



How to Grow SUCCESS

UNFOLDING YOUR TRUE SUCCESS

Containing Metaphysical
Principles of Attracting Those
Things You Desire

by Elizabeth Towne. 1904

© 2004 - 2008 Romelia A. Macias.

All rights reserved
www.how-to-grow-success.com

Living Success
Reforma 43-3
Centro
Queretaro, QRO 76000
MEXICO
Phone 011-52 (442) 212-2240
011-52 (442) 120-9245

Introduction

How to Grow Success

This e-book is formatted for your easy reading. You can read the entire text on the left-side of the page (the wider column). Then you can go over the **bold** text which I consider to be the most important points. Read the right-side of the page (the thinner column) for a quick reference. You can re-read this side slowly, meditating on each “thought” and practicing each exercise as recommended.

I recommend you read one chapter at a time and let it sit for a few days. Then re-read it. You will find new meaning to Elizabeth's message.

Though the language in the text is over 100 years old, it's wisdom is timeless; and adds flavor to the content. The Glossary at the end of the e-book will help you find meaning to the words.

Savor every part of this book, read it with an open heart and mind, the rewards will be **endless**. You will be glad you did. The hidden and profound truths with-in you will become apparent and you will feel and see the changes taking place before your very eyes!

I know you will grow into your own success!

My warmest wishes,

Romy Macias

©2004 - 2008 Romelia A. Macias.

All rights reserved.

www.how-to-grow-success.com

Publisher

About the Publisher

Hi, my name is Romy Macias, and I welcome you on this journey we are about to take together: You, Elizabeth and I.

My own growing success began a few years back when I decided to search for a new profession that would take place of my present one. I am a professional ballet dancer with the City Ballet, here in my home town of Querétaro, Mexico. I wanted to discover another "passion" as I neared retirement.

I've grown success in several areas and consider myself always learning and growing.

I'm retired from a successful career as a professional ballet dancer and am invited back on occasion to do character pieces as a guest artist.

I enjoy good health, and I'm open to learning more about Bach Flower Therapy and alternative forms of healing.

I like to meditate and find it rewarding (fruitful in gardening terms!).

I love spending time with my 3 grown children, Sofia 24, Diego 21 and Pablo 17.

I found spiritual abundance through meditation and loving relationships with family and friends.

I found comfort and inner peace even through the "dry patches" of my life.

I found Elizabeth Towne's wisdom resonated profoundly in my heart.

I wish for you the best on this exciting path into your own growing success!

Romy Macias

©2004 - 2008 Romelia A. Macias.

All rights reserved.

www.how-to-grow-success.com

To love..... Dedication

...The kind that "shines in her face, beams from her eyes and impels every action."

To you who has taught me priceless life lessons, who has inspired me to love more deeply, more consciously... with "definite purpose", responsibility, integrity and truth... I am eternally grateful to you.



Table of Contents

Chapter I	Success What It Is Success Is Alive You Must Love Good Will	1
Chapter II	The Essentials	6
Chapter III	Never Fear Fear	8
Chapter IV	Money Making	9
Chapter V	Discouragement	13
Chapter VI	United We Achieve	16
Chapter VII	I Want and I Am	18
Chapter VIII	How to Be Wealthy	23
Chapter IX	Factors of Success	27
Chapter X	To be Square	32
Chapter XI	One Thing at a Time	38
Chapter XII	Joy Words	43

Destiny

In the Gulf Stream of some great desire,
Know that thy life-trend rhythms to the mighty flow
And ebb of Life's full ocean. Also know
Each outreach of thy soul bears deep the seal
Of cosmic impulse, eons old. That thing,
Heart-hungry, every fiber thrills to reach,
Hath sought thee down the ages, hungering, too;
In the birth-travail of this, thine ideal,
Dumb longing of the centuries finding speech.
Hunger is prophecy. Take heart; and fling
Doubt and despair forever from thy view.
Thy longing is the covenant cloud and fire
Forever faithful twixt thy goal and thee.
Fate follows faith. Desire is- Destiny.

-Esther Harlan



Chapter 1

Success What It Is

Success is not money, nor is it fame. The King in the ancient fable turned to gold all that he touched, and starved to death. The "Sick Man of the East" has wealth galore and world-wide fame, but so abjectly afraid is he that he is never a moment alone; never tastes a dish that has not first been tried on a menial; and springs to his feet with pistol in hand if his best friend across the table happens to make a quick movement. Money and power he has, but not success.

SUCCESS is liberty to command, coupled with a clear conscience and loving heart. William Gladstone was a success. Abraham Lincoln was another. Few people attain so complete a success as theirs. Jesus of Nazareth was a success, though most people imagine he was "poor." He was not. He wore seamless robes and fine linen and fared sumptuously in many elegant homes, *where he was more at liberty to command than were the masters themselves.* Nothing was too good for Jesus. To own all those homes would be a burden Jesus was too wise to assume. Liberty to command must not be overworked, lest it cease to be liberty and become the drudgery of *taking care* of things.

A successful man is not necessarily a rich one, but he is a man who can command *all his desires.* Among money kings, it is said J. Pierpont Morgan is not rated a very rich man. But he commands more money than any other man in the world. It is said men confide in him because of his fine business sense, gained by *using his own* judgment; and because "*he does exactly what he agrees to.*" He never asks advice and he keeps his mouth shut unless he has something special to say. Then he says it, in the simplest and fewest words possible. This is concentration, the mode of success.

Money is not success, but success *includes the power to command money.*

Success includes the liberty to command money enough to gratify all one's aspirations to better one's

"SUCCESS is liberty to command, coupled with a clear conscience and loving heart."



"Money by itself is not success, but success includes the power to command money."

own condition, and the conditions of those dependent upon you. This does not mean that success includes money enough to enable you to outshine your neighbor. *No human with that aim in life was ever successful, or ever will be.*

Not to *out-shine*, but to shine upon your neighbors, is the successful person's mission.

Success is Alive

It germinates, sprouts, and grows. It grows first underground; in due time it appears and keeps on unfolding.

It is just as easy to grow success as to grow potatoes. Yes, it is easier: for success will grow *out* of potatoes, and *it will grow where potatoes won't*. There is not a spot on earth, or in heaven, or hell, that will not serve to sprout success in - not one. Success may outgrow a place and need transplanting; but it will *sprout anywhere*.

And at any time. Potatoes must be started at a certain time. The time to plant success is NOW.

You plant potatoes and you *know* they will grow. You go off and do something else while they germinate and sprout. You can't see them grow but you KNOW they are growing, and while you are working away at other things you have a nice little warm glow in you heart, over the fine crop that is coming on out there in the tater patch. You *love* that patch. You planted it just as well as you could, with the best seed potatoes, and you are proud of it, even before there is the first peep of green. When that comes your love increases. You hoe every hill carefully and you take good care of the bugs.

In due time you exhibit some of those spuds at the State Fair and you get a prize. And at last you *command more money* for your potatoes than others get for theirs.

Now do you imagine you had no success until you got the gold for those potatoes? Then you are greatly mistaken. You *planted success* with every blessed tater hill. You loved it and beamed on it, hoed the weeds away, picked the bugs off, and *reveled* in success all summer long. You *lived on success all summer*.

"Not to out-shine, but to shine upon your neighbors, is the successful person's mission."



The time to plant success is NOW."

Perhaps you say, "Oh, that is a very pretty picture but *my* potato patch was a failure." Then you planted failure with your potatoes. When you were plowing and planting and hoeing you were telling yourself all the time that "there is no use - *nothing* ever did well for you - it seemed to be your lot to drudge and pinch and worry along and never have anything - there is John Smith over the way - *he can* take it easy and have fine stock and hire men to do the drudgery while he rides around and bosses - and here *you* are - everything against you - damn the stones on this land anyhow - your spuds never do well - ground is no good - why can't you take it easy like other folks?" And so on, ad infinitum, *ad nauseum*, your mind meanders, while you, with less than a half a heart get through the "drudgery" any old way - just so you get through.

Potatoes are not the only thing planted. You planted *thoughts* in every hill. You *cursed* every hill you planted - cursed it with mean thinking. You planted *failure* and you will reap ditto. Every idle thought will bring its meed of *failure* and subtract from money that might have been yours.

It takes the finest seed potatoes, good land, and *thinking to match*, to insure a good crop and good prices.

The successful man puts his thought *into* his work. The unsuccessful one turns his thought *away* from it as if when he was supposed to be watering his garden he should turn the stream over the fence into the road, leaving his garden dry and gasping.

You Must Love

You must love and think about your work if you are to make a success of it and make it pay. "Blessed is that man who has found his work." If you are doing work you dislike, you will not succeed.

Get into line with a work you do love something in which you can express yourself.

