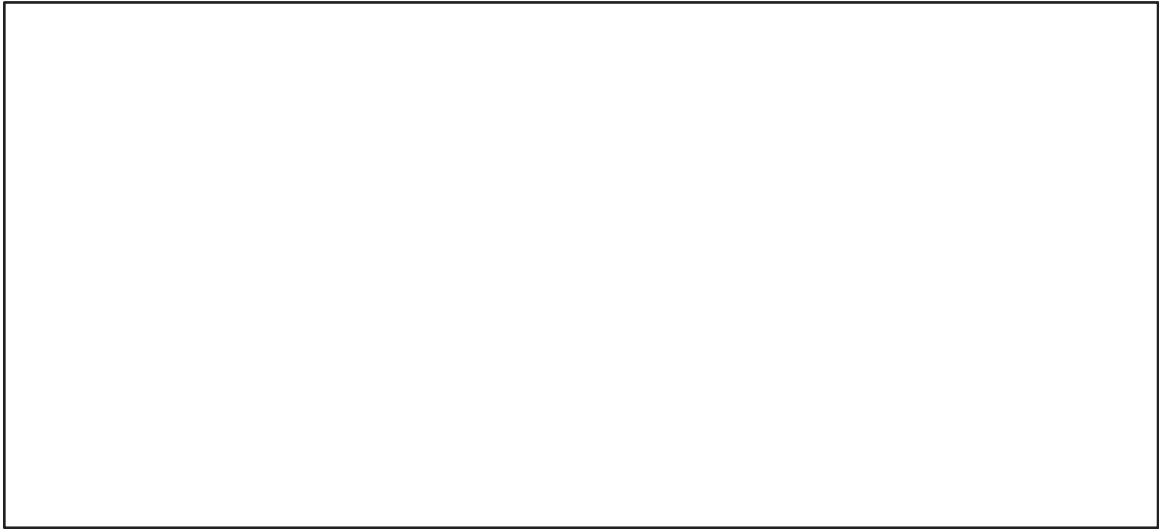
Negativity	
Inflexibility – losing your cool when a situation or circumstances change	
Insincere – cheating, stabbing others in the back, gossiping about others	
Indecisiveness – overthinking important decisions	
Uncourteous – not helping people, being selfish	
Lack of tact/rudeness	
Interrupting other people when they speak	
Constantly talking about yourself	
Asking useless questions to make others feel dumb	
Getting too personal too quickly	
Bragging	
Offering unsolicited opinions	
Continuously challenging other people	
Criticizing others	
Not being able to control your tongue	
Vanity	
Desire for revenge	
Intolerance	
Losing your temper	
Not smiling often	
Intolerance of others	
Dishonesty	
Lack of interest in others	
Arrogance, vanity, and egotism	
A weak handshake	



# MASTER MIND ALLIANCE

## PERSONAL NOTES

What is a Master Mind Alliance?

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Why do you need a Master Mind Alliance?

A large, empty rectangular box with a thin black border, intended for the user to write their response to the question "Why do you need a Master Mind Alliance?".



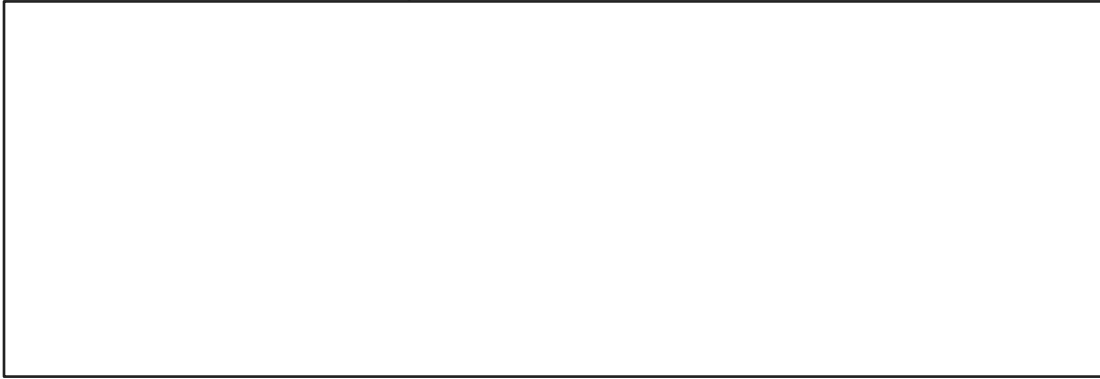
# Lesson 9

How do you form a Master Mind? Describe the steps:

Determine your purpose:

Select members of the alliance:

Determine rewards and compensation:

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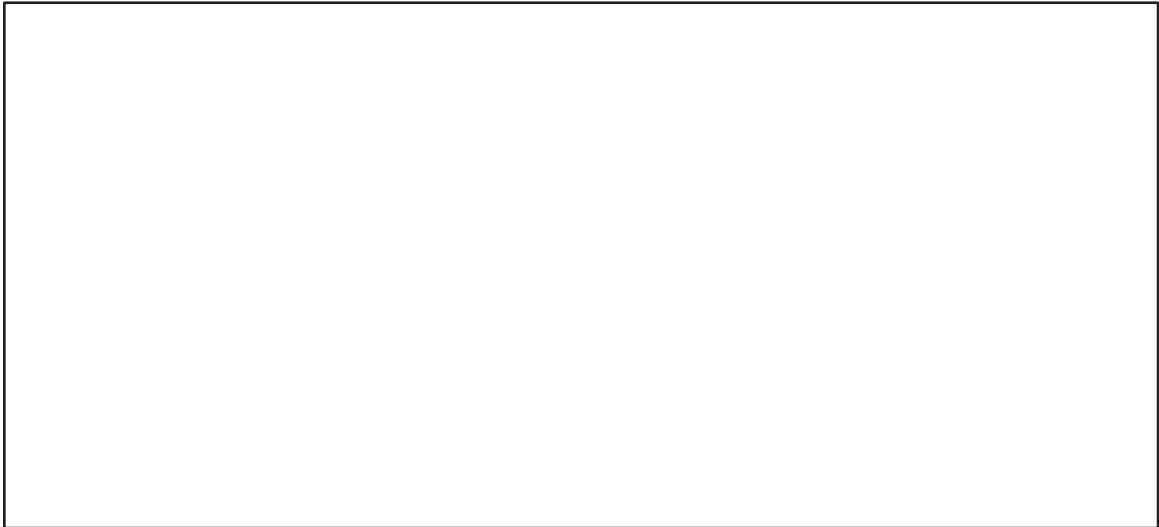
Set a time and place for meeting:

A large, empty rectangular box with a thin black border, intended for writing or drawing details related to setting a time and place for a meeting.


# 9 Lesson

How do you run a Master Mind Alliance?

What are the General Benefits of a Master Mind Alliance?



What are the Psychological Benefits of a Master Mind Alliance?



## LESSON 9 RECAP: THOUGHTS TO LIVE BY

Napoleon Hill states that no one has ever achieved lasting success without applying the Master Mind Principle. Through a Master Mind Alliance, you can appropriate and use the full strength of the experience, training, and knowledge of others just as if these characteristics were your own.

You may have ideas that you would like to carry out, but you do not have the courage to try because you feel that you lack certain skills and resources. A Master Mind Alliance can remove your limitations.

Nobody's mind is complete by itself. Richness of mind, in its fullest sense, comes from the harmonious alliance of two or more minds working towards the achievement of some definite purpose.

### **REMEMBER:**

- ✓ A mastermind alliance consists of two or more minds working actively together in perfect harmony toward a common definite objective.
- ✓ With a Master Mind Alliance, you can accomplish in one year more than you could accomplish in a lifetime on your own.
- ✓ Forming a Master Mind Alliance requires setting a purpose, selecting the members of your alliance, determining rewards and compensation, and setting a time and place for meeting.
- ✓ The general benefits of a Master Mind Alliance include that it helps your rise above mediocrity, reduces your chances of failure, and it can make you a genius.
- ✓ The psychological benefits of a Master Mind Alliance are that it stimulates you to a higher degree of courage, prepares you for faith, alleviates fears and doubts, and connects you to the subconscious minds of others.
- ✓ One point of importance is that harmony must exist among the members in a Master Mind Alliance. Without harmony, the alliance may be nothing more than friendly coordination of effort.
- ✓ The Master Mind Alliance is the highest form of creative effort known to humankind, and its potentialities stagger the imagination.