If you think you must remain where you are then put your interest, your love, yourself, into that business. One touch of *yourself* will make business go. A young man laid in coal, opened shop, placed his ad in the local

"The successful man puts his thought into his work. The unsuccessful one turns his thought 'against' it..."



"You must love and think about your work, if you are to make a success of it and make it pay."



"If you think you must remain where you are then put your interest, your love, yourself, into that business."

paper and sat down to wait for customers that did not come. When he went home to dinner one day his wife remarked that she had a headache which had been aggravated by the noise of putting in coal at the next house. That young man went to the newspaper office and added a line to his ad - "Coal delivered without noise!" He delivered his coal in sacks. Yes, delivered it. One touch of himself did the business and he was customer less no longer.

A man's success is measured on the unseen side by the amount of LOVE he feeds his work with; and on the *seen* side, it is measured by money.

I do not mean that the amount of money a man manages to corner by fair means or foul, his own or his family's, is the measure of his success. Not at all. But the amount of *real love* a man puts INTO his work determines exactly the amount of money he or some other man can get out of it. If he respects himself and *the rest of mankind* - if he *knows that justice rules NOW*, - really *knows* it - he will himself get the money. If he "knows just what mean and grasping liars people are," he attracts people who will rob him of the money due from his work. But in either event, HE is at the bottom of the whole business.

The individual is Lord of his own circumstances; circumstances and other men are puppets in his hands. As a man realizes this he moves circumstances and people at will, *by pulling the right strings in himself.*

You must love people in order to be able to move them. You must be able to see them *as they see themselves*, and you must meet them *heart-ily*. Love is not sentimental gush; love is not a self announcer. Love is divine-emotion - that which *moves outward* from the point where the Universal meets the personal. Love manifests in the person as pure GOOD WILL. It shines in her face, beams from her eyes and impels every action. The successful woman is a woman of pure GOOD WILL.

Remember, **Success is the liberty to command, coupled with a clear conscience and loving heart.** In proportion as a man is possessed of *Good Will* his conscience is clear. Good Will is the outward-moving power of a loving heart.

"You must love people in order to be able to move them."



"Love manifests in the person as pure GOOD WILL."

Only such a heart ever has liberty to command.

In proportion as a man succeeds in *letting* Good Will flow outward to each person, thing or circumstance with which he comes in touch, in that proportion will he be able to *influence* persons, things, and circumstances according to his will - his *Good Will*, which is just to all.

The art of succeeding is the art of *concentrating Good Will*, and *using* it for definite purposes. He that *doubts* and yet does, directs *Negative Will*, not Good Will, and he is condemned in his own soul. Not only that, but he will reap outwardly what he has sown - *Evil Will*.

Good Will

Good Will must go out to all mankind, collectively and individually. A simple grudge is a "worm in the bud" of your success. Send out such positive, definite, *personal* Good Will that grudge finds no room to grow by eating out *your* heart and success. It is - *your* grudge that has the power to destroy your success - your grudge against person, place, work, or "fate." **Spray your soul daily, hourly, with Good Will; and withhold not the spray from your neighbor.**

Chapter II

The Essentials

The essentials of success are these:

1. **Good Will** toward all. This includes justice, honesty, a clear conscience and loving heart.
2. An **Aim** ; a stake to be reached.
3. Eternal **stick-to-it** -iveness.
4. Concentration of *thought* and *effort* upon the *details* of reaching the stake set.

A person's aim in life is the *reflection* of his own **opinion**. A man with a pretty low opinion of himself has no aim at all. He feels merely a fallen twig borne helplessly on the bosom of life. Wake up, exalt yourself, and set your stake *just as high as you dare*. Then, as you find you can face your stake with a feeling that you are really going to make it after all, congratulate yourself upon your soul stature, and *move your stake higher*.

Listen to what somebody of the name Buxton has said about the third essential to success.

"The longer I live, the more I am certain that the great difference between humans, between the feeble and the powerful, the great and the insignificant, is **energy, invincible determination** , - a purpose once fixed, and then death or victory! That quality will do anything that can be done in this world; and no talents, no circumstances, no opportunities, will make a two-legged creature a human without it."

And Ella Wheeler Wilcox says:

"There is no chance, no destiny, no fate,
Can circumvent or hinder or control
The firm resolve of a determined soul."

Good Will toward all.
Goal to be reached.
Stick-to-it.
Concentration of
thought and effort
upon the details.



*"Energy, invincible
determination,
purpose once fixed,
and then death or
victory!"*

Another has said: **“All things are possible to him that believeth.”** And I say unto you, “Go in to win and stick to it.”

Concentration of thought upon the details of getting there: You *can't afford* to waste thought upon grumblings and resentments, against individuals, circumstances, or “fate.” You may imagine you have brains enough to divide between your work and these petty fault findings and resentments, but you have not. *Every idle thought subtracts a definite amount from your success and your cash.* Put your thought into business.

This does not mean you are never to think of anything but business; but it does mean that you are **never separate thought from Good Will** . Whatever you can think of with Good Will will aid you to self-expression; will increase your power.

Concentrate; on the details of getting there. I was once lost above the snow line on a great mountain and had to retrace my steps upward to the point where I had taken the wrong trail. I was so anxious to get to that point that my whole soul seemed to leap upward and away toward that place, leaving me so utterly paralyzed that I was actually unable to take a step. In a few moments I collected myself and *put my thought into the climbing*, when I made the distance easily and quickly.

Where the thought runs ahead like that the will, the real motive power of the body, actually goes out of the body, leaving it unable to accomplish what is expected of it. When you are doing something *put your thought* into it. **Will follows thoughts** and thus you work easily and effectively. When you are relaxed and resting you may without injury let thought take any fight. “Whatsoever thy hand findeth to do, do it with thy might;” that is with *all* of thee - *thought* and will, as well as hands. Work done in this way actually *rejuvenates* the body; while **a scattered mind** scatters or **disintegrates the body** . You are a *unit* - a One. **Work as One.**

“Every idle thought subtracts a definite amount from your success and your cash.”



*Focused Thought
+ Will
+ Work/Action
= Rejuvenation
Scattered Mind
= Death*

Chapter III

Never Fear Fear

Fear is a great bugaboo and like most bogies he is merely a **shadow**. No amount of fear will hinder your success if you will *keep your eye on the stake you have set*, and keep *sticking to it mentally*, fears or no fears. When I ride the wheel I see stones to be avoided. If I look at one and say to myself, "I am afraid - I'll probably run over it" - then I go over it every time. But I may have *more* fear - it may be a larger stone - but if I *say to myself*, "I shall go *around* that," I invariably go around it.

It is the *Word*, the mental statement that determines whether I miss or hit those stones. I have proven by hundreds of careful observations that *fear* has absolutely *nothing* to do with it. I may be scared blue over something; I may not be able to keep my eyes off the obstacle; but if I *affirm* resolutely, "I shall *miss* that" I miss it *everytime*.

Our bodies are just bundles of mental statements, which are being hourly augmented and *revised* by more statements. It is these mental statements that *incite* motion. *Every thought* sends vibrations clear to the tips of the nerves and on out through the personal and universal auras. *Every thought incites corresponding muscular activity*. "Mind reading," is really "muscle reading," as Dr. Parkyn claims.

Fear literally has *no* power over your body except as you *state to yourself* that it has. Deny it - *deny* that fear has power. Make persistent mental statements of what you desire; make them in the face of fear, until fear tucks his tail between his legs and gets off the earth.

Kate Boehme gives this sentence to her students to "concentrate" upon: "I am open on my inner side to the inexhaustible ocean of Divine Love and Power. I flow forth from it and am one with it. All success is mine through the working of its power. I shall succeed in all my undertakings."

Be still and know.

"Keep your eye on the stake you have set, keep sticking to it mentally, fears or no fears."



Repeat through-out the day as many times as possible: "I am open on my inner side to the inexhaustible ocean of Divine Love and Power. I flow forth from it and am one with it. All success is mine through the working of its power. I shall succeed in all my undertakings." "Be still and know."

Chapter IV

Money Making

“Please treat me that I may be useful to the world. I will trust the money to follow.”

All right; you will find the money following; but it will follow such a long way off that you will never see it except in some-other-body's possession.

“Make me useful to the world” is the cry of *self-depreciation*; it presupposes that you are now a weak, useless piece of furniture.

As you think of yourself so the world thinks. Just so long as you carry that prayer in your heart, just so long will you remain weak and useless in you own esteem, which the world will continue to reflect.

The world has an eye to the Main Chance. **If you think you are worth little to the world, the world will not fall over itself to lay its coin at your feet** . It will take all you can give and when you've nothing more to give it will dump the remains in the potter's field. Possibly it may beautify its parks and soothe its conscience with a monument inscribed to you when you are well out of the way. And it may hold memorial services where it will congratulate itself on the bargain it got out of you.