## SELF-ASSESSMENT EXERCISES

When a person surrounds themselves with the advice and personal cooperation of others, they are uplifted with greater knowledge, support, and energy. List individuals you know who you could approach for such support. If you do not know any, list the qualities you'd be looking for in such people.

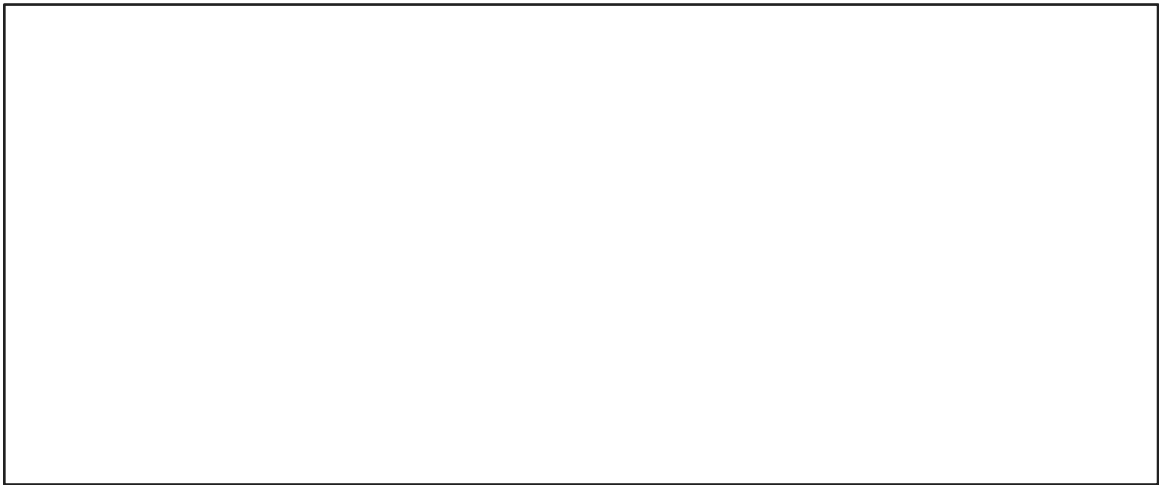
# Lesson 9

What steps will you take to approach and/or find people to support you in reaching your Definite Major Purpose?