But pay you! - never! Not a cent will you get beyond **what you *really think in your heart* you are worth to the world.**

Ungrateful! Hard! Wrong! Not at all. The world is governed by the **immutable Law** that “as a man thinketh so he is;” and the world is too wise to give gold for nothing.

Every human gets just as much gold out of the world as he *puts into it*. All things are thought made.

Every human must *think his own gold into being* . Or, to turn around that we may get a clearer view, **there is money enough in existence but each individual must *stake his claim and then work it.***

The writer of those lines at the head of this article has

“As you think of yourself so the world thinks.”

never staked her claim. She “trusts” the world to *give* her money ready made in return for services which *she thinks* are of little or no value, but which insists upon giving.

This is the **beggar spirit** pure and simple, and leads down to the depths of poverty. The spirit of **self-depreciation**, of self-effacement; the spirit which regards individual as merely a microbe among teeming millions; the spirit of little *i* and big *YOU*.

The only cure for poverty of mind or body is to educate the individual “little *i*” until he grows up. These pinched conditions are necessary to wake up the individual to his own *I AM*- his “big *I*.”

Every human gets the mental claim she stakes, works, and sticks to.

Who ever heard of a rich man who never *aimed* to be rich? Many a man aims and falls short; stakes his claim and then gives it up because it is “too hard work,” or “fate is against him;” but not one ever “makes his stake” without *first setting* his stake. This is all in the mind, but what is in the mind may, *by persevering effort*, come into visibility.

There are a few people in the world who seem to be exceptions to this rule. But you may depend upon it; they only *seem*.

Every blessed accomplished any human being evidences came in the same way- by *desiring* a definite thing and then putting forth intelligent, persistent effort in that direction. If you find a man to whom things “come easy” you may rest assured that in some prior state of existence he has staked his claim and put forth all the intelligent, repeated efforts necessary to work it. He has served his apprenticeship and mastered his art in some previous incarnation. In this incarnation he does it easily and the world wonders. This is just as true of a Carnegie or a Rockefeller or Elbert Hubbard as it is of a musical or an art genius. There is no royal road to anything.

Somewhere, somehow, sometime, every human must learn *all things* by her own persistent effort. And financiering is one of the all things.

“*Beggar spirit... Leads down to the depths of poverty.*”



“*What is in the mind may, by persevering effort, come into visibility.*”

Yes, you **MUST** learn to make money literally to *make* money out of Yourself.

Do you rebel at “**must!**” Well, you might if another compelled you. But it is *the law of your being* which says “I DESIRE it.” And **Desire is the Law.**

You DESIRE wealth - money - the *ability to gratify your desires.*

But you want to cling to your old affectation that money is “filthy lucre” and not as “noble” an object of effort as “the good of mankind.”

Money is the MEASURE of the “good” you can do mankind. Without money you can do nothing - but hire yourself out to some other man for bread and duds.

With money you can do *anything*. What your money cannot give to the world directly, it will enable *you* to give to the world. It will give you Time in which to devote Ideas and Love to the world.

If Desire for money has been born in the midst of your poverty, bless it and cherish it and let it grow up. Don't starve it upon such watery sentimentality pap as “Oh, I *wish* we didn't have to have money. I'd so much rather be doing good to the world than working for money!”

If you were “doing good” that the world *wants* of you it would hasten to pay you money. That's the trouble with folks who are always wailing to “do good” - they want to do good *their* way, never remembering that the World might object to their way. The World is perfectly willing you shall do good to *your* corner as much as you please but until you get your own corner ship shape the World objects to your meddling with it. If you do you'll find yourself on a rocky road.

When you get your own corner cozy and pretty, as an example of what you can do, then the world will come and gaze and ask you to tell how you did it. The World will even offer you \$1,000 or so for a short magazine article on how you did it or how you'd advise folks to do. The World wants the Ideas of a man who has demonstrated something for himself.

No, this is not because the World worships money at all. It doesn't. It worships Ideas and it will give all the gold it has for Ideas *externalized.*

“What your money cannot give to the world directly, it will enable you to give to the world: time, ideas, and love.”



“The world worships ideas and it will give all the gold it has for Ideas Externalized.”

As long as Ideas remain in Imagination they are not worth the second hand clothes and coarse grub of the Imaginer.

Let that Imaginer get a move on and externalize his thoughts and the World shells out in a hurry.

The money you attract is the exact measure of value of the Ideas you have succeeded in externalizing.

If you have invented something or other and sold your Idea for a pittance to somebody else, you needn't grumble because he is getting the money. He deserves it. It is as you had given away or sold your baby at the hour of birth. He has *raised* your child. He has done more than ever you did toward making useful to the World your idea. So he gets a greater measure of money.

If you go about giving your Ideas- a literal piece of your mind - to the World at every turn you will never get beyond the second hand clothes stage. Other people may pick up your Ideas and make money on them. Well, you needn't feel robbed. You were too lazy to do anything but talk.

Some people - the "I want to do good to the World," kind- are prolific of Ideas perhaps, but they let somebody else incubate them and send 'em to market.

Learn to think for cash. Keep mum. Value your Ideas. Take good care of them. Keep your mouth shut so they don't catch cold. When you've given birth to a new Idea, keep your eye on It. Don't let It get away until It is fit to be seen. Then present It to the World for Value Received.

This is a fine art and one that repays care and persistence and all the intelligence you can bring to bear.

To make money you must make Ideas practical to the World.

Making Ideas practical is *Self-expression*. Self-expression is the mode of External life, growth, health, success, JOY.

Go in to win. There isn't a greater, grander, more God-like thing to do than to *make money*.

"The money you attract is the exact measure of value of the Ideas you have succeeded in externalizing."



"To make money you must make Ideas practical to the World."

Chapter V

Discouragement

Now and then discouragement is due to just one cause - **letting the mind run on one thing while you are doing another**. At such time you are a house divided against it-self and you are falling. **You are a stream of energy running in two channels instead of one**, and you are therefore too weakened to accomplish anything on either channel. And you *feel* weak and discouraged. You are practicing **mental scatteredness**, which is the way *not* to live. *You are living in the death part of your consciousness* and your body is *actually* disintegrating while you are doing it. **You are letting go your life, your individuality. You are letting your desire and your will, which are all one force and the only one, spread out all over creation**. You are allowing yourself to be pulled to pieces by conflicting centers of attraction outside you. You have become the puppet of environment for the time being.

Of course it doesn't feel good. It is an unnatural state, a painful state, to be in.

And you don't have to be there a single minute. Only your own ignorance can keep you there.

YOU are a center of attraction, with greater force than is in all your environment. **You can literally pull yourself together and become master instead of puppet**.

And it is the easiest thing in the world to do it, and the most natural. So natural that the tiniest infant can do it, and does it habitually.

LIVING is the art of adjusting one's self to the NOW. Whatever one is really adjusted to one enjoys. **Whenever one is *not* enjoying it is because she is hanging with one hand to the NOW and with the other to the fleeting past, or is straining out toward the future**.

The NOW is the only point one can become thoroughly adjusted to, the only place one can really enjoy. And the only way one can enjoy the NOW is to put *all* of her self

"Discouragement is letting the mind run on one thing while you are doing another."



"The NOW is the only point one can become thoroughly adjusted to, the only place one can really enjoy."

into it, so that there is no straining out in different directions.

One no sooner becomes comfortably adjusted to the NOW than the NOW changes. Well, LET it change and go thou likewise. **Readjust as NOW readjusts.** *Let go* what is fleeting away, accept what is arriving, and GET INTERESTED in cuddling comfortably down into it.

This is something that is *all in your mind*. **Keep adjusting your mind to things as they come.**

Of course you will have a lot of Desires that certain particular things come. Well, every blessed one of those desired things *will* come. Desire is the Index to the Book of Life. Just read the index and smack your lips over the good things that are coming in that big book, and then settle down to *enjoy* every one of the chapters as it comes.

I know lots of folks think they must dip into the last chapter first, and then they lose interest in what comes before and skip slightly over it all. They don't get half the pleasure of the book. **But the Book of Life is a serial story and you can't get at the last chapter first,** fortunately for you. So don't try. Just glance over the index, your desires, and then cuddle comfortably down with each chapter as it comes. **ENJOY IT.** And then enjoy the next and the next.

What is the use anyway in eternally hashing over the table of contents of our lives? Lots of us look backward continually and dwell upon the hard places. Why? Just because we want to be pitied and made much over - because we want somebody to get down with us and wail over the terrible things we have been through. Or if we have been through some nice things we want folks to weep with us because the particular chapter we are now giving the small part of our attention to isn't quite so nice.

It is astonishing how determined we are to weep and make other folks weep over our Book of Life. We are so set on "sympathy" that **we don't even see one tenth of the good cheer and fun frolic and real wit that is so plentifully besprinkling every Book of Life.** We pass over the good things because we haven't half read the NOW chapter.