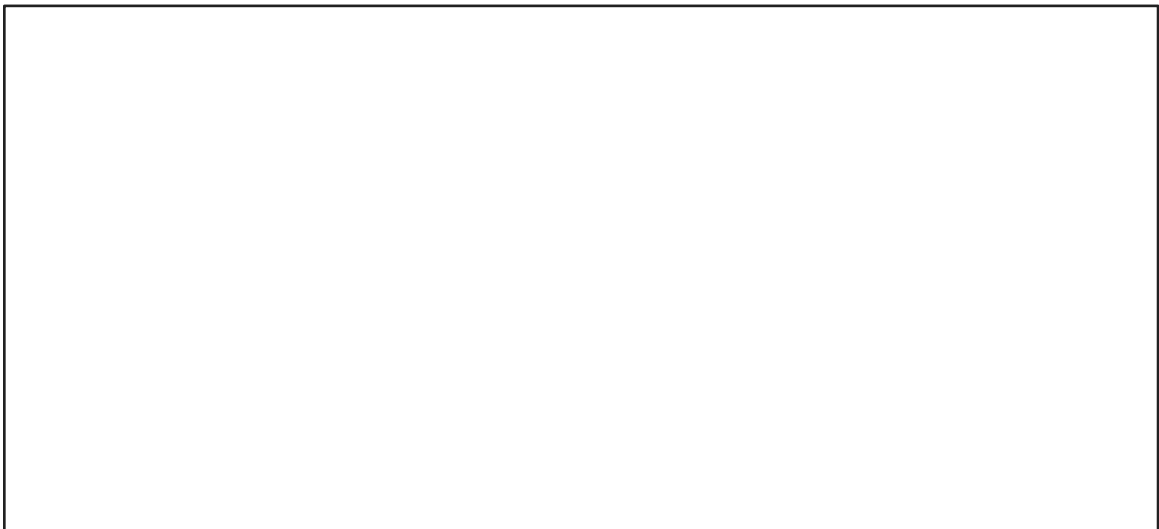
# CONCLUSION

## PERSONAL NOTES

Discuss Napoleon Hill's statement: "Our brains become magnetized with the dominating thoughts which we hold in our minds, and through means by which no one is familiar, these magnets attract to us the forces, the people, and the circumstances which harmonize with our dominating thoughts... and luckily, we have the power to control our thoughts."



How do we shape our future?





# Lesson 10

List the principles we've discussed throughout this course?

1)

2)

3)

4)

5)

6)

7)

## LESSON 10 RECAP: THOUGHTS TO LIVE BY

Think and Grow Rich teaches you that your thoughts and your habits control your environment. Your environment doesn't control you.

Napoleon Hill says that "Our brains become magnetized with the dominating thoughts that we hold in our minds, and by means through which no one is familiar, these magnets attract to us the forces, the people, and the circumstances which harmonize with our dominating thoughts...and luckily, we have power to control our thoughts."

He also states that Nature has built human beings so that through our five senses, we have control over our thoughts.

Either you take possession of your mind and direct it toward the attainment of your goal, or your mind will take possession of you and give you whatever circumstances life hands out to you. You will either be the victim of circumstances, or the victor.

### **REMEMBER:**

- ✓ You do not need a special environment or circumstances to help you achieve our goals... you can create these yourself by taking possession of your mind.
- ✓ If you learn to control what goes into your subconscious mind, it will draw to you the circumstances, situations, and people you need to create an environment conducive to achieving your Definite Major Purpose.
- ✓ You may be the victim of negative circumstances, and as such, you experience limitation and lack, and believe that life is a struggle. Rest assured, you can still do great things once you learn to control your mind.
- ✓ Human beings are the only creature with the power of breaking old habits and creating new habits. We are not chained by instinct.
- ✓ By following the principles outlined in this course, you will gain control over your environment, and change your red filter to a green filter.

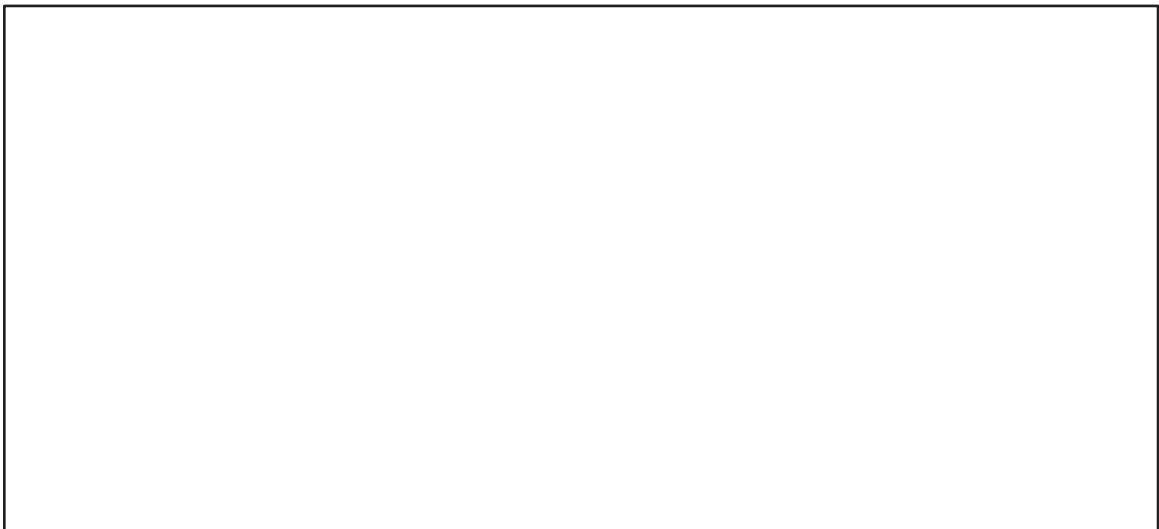
# 10 Lesson

Discuss how you are going to use the following principles to take control of your environment.

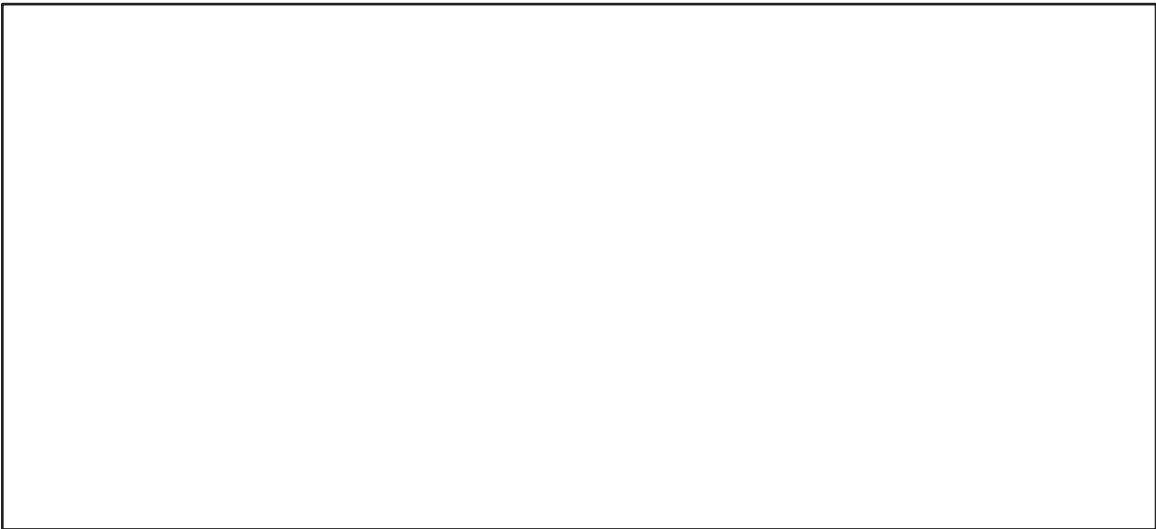
## Definiteness of Purpose

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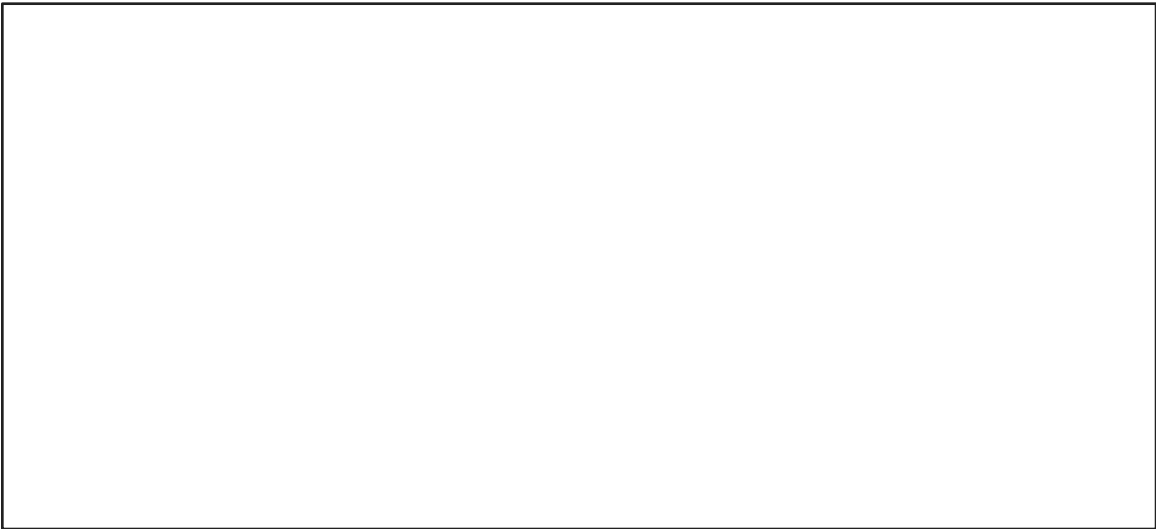
## Faith