"Desire is the Index to the Book of Life."



*Practice gratitude
Everyday!*

Then if we have perchance grown tired of looking over the table of contents of our past we go stumbling over the future. We study our Desires assiduously but we *don't believe them*. We fret and strain after them, all the while fearing that the Book will not give us what the Index promises. See! So we fail to make the best of what goes before and we postpone the day of getting to the thing Desire promises, or when we get there we don't half enjoy it because we have failed to *pay attention* to what went before.

Now, this is no joke and no meaningless figure of speech. It is a literal FACT, as solid as any rock that ever grew. You never strive and strain over the table of contents of any printed book - you *never doubt* that it will all be in the book. So you sat comfortably to work at the beginning and read one chapter at a time until you get to the Supreme Climax. **Your desires are just as accurate and trustworthy an index to what is coming.** Then LET it come and *enjoy the vicissitudes by which it comes*. Cuddle comfortably down with the NOW chapter and pay attention to each thing as it turns up. That is the way to GETTHERE. See!

"We study our Desires but don't believe them. We fret after them, fearing that the Book will not give us what the Index promises."

Chapter VI

United We Achieve

Do I believe in turning *all* the attention upon each detail of every day work? Yes. Pour *all* your thought into *this* piece of work until you can do it to perfection and *with joy*. As long as you have irksome tasks or “drudgery” you may rest assured it is because you have not yet put in interested thought enough.

This is the finest “concentration” practice in the world - just to put your whole soul into the one thing you are doing. When you have used this practice long enough you will do the thing beautifully and with joy.

About this time you will find your thought force has flowed into this work and filled it *full* of energy *and is overflowing*. You will take happy little mental flights away from your work; little inspirations will come to you, and always your thought will come back to your work with joy.

Suppose your work just now is “five finger exercises” - learning to use your fingers. If you put *all* your thought into each movement you will make each *accurately*. If you let your mind wander ever so little your fingers follow. Your exercises will be slovenly because your thought is divided and *you haven't enough to bear dividing*. **If you practice with a divided mind it will take you five times as long to accomplish** the art of using your fingers, and you will *never* use them to the best advantage. I hear daily some one across the street practicing scales. She runs one scale nicely because she thinks about it. After that I can read her wandering half-mind in those slovenly, uneven runs. I can tell when she is pleased or not, and I know the very instant she *thinks* of something nice she is going to do when she gets through that hour of “drudgery.” You see her fingers are trying to express a divided mind, so their action is uncertain. And will always be so unless she mends her mind and turns it all into her fingers until her *fingers are full to overflowing*.

*“This is the finest
“Concentration”
practice in the world
just to put your
whole soul into the
one thing you are
Doing.”*

When this happens the thought flows, or overflows, in beautiful fancies which the fingers are ready to express. And *all* is pleasure.

Do you see now what “concentration” upon daily tasks is for? To *fill* your members, the different parts of your body, *with loving intelligence in expressing thought*. The every-day tasks set you in the school of life are the “scales” and “five finger exercises” that you *must* put your *soul* into mastering before that soul *can* express anything more beautiful in the way of life-symphonies.

There is a vast difference between putting *all* your thought into an action until you can do it subconsciously, and **your thought is freed on a higher plane**, and the common way of putting half - or less - of your thought energy into “drudgery,” done in a slipshod, ungraceful fashion, while the main body of your thought goes gallivanting around *where it has no business to be*.

Thought is *vitalizing*, energizing. When you try to work with half your thought switched *off* and *out* of your activities you rob and devitalize your body. To a fully vitalized body every act is *joy*. **Whenever your work is “drudgery” stop short, call your thought home, take three or four very slow, full breaths of fresh air - straighten up to do it! - and then quietly turn all your thought into your actions.** Every time you catch it wandering again bring it quietly, but firmly, back to business. This is the sort of “concentration” that gives **self-command** and fits you to think higher thoughts and fill higher places. And the moment you are ready the omnipresent Law of Attraction will whisk you into place.

“To a fully vitalized body every act is joy.”

Chapter VII

I Want and I am

“I want so many things; or rather I want to be so many things - to be thoroughly healthy, beautiful, magnetic, cultured, a brilliant conversationalist, etc. I want lots of pretty clothes, beautiful things around me, money to gratify my ambitions. **I am bewildered to know what to work at first.** I am a clerk and have so little time to work at these things outside.”

Don't you know the whole human race wants just those things, and don't you know that the whole human race is growing them? And all the unseen powers, the real powers, of the universe are working *with* the human race for the attainment of all that. And all the powers seen and unseen, are working for *your* attainment of them, and working just as whole-souly, steadily and effectually as if *you* were the only creature in all creation. It is the working of these unseen powers in and through you that gives you the desire for such things. It is not *your* desire alone that is calling for these things - it is the whole universe calling *through* you.

And all the powers of earth and heaven, yes, and hell too, will work through you to manifest them. All the powers are working through you *NOW* to manifest them.

You are not a separate and distinct creation rolling around loose in the world. You are a part of The Whole - a part that has its own peculiar position and uses in the economy of The Whole, **and in all creation there is not, never has been, and never will be, a duplicate of you.** If you get misplaced in the world, or if you are not properly polished and beautified it is not you alone who suffers. The Whole travails in pain until *you* are satisfied and satisfying; until YOU *fit in* and glory in your fitness and beauty.

All the universe bestirs itself to help you fit in and be happy. All the beauty of the universe is pressing *OUT* through you into expression. All things that you desire are *welling up* within you, pressed upward by a ceaseless and almighty urge that *CANNOT* be gainsaid.

Want
Be
Do



“All the powers are working through you NOW to manifest them.”

Why there is nothing you ever dreamed of, or hoped for, or longed for even in your moments of wildest imagining, that is not actually pressing, urging to rise through you into visibility - that is not doing its best to well up and transform you and all your environment with its radiant, beautiful flow. **Eye hath not seen, nor ear heard, nor hath it yet entered into the heart of you to conceive the glories that are aching to flow through you and be free.** There is more beauty, and art, and brilliance, wit and wisdom, fine raiment and *money* trying, trying to come upward and outward through YOU, than this blessed world has yet seen.

Whether you believe it or not, *it is true.*

What is more, all these beautiful and desired things *are coming* through you. They are pressing out NOW, with fast increasing impetus.

IT IS TRUE, it is true.

Do you *want* to believe it? **Do you want to help the universe into expression?** Oh, you do.

But there are so many things, and you don't know where to begin. You don't have time for "these other things outside."

Well, *begin right where you are with the thing you are doing NOW.* You don't have to go outside to *let* the beautiful things of the universe come through you. **You don't have to have special times** for beauty culture, or health culture, or wisdom or money growing. Did you ever see a rose tree that had special hours for growing, or a rose that needed special times for improving its complexion or its perfume? No more do you need special times and places for such things. All desirable things well up within you and are radiated, just as the rose's beauty is radiated.

One of the greatest reasons why some people and corners of earth are not beautiful now is because they continually shut themselves up and try to get along any old way while they do up the so-called business of life.

They promise themselves the ease and leisure to be beautiful and enjoy it away off some time in the future. Or, maybe, they just put it off until six o'clock, when the store closes. They try to live all day on business with a promise of what little beauty and leisure they can manage to crowd in after hours. The result is that when

"There is more beauty, and art, and brilliance, wit and wisdom, fine raiment and money trying to come upward and outward through YOU, than this blessed world has yet seen."

six o'clock comes they are literally starved - "too tired to move" - and must take that precious time that they meant to make beautiful, for resting. That is, they must lie down and *let the unseen beauties* rest them.

Beauty is harmony. Harmony may be seen, felt, tasted, smelt or heard. It may affect us through one or all the senses, either consciously or unconsciously. At night we sleep and the fine harmonies of the universe play through us and bring us into tune again. All unconsciously to us. Or, we may **listen to exquisite music and so come consciously into harmony** again. Or we **see a beautiful, quiet place** and *let* ourselves "catch" the harmony there expressed.

In either of these cases, or any other that we might think of, we simply *quit straining* - we quit *promising* ourselves beauty, harmony, at some other time. We LET GO and *enjoy* the harmony that IS NOW. We "vibrate with" the things that are and forget that tired feeling.

That **tired feeling comes from living on promises**. You see, promises point to something just out of reach and to save your life you can't help straining out after those promised good things. **Your energy flows right out in the direction of the promised good things.**

There are good things ahead - better things than any yet beheld. **But, if you keep watching them they will ever keep ahead.** *Your thought FIXES them in the future* and keeps them moving, just as every "tomorrow" is kept moving. I wish I could make you feel, as I feel, how *plastic* the world is and all that is therein, *including time and space.*

It is LITERALLY true that you are what you think, and WHEN you think it. There is really no future, *only as you think it.* **Some people are literally almost made up of the future** - they live so eternally on promises. **Then** there are so **many** poor, downhearted back-number folks who are in the same way nearly **wholly composed of the past.** Barely do we meet one who is built of **THE PRESENT.** **When we do meet such a one we see a radiant individual.**

The knowledge that saves is the certainty that all that is, was, or ever will be, IS NOW.

"It is LITERALLY true that you are what you think, and WHEN you think it."

When one knows *that*, one *lets go* and vibrates with the All-Love-Life NOW. **You are an epitome of the universal harmonies.** Your life is not only a song but an exquisite blending of accompaniment beside. For you and through you, the morning stars sing together NOW, heaven joys with you, and hell you have forgotten.

So it is not “time for these other things outside” that you need, but TIME NOW to be what you have been promising yourself. What you need is to haul taut on the life line and get those beautiful things right down into the NOW. **Your visible self is a “statement of beliefs.”** **Quit stating ANYTHING in the future tense.** Say “I AM beauty, joy, everything I want - I AM! I AM!” **Stick to it until you have made yourself *accept* the statement.** That statement alone, lived on morning, noon and night, not to mention between-times, will work in you the mightiest revolution your world has ever seen. **That statement LIVED ON will make a new creature of you-** will move you to new ideas and activities - will open up the way for ALL those unseen beauties you so ardently desire to *literally come into the* NOW. This is no frill on the garment of Truth - it IS Truth itself. You prove Truth as you do the pudding. LIVE ON beauty NOW and you will prove that all beauty IS now - that you ARE what you desire to be. You will find all you desire unfolding to your gaze, to ALL your senses.

Remember that what you desire is NOT *coming to you*, now or ever. It comes *through you*, from the unseen into the seen world. While you are in the shop waiting upon a customer, the things you desire are *forming within you*. You cannot see the beauty you desire but you can *feel* it if you are mindful of it, if you look for it - you can feel it as **a still, warm calmness at the center of you.** *And your customer can see it shining in your face and feel its thrill in your quiet, whole-hearted attention.* It will mayhap quiet the turbulent waters of your soul. And it will surely help your soul into expression of the beauties you crave. Be still and let the unseen harmonies be seen through you.

Every action that ever was made is really a vehicle for the letting of harmony from the unseen into the visible.

“Your visible self is a 'statement of beliefs'.”

The true art of living is only the art of *letting* - the art of being still.

Be still and know the I AM God within you.

Be still and let what you are into this act NOW.

Rejoice in what you ARE, as well as in what you have.

This is an accurate description of each and every step of the way from behind that counter to *any place you may determine upon.*

Go in to WIN. Keep cool and sweet and BE NOW what you desire.

Chapter VIII

How To Be Wealthy

"If you are afraid to use your money, if you are closed, saving and skin-flinty, **in word, thought or deed, you are laying the foundation for unhappiness and poverty.** The miser is not really rich, he is poor, *poor*, POOR." (W. E. T.) "I put it there because I want to be reminded of it all the time, - it has set me to thinking lots. **I don't know where to draw the line between 'economy' and 'skin-flinty,'** and it gives me constant trouble to decide. It is awfully easy, I find, to follow out the economy bent till it becomes 'closeness,' - at the same time, it would be very easy to give myself the rein the other way, and 'just let her go' into extravagance. I suppose it might be **said 'Draw the middle line ,'** but it is very **hard to know where or what is the middle line ,** - and hence the question arises, on which tide shall we err? My present opinion is that I had better err on the 'let her go' side, as I am by nature strongly inclined to economy and self-denial. I am inclined to think that Economy with me would soon lead to penuriousness, and that therefore I should pursue the other tack. Besides what do these texts mean, if not that! **'Give and it shall be given unto you ,** - good measure, etc.' and. 'If a man asks of you a coat, give him twain' (or something to that effect,) - give him twice what he asks for. As I look at the great **God of Nature ,** He **is extravagance** itself, - the grain of wheat is multiplied many-fold, - the air we breathe, the water to drink are all in riotous profusion.

And everything else till Man gets a hold of it, and surrounds it with his 'little fence,' and says, 'Thus far and no further.'" - Pigott.

It is not what you spend, nor what you spend it for, which makes the difference between wealth, opulence, and skin-flintiness. Skin-flintiness **all lies in the attitude of mind** which is constantly straining ahead to make a dollar buy *more* than a dollar's worth. The bargain counter conduces to skin flintiness, but it is a result and not a cause of it.

"If you are afraid to use your money, in word, thought or deed, you are laying the foundation for unhappiness and poverty."



"It is not what you spend, nor what you spend it for, which makes the difference between wealth, opulence, and skinflintiness." It is HOW you spend.

The man who, desiring a certain thing and having the dollar to pay for it, yet **“hates to spend it,”** and thinks of a dozen other things he would like to have “thrown in” for the dollar, - such a man is a skinflint. He is not spending like a lord.

The man who, desiring a certain thing and having the dollar to pay, **parts willingly with the dollar,** even if it is a last one, and goes rejoicing on his way with the new purchase, this man spends as he should. He is *willing* to pay *full* price, and he *enjoys* his purchase.

The skinflint's is spoiled with visions of a dozen other things he would *like* to have *squeezed* out of that dollar. He, of course, expresses it this way; “I've parted with that dollar for this thing, but there are a dozen other things I *'ought'* to have, too.” You see, **“ought” is a great word with a skinflint.** I used to be one and I know the vernacular. He thinks he “ought” to be “saving” and “economical.”

When he is a confirmed skinflint he always thinks the other fellow “ought” to come down on his price, and he parts with his dollar *only because he MUST in order to get that thing.* Sometimes he will wear out \$2 worth of shoe leather traveling around town trying to find that article for ninety-nine cents. **The skinflint is always nearsighted.** He looks so closely at that dollar in his grasping fist that he fails to see his shoe leather and his *time and energy* expended in trying to *crawl out* of paying a full dollar. He “hates to do it.” No matter how many other dollars he has, he “hates” to pay out *this* one for this particular thing.

All this “tendeth to poverty” and it likewise generally attends poverty; though there are well-to-do folks who are skinflints - and on the road to penury. We are most of us skin-flinty in spots, especially when our income is shrinking and coal sky-rocketing. I used to be skin-flinty in large spots, because I thought I had to live at all. And the closer I got the “tighter” money grew with me.

At last I “caught on” to the knack of **spending like** an opulent queen **what I *did* have to spend,** and from that day things began to get better. I do not mean that all at

“[The opulent queen] willingly parts with the dollar, rejoicing her way with the new purchase, this woman spends as she should.”

once I went to spending recklessly for all sorts of things I happened to fancy at the moment - a glass of ice-cream soda, or a new ribbon I saw in the window, a new shirtwaist I thought pretty - I still denied myself all "luxuries."

And right here I want to tell you that it is these little *wishes of the moment* which are the real leakages that keep our pocketbooks flat. Not only that, but the gratifying of every momentary *whim depletes your stock of Desire* just so much. The **cutting off of these little leaks permits the tide of desire to rise higher within you, for the accomplishment of things worth while.** In the same way it permits the rising of the money tide in your purse. **Cogitate this well.**

I not only did not fly into all sorts of momentary indulgences, but I began to **put more thought** than ever into *each* expenditure I made. I **bought nothing that was not necessary, and I always "slept on it" before I decided that it was necessary.** Then I **consulted** my cash and **decided** what was "the limit" I could use for this purpose. Then I went over in my mind all the **things I couldn't have if I bought this.** I **let go definitely** of *each one* of these. I said, "Get thee behind me - I *choose* this *one* thing and you may go away into forgetfulness - *I do not want you.*" Then I went down town and "looked around" until I found just **the right thing** to suit me. **Sometimes** it was on the bargain counter, **sometimes** among the new goods at **highest price**; but when I found it I was *pleased* with it, and I **paid gladly** for it, and took it home and **enjoyed it forever after.** I used to be a great hand to be "sorry I hadn't got something else," but I never made a purchase in this new way which I did not enjoy fully **until it was worn to shreds.**

This was the beginning of **opulence** for me. After a time I found my **desires growing stronger** and more **definite AND LESS NUMEROUS.** And at the same time I began to discover **more money in my purse, AND FEWER DRAINS UPON IT.** I know by right of discovery and experience, that **this is the road to wealth.** And I know that what I have done in this line every one of you

8 Steps:

1. **Stop and Think!**
2. **Is it necessary?**
3. **Sleep on it.**
4. **Consult cash- set limit.**
5. **If I buy this, what will I gain? What will I lose?**
6. **Let go.**
7. **Buy.**
8. **ENJOY!**



"I paid gladly for it, took it home and enjoyed it forever after."

can do if you will. It will take you a longer or shorter time to accomplish just in proportion as you work faithfully at it *all* the time, or just spasmodically once in a while.