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Going the Extra Mile

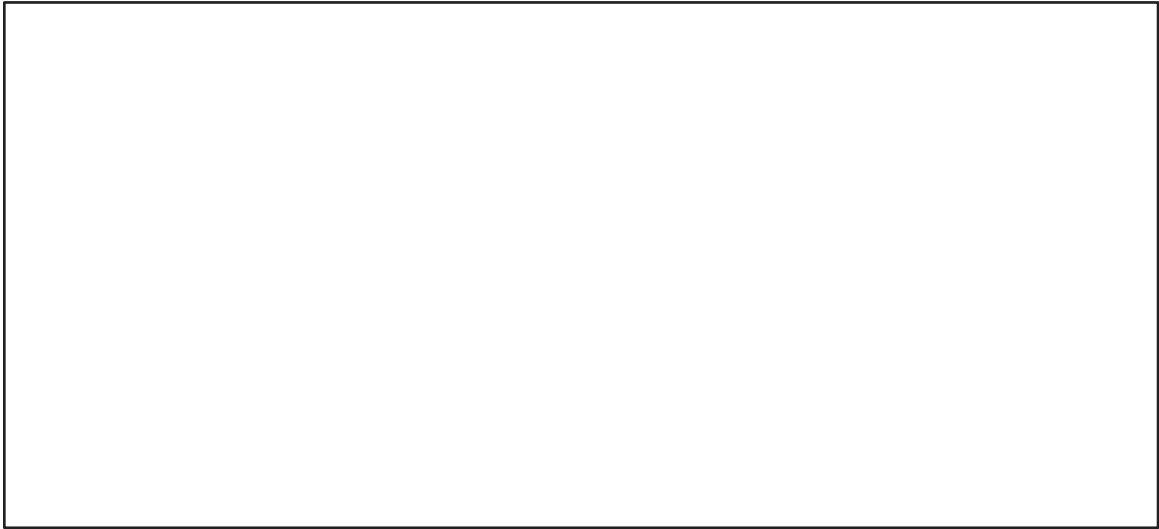
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Positive Mental Attitude

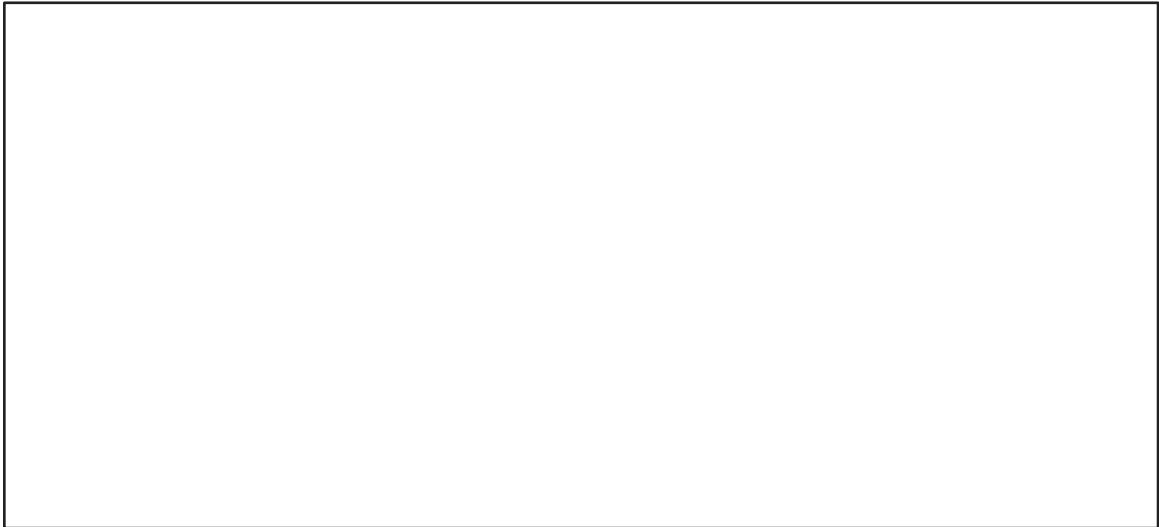
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# Lesson 10

## Handling Failure and Defeat



## Pleasing Personality



Master Mind Alliance