It is all a matter of **establishing a right *habit* of thought.** A few thoughts once in a while will not do it, but persistent effort *will*. **Anybody** with gumption enough to **learn to read can learn to think opulently.** And as soon as the *habit* is formed you will find that she has plenty for all her desires. More than this, spending will be a pleasure to her, and the thing bought a joy forever.

“This was the beginning of opulence for me.”

Chapter IX

Factors of Success

RReal and continued success is a mathematical result which any man or woman may obtain if he or she is willing to work carefully enough and long enough. When a woman adds six and six together she is dead sure of twelve as the result - *if she makes no mistake*. She is sure of the same result if she multiplies four by three, or two by six. But if she gets careless and puts down any old figures she happens to think of she fails to get twelve as a result. If she puts down $5 \times 4 = 12$ she may fool herself for a moment or an hour, but she does not fool *the teacher*, who ruthlessly wipes her slate clean of both factors and result, and bids her try again.

Of course she would have had the same fear if she had *happened* to stumble on the correct factors. Only by *knowing* the factors and their relations to each other, by actual demonstration, could she have the sweet peace of certainty as to result.

I remember my first experience with the multiplication table - and a teacher who must have thought (if she thought at all) that she was training parrots. I had learned, of course, to add. Then, suddenly I was to learn the $2 \times 1 = 2$ table by heart. I did, but I kept trembling inside for fear my memory would fail me and I'd state the wrong "answer." Then one day it dawned on me that the whole thing was simply *addition*. I set down 2 twice and, behold, 4. I set it down three times and added, and there was 6 just as the table gave it. I went through table after table in this way until I *understood* multiplication. Then it was all easy, and there was no more quivering and tension inside of me. And somehow I quit caring what the other children said about my written tables - I knew whether I was right or not, and their remarks failed to affect me either to depression or elation.

Life is a still-hunt for the factors of success. If we use the wrong factors the Great Teacher, Experience, wipes out our work and we have to do it all over again.

"Real and continued success is a mathematical result which any man or woman may obtain if he or she is willing to work carefully enough and long enough."



"You cannot 'guess' at success. There are 'right factors' that equal success."

This process is repeated until our wits are sharpened enough to find the right factors. Then success abides with us.

But what would you think of a man who went to a healer and asked her to “speak the Word” for 5×4 to equal 12? You would think him rather stupid, wouldn't you? And yet I receive just such requests as that, almost daily.

There are factors which simply won't “go in” success, any more than 5 will go in 12.

For instance, a man wrote me lately to “treat” him to hold his position and draw a higher salary. He is a man in government employ. He says a charge has been “trumped up” against him by “a woman of no character” - a false charge. But he says he has been taking advantage of the prestige given him by his government position to sell private goods, upon which he has made lots of money, and he fears this will tell against him. He says he did *not* neglect or injure his government work to do this, and he has been careful to attend faithfully to every detail; “but of course,” he naively remarks, “it is really against the rules to sell goods as I have done.” He wants me to “influence” the government to keep him and show up the falseness of the charges of the “woman of no character.” In other words he wants government officials hypnotized into believing that $5 \times 4 = 12$ - that he is all right, when he is not. Of course 4 will go in 12 - the woman's charges may be utterly false; but there is the 5 that will *not* go - he has been breaking a rule and hoping to keep it quiet. The false charge only calls *attention* to his problem and then all the inaccuracies show up.

Now, if this man has *learned* his lesson and this is really the *only* wrong factor he has been putting down, he will *probably* be forgiven and get another chance with mighty sharp eyes watching for his next slip. For this is really a splendidly kind and forgiving old world, and anyone who has learned a lesson and really *means* to get their next problem *right* in *every* detail, can always find forgiveness and another opportunity.

But if this man's eyes waver when he talks - if he is only trying to avoid consequences without changing

“...anyone who has learned a lesson and really means to get their next problem right in every detail, can always find forgiveness and another opportunity.”

that 5-factor any more than he is obliged to then the chances are he will get fired forthwith. After that he will go about explaining to folks how he has been “injured” by a “woman of no character,” and dishonestly ousted from his position by cold-blooded men who think of nobody but themselves. Instead of correcting that 5 he will try adding an unlucky 13 to his little problem - he will tell folks it was the woman and the hard-hearted officials who lost him his position, when deep in *his heart* he *knows* it was the *broken rule* that played hob with him.

When you see people going around with a deprecatory air, telling how they have been injured and defrauded of their “rights” by somebody or other, you may set it right down in your little book that they are simply engaging the public's attention to keep it off their *real* shortcomings. Somewhere there is a figure 5 where a 3 should be, and they are making a big, black, unlucky 13 to keep your eyes off the 5. If you are a feeler and not a thinker you will probably shed tears with him, and maybe loan him ten dollars or so. As time passes and you see nothing more of your ten dollars you may be able to open your eyes and see that false 5- factor in his statement.

There are a lot of things in this world that simply will not “go in” success. Disobedience to the letter *or spirit* of an employer's regulations is one of them. And every employer has a lot of *mental* regulations, besides the expressed ones, by which you must cheerfully abide if you are to *succeed* with him. He is not wholly conscious of all these little mental regulations himself, so how can he put them down in black and white? But if your *attentive desire* is turned toward pleasing him you will *feel* his desires as opportunity offers. You will please him and be successful.

Of course laziness, lack of promptitude, inattention to details, lack of order, slovenly dress, a glum or wooden expression, a slouchy, shuffling gait, a mind not on your work, an eye on the clock, a nose or tongue in other people's business, inaccuracy of statement, or “sticky fingers,” - all these are NOT factors which will go in success. Neither will the sort of ridicule and criticism

“There are a lot of things in this world that simply will not ‘go in’ success.”

some employees indulge in when the employer's back is turned.

And it makes no difference who your employer is. You may be *your own* employer, but still it remains true that none of these things will “go in” success. When we get down to the foundations of things we find **we are all employees of the One Spirit which is running this universe.** There is no use trying to fool ourselves with the idea that we have nobody to please but our own small, personal selves.

In order to please ourselves, in order to realize the success we want we have got to *please the Spirit that's over us all.*

Consecration is the first requisite of success consecration to the Spirit of Truth *as it speaks to the individual.*

It is not SAFE, nor wise, to do or THINK that which you would blush to have proclaimed from the house-tops.

That which is absolutely true to the Spirit of Truth neither shuns nor seeks exposure. When I say $3 \times 4 = 12$ there is nothing to blush for. If I say $5 \times 4 = 12$ I want either to hide it, for *fear* I am wrong; or else I want to parade it for the approbation of those too ignorant to detect my fallacy.

“Blessed is he that doubteth not in that which he alloweth” - or doeth. When in doubt don't do it.

Wait until you are *sure you will not regret*; then go ahead to victory. **Be still and the Spirit of Truth will teach you.**

Do not drive ahead on some doubtful line and try to *make* it come out right by “affirming” that it will.

Here is a wail from a woman. She says she went into the canvassing business expecting to succeed, and she has been treated to succeed, and she has continually affirmed that she would. But she failed. She “just hates” to ring door bells and she despises to meet strangers and she would never have gone into such work except for the money there was in it. Is it any wonder there was no money in it for her? Hating one's work is another factor which simply will not “go in” success.

“Consecration to the spirit of truth. Consecration is the first requisite of success”

There *must* be a degree of love for the work, outside the money there is in it. And this love for your business must be **cherished and be coaxed to grow**, or your business success will not grow.

When you get right down to the foundation of things there is but *one* Law of Success, and that is the same Law which governs all creation - *the Law of Love*. **The man who loves every bit of his work will coin his very highest soul into it.** He will make it such a beautiful and glorified thing that the world will run to see, and will pay for his work almost any price he can ask.

Success is a certainty to him who *keeps* in line with his own ideals and aptitudes.

*“One Law of Success,
is the Law of Love.”*

Chapter X

To Be Square

If you had a fine horse upon whose swiftness your fortunes depended how would you treat it? Would you house it carelessly and make a pack-horse of it between races? Would you stuff it on all sorts of foods, keep it standing for weeks in the stable and then expect it to win the race for you? Would you keep it chasing over the country all night and then expect it to win next day? Of course you would not. *But you treat YOURSELF that way* - and then go around clad in rags and a grieved expression because you have “failed” in the races for success.

In the races of life there are “classes” enough for all. **Every man, woman, and child may win** his races and carry off his prizes **IF he takes proper care of himself and observes carefully the rules of the race.**

With proper preparation and a good understanding any man can win his races.

By proper preparation I do not mean a college education. Nor do I mean even that a man's youth must be spent in any sort of school. There is Owen Kildare, for instance, whose story appears in February Success. He is now winning his races and wearing his laurels although his early life was spent as newsboy, prizefighter and all-around tough, and he never learned to read until he was thirty years old. Now, at thirty-eight, he is a successful story writer and a real helper in the world's work.

It is never too late to *catch on* to the principle of success. That is literally what one has to do in order to win the races.

Owen Kildare was a **success even in the slums**, and all his life was a school. **He was “square.”** He lived up to his best understanding and his understanding grew.

Every man is *born into* just the school he needs to prepare him for success in life. If he is not “square” with himself and the class he is born into he stays perhaps a life-time in that class. Perhaps he drops down, down,

“It is never too late to catch on to the principle of success.”

down to the foot of the class. All because he is not “square” in his treatment of the lessons life presents to him. He shirks.

What does it mean to be “square?” It means a different thing to every man on earth, and yet it means always *one thing* - **to do what your own spirit says is right**, and to *keep your word*, actual or implied. (Honest; direct).

To be square requires a *steady purpose*; in other words, self-control.

To be square one must control his feelings instead of letting them run

To be square requires a steady purpose; in other words, self-control.

To be square one must control his feelings instead of letting them runaway with him. The boy who plays hookey when he feels like it is not square with himself nor the world. *There is an “ought” in his heart which he is not square with.*

Life is full of mournful fizzles who habitually play hookey when they *feel* like it. They *feel* like alighting this thing and that, and they play hookey. They *feel* like lying abed late in the morning, though that little “ought” inside, and mayhap an employer outside, admonishes them to get up even if they don't happen to *feel* like it. Something is *expected* of them and they shirk. Tacitly their *word* is given to be on time, and they are not on time. They are not square.

The little “ought” inside is the well laid track upon which the individual's life may *safely* run. When he jumps that track and runs on *feeling alone* he is *not square* with the world and there is danger ahead. And he ploughs along in the wrong direction, injuring himself *and others*.

He follows feeling and lies abed. He is late at his work and dumpy when he gets there. His employer *feels* that he is not fairly treated. If he acts upon *his* feeling the sleepy-head will get his salary reduced.

“What does it mean to be ‘square?’ to do what your own spirit says is right, and to keep your word, actual or implied. Steady purpose; self-control.”

Then he will tell folks what a stingy old curmudgeon his employer is. For he will never see that his own lack of square dealing has anything to do with his lack of funds or success. If there is anything the feeling - follower is really proficient in - anything where he shows himself a glorious genius - it is in *finding excuses* for himself and to himself. He never flies the smooth track of "ought" unless there was a great *big bogie-man* to throw him off. But his bogie-man somehow will never stand the camera test - they are big and valid excuses *only in his own mind*. The feeling-follower has an artistic imagination. He is ingenious.

If only he would exercise his ingenuity in keeping *on* the track he'd get his salary raised.

Course **the sense of oughtness is conscience**, and conscience is a matter of education. No two people has the same kind of an education. Each has the conscience he is educated up to.

Conscience is a matter of education, but it has to be minded just the same. *You* must mind *your* conscience if *you* would win.

And you must mind your conscience *as it IS* not as you'd like to have it be. If your conscience tells you to hop out of bed *now* it will not do to lie still and philosophize about it, and explain away the "'ought,'" and conjure up an excuse for flying its track.

You can silence the "ought" but you *can't convince it*. You can no more explain it away than you can explain away the shining steel rails between here and New York. You can ignore either and get hurt. But they are *there*.

Until you can educate your conscience up to the point of letting you do what you want to do you would better do what it bids you even if you don't happen to *feel* like it.

The true preparation for success in life is to be had anywhere, in school or slum, in war or peace. All life's experiences are simply opportunities for you to *set the habit* of being square with the God in you *and the gods without*. This is character.

*"All life's experiences
a r e s i m p l y
opportunities for you
to set the habit of
being square with the
God in You."*

Did you ever watch a horse race? Perhaps there are half a dozen entries, every one of which has been fed, exercised and groomed to the highest state of perfection - each according to the best judgment of its own particular groom. Now they appear, ready for the running. When the signal is given to start, the horses are all wheeled around with the aim to keep them abreast as they pass under the wire ready for the signal, "Go!" But there are always some jockeys who are not *square*. They are so eager to *get ahead* of all the others that they swing too far ahead, and the whole lot have to be started over again. Time and again this false start is repeated, all because some of the jockeys are not *trying* to get a *fair* start - they are trying to get *the* start of the others; they want to take all the advantage they can get. They are not *square*. And did you ever see one of these unfair jockeys win the race? I never did. The jockey who cannot control his feelings and start square gets rattled and urges his horse so excitedly that the horse "breaks" and "goes to pieces." Then when the jockey knows he has lost the race he takes it out on the poor horse, which finally comes in all panting and foam-covered at the tail of the race.

The same horse with a self-contained jockey would have won the race. The self-contained jockey rules his feelings and keeps to the track of "ought" - which is the track of wisdom and success.

It is easy for a man to do as he "ought" in little things. And if he takes pains to do it in little things he will find he has grown power to do as he "ought" when big things turn up. It is this doing as he ought - as his own soul says he ought, which enables a man to learn the lessons set for him in his particular class in life.

And it is the learning of the lessons in one class which fits him for those of a higher class.

This is why the shirk, who isn't square, has a hard row to hoe, and never gets promoted.

The "ought" in a man is the voice of the principle of his being.

Success is the result of obedience to this voice.

Your feelings are the race horse upon whose swiftness and **right handling depend** the races of **your life**.

"Success is the result of obedience to this Voice."

You are not your feelings. *You* are the intelligence and will which govern and inform your feelings. You are the groom who cares for, and the jockey who directs the race horse of feeling.

Will you direct feeling, or will you let feeling run away with you?

Remember, feeling is your race horse. How will you treat it? Will you train it for the great events of life? Will you let it run loose without a purpose? Will you make a pack-mule of it, to carry petty and unnecessary burdens for Tom, Dick and Harry?

A good horse-trainer takes great care of the feelings of his horse. He never jerks the reins and yells at him. He never lets him stand unfed in a dirty stable, with little yapping, snapping curs to torment him. He never loads him with unnecessary burdens and flogs him up hill and down.

But that is what men do with *themselves*. **A man neglects his own brain and body and soul;** he curses himself and his "luck"; he permits himself to be loaded with unnecessary annoyances; and then he jaws around about never being able to do as he wants to, and wonders what life is good for anyway.

A good horse trainer never pampers his horse either. He does not give him free access to the oat bin. Neither does he curry him daily to the last pitch of shininess, blanket him and keep him always under a roof.

A man stuffs himself at all hours, upon any sort of food which tempts his palate; he overdresses and under-exercises himself; and curses the world in general because his feelings are unruly.

A good horse trainer does not stuff his horse for supper and chase him around over the country until two o'clock in the morning as a preparation for next day's race. No. It takes a man or woman, to do such things as that with *himself*, and then expect success.

If you want to be a real success in life you must have ONE purpose to which all other purposes are tributary. You must have ONE aim, and *all* the actions of your life must be so governed as to assist in the one direction.

"If you want to be a real success in life you must have ONE purpose to which all other purposes are Tributary."

This does not mean that a whole life-time must be devoted to a single pursuit; nor that you must have no other pursuits while you are following the one. But it *does* mean that no other pursuits shall come *before* the one - that you shall have no other gods before that.

If you neglect business for art, or art for business, *both* will fail. If you pursue art as a *recreation*, to better prepare you for business; if you pursue art when business does not call you; if at the *slightest* call of business you fly *instantly* with your *whole* soul, to that; you will make a success of business and the art will *help* you to do it. But if business is the present aim *everything* else must be dropped instantly and *willingly*, at its lightest call. Only so will business be a success. This is “**concentration.**”

A race horse is not always racing; neither is the most successful man in any line, *always* thinking and working on that line. But he is always thinking and working on *tributaries* of his special line.

Clara Morris and Bernhardt find recreation in art, history, literature, outdoor life - things not necessarily connected at all with their stage life, but all of which tend to breadth and depth of character, and to splendid health, and thus add to the power of their work on the stage.

But Paderewski or Gabrilowitsch or Hoffmann would not turn to heavy manual labor for recreation, lest it stiffen their supple fingers.

Neither would any of these successful artists indulge in midnight carousals and unseasonable but highly seasoned feasts. With them, all things which will not assist them in their *main* purpose, are ruthlessly cut out entirely.

It is this self-command and *one-purpose-ness* which enables them to win their races. The *lack* of these is the ONE cause of *all* failures.

I find, upon looking over this article that, as a whole, it is quite a mixed metaphor. But never mind - **it is like life itself, which is decidedly a mixed metaphor, and nonetheless interesting for the mixture.**

“Self-command and one-purpose-ness enables men to win their races.”

Chapter XI

One Thing At a Time

When I receive a letter which says the writer has “so many desires it is impossible to enumerate them,” my heart shows a tendency to slip into my shoes. Such an one is really a hard case. *Desire* is the creator; but when desire is spread over a host of things it is no longer desire; it is mere shallow *wishing*, and accomplishes little. You can no more spread out your wishes and work over a multitude of things and bring success, than you can clean a dozen rooms all at once.

One thing at a time. Be definite. **What do you want?** Call them all up in a row for inspection. What will you have *first*? **Decide upon one thing and then banish the other wishes until this one is realized.** Make your mental demand for this ONE thing. Be still, and let the spirit tell you what to do, and how. Keep *affirming* it. **Be faith-full to this one thing until you realize it.**

When it is well in sight call up your wishes again and make another selection. Then banish all others and WISH HARD, and AFFIRM harder, and work *faithfully* for that one. One thing at a time and that *well* done, is the road to all accomplishment. And each thing well done increases your capacity. **One thing properly “demonstrated” over makes way for better and quicker “demonstration” over the next thing.**

When you are learning to do things it is wise to *begin on the easy ones*. So in choosing *which* of your desires shall engage *all* your attention NOW it is usually best to choose, not the hardest and biggest one, but the one nearest at hand and most reasonable and easy. **Generally this is the *quickest* road to realizing the *big* desire, as well as the lesser ones.**

Now ready. Look the desires over *judicially*. *Decide*. CHOOSE. Now go in to win and keep at it with *quiet confidence*. *Success is yours*.

“Decide upon one thing and then banish the other wishes until this one is realized. Keep affirming it.”



“When learning to do things it is wise to begin on the easy ones. It is best to choose one nearest at hand, most reasonable, and easy. This is the quickest road to realizing the big Desire.”

I told you to get down to **one desire at a time**, and to work and treat for that alone. But sometimes it is hard to decide upon any one as the most important. Sift as you may, there will still seem to be several things equally urgent. Now you *can* work daily for several things provided you go rightly about it.

When you go to school you work for success in geography, grammar, and arithmetic, and you succeed in all. Not only that, but you do *better* in each than you would probably do if you had one study alone. There is a lot in “getting your hand in,” and *keeping* it in. When one puts in so many hours every day, say four, in study, it soon becomes habit and you do it readily and easily; when perhaps one hour a day would scarcely enable you to get well interested before the hour would be over. But if you put the whole of four hours in on one study your mind would tire of the steady strain in one direction; whereas, if you divided the time among three studies your interest would be refreshed and your mind quickened by each change.

But what result would you expect if you sat down with all three text books before you, to put in four hours work at one stretch, dipping a moment into one book, then skipping to the others and back again innumerable times? How much interest could you take in such exercise of the mind? How much could you really take in? How many problems could you work out if you tried to carry the bounding of the Red Sea and the parsing of a sentence at the same time you worked at the problem? You would fail in *every* study for lack of *concentration*.

But that is what we are all prone to do with our life problems. We jumble them up together - and fizzle. While we are doing our kitchen problem our minds are trying to practice on the piano, or make money, or “grow spiritual,” or “treat” ourselves out of “conditions,” or do *all* at once. Our thoughts fly hit and miss from one thing to another with “Oh, I wish this” and “I wish that”; and all the time our kitchen problem is slighted and we are accomplishing next to nothing if not quite nothing, with the other things.

Now **if** you have simmered **your desires** down to their last essence and there **are still several, instead of**

“The better success you make on any one the greater will be your capacity for success in the others.”

one, just divide your time as wisely as possible between them. The better success you make on *any one* the greater will be your capacity for success in the others.

Suppose you have a kitchen problem you can't *just now* get rid of. And you *want* musical opportunities, oh, so much. And you *must* have health and money. Now there are three things you want - opportunities to practice, health, and money; and there's that kitchen problem you *must* solve. And *the last shall be first*. Give the kitchen problem all the time and thought it needs. To slight that is to reduce the power for the others. Set your time for that. Now set another time for practice, another for health exercise and concentration, and another for concentration for money.

Take **health**, well say, *first thing in the morning*. Rise **half an hour early**, if need be, and make it from 6.30 to 7, perhaps, or earlier. **Begin with breathing exercises and light gymnastics enough to wake up** on. Follow with a cool shower or sponge bath and rubdown *if possible*. **Then sit down** or lie down for **twenty minutes or more** and **"concentrate" on health and nothing else**. Keep **bringing your mind** right down to the word **"Whole" - "I AM WHOLE."** Get *interested* in *imagining* how whole and strong and lovely you are. **Imagine yourself as you want to be.**

Now it will be time to change classes and take up your kitchen problem. So put your *whole* mind and body into that. Keep calling in your thought and interest and *putting it into* your work.

After a few days of this you will find your kitchen problem solving beautifully. You will see new things to omit, and new ways of doing things, and you will find your kitchen problem becoming a real pleasure *and taking much less time*.

At another time take your hour, or half hour, for *money*. Sit straight and *alert*, take slow, full breaths, and *picture money pouring into your purse*. Get *enthused* over the picture and keep telling yourself it is *real* and the money is *yours*. But **never permit yourself to wonder HOW the money is to come, or through whom**. Simply picture it as coming to you from the "ALL-Encircling Good." Feel just as tickled over it as you can.

*Health exercise:
First: breathing exercises.
"Concentrate" on health and nothing else bringing your mind to the word "Whole" "I AM WHOLE" imagining how whole and strong and lovely you are Last: sit straight and alert, take slow, full breaths, and picture money pouring into your purse. Get enthused over the picture and keep telling yourself it is real and the money is yours.*

When this half hour money-study is over dismiss it entirely from mind, and keep dismissing it every time it happens to come in again.

When your practice hour has arrived put your whole mind and soul and *imagination* and *affirmation* into that. See yourself a Paderewski preparing for a unique career, and pour your soul into sounds for the joy of the whole world. Practice *exactly* the time you have allotted yourself, and use the *same* time *every* day.

Follow the same rule with all these other problems. Be prompt to the *second*. But if something unforeseen does happen to prevent, remember that the most important thing is to keep *sweet mentally*; and take the first minute you can for your exercises. All sorts of "upset" feelings put your mind out of tune so that you must use *more* time tuning up again before your mental exercises are at their best.

If you do one thing at a time as if that were the only thing *you'd ever have to do, with all eternity to do it in*, you can work for several things at once. Remember your school days and use the same principle these days. *Life is made up of school days*. And success is yours.

Last, but not least, remember to take *plenty of recesses* from your work and concentration and practices. If you filled your lungs full of air and then *kept* them full it would be only a matter of a little while until you'd die. It is by expanding and then relaxing, expanding and relaxing, that we keep the breath of life going. To try to keep the lungs full *all* the time would be death. The same law comes into all we do. To work steadily without playing and resting between times, would have the same effect as holding your breath. To work with all your mind and soul and body, and then to *let go* with all your mind and soul and body is to complete a real breath of life. All work and no play, or all play and no work, makes us stupid and weak. But **plenty of whole-souled work alternated with plenty of whole-souled rest, makes us strong and wise, and keeps us growing.**

So take plenty of little recesses, every day. Go out and take a sun-bath and a soul-bath, and take slow, full, even breaths of the all-pervading love and wisdom and will of the universe. *Let* life live you. Fluff yourself all

"Do one thing at a time as if that were the only thing you'd ever have to do, with all eternity to do it in, success is yours."

out loose and *let* the world-forces and the unseen forces play through you a while. Then you will feel like being "strenuous" again when the time comes.

Chapter XII

Joy Words

“All my life I have been searching for happiness in many different ways, but have never found the real thing.”

You have been hunting happiness outside of you. You have expected happiness to flow from *things* into you. **You have expected happiness as a result of making your environment fit you.** All your efforts have been put forth in this direction, and you have constantly met with disappointment - and unhappiness. As everybody will whose happiness is pinned to his conditions.

Conditions, like people, are *growing* things; never two minutes in exactly the same state. If you pin your happiness to a thing, or a friend, you will probably have to unpin it before night.

Happiness, *real* happiness of the abiding, *growing* kind, **never comes as a result of fitting circumstances to your notions. It comes from fitting YOURSELF to circumstances.** In no other way can it be found.

After all **this is much easier to do. There is but One of you to be adjusted;** while all the rest of creation goes to make up your environment. And **your power over yourself is practically unlimited;** while **your power over even your immediate environment is next to nothing.** What power has a convict over his prison walls and keepers? But he has *all* power over his *mind*; and he has all power over his body *within the limits* set by his prison walls and his keeper's rules.

A convict can be a fool and fret away his life within those walls; he can sulk mentally, and refuse to use his physical powers as far as permitted. If he does this he falls sick and dies, an unhappy man; unhappy because he fretted over what he couldn't do, instead of doing what he could.

Or, the prisoner may use as he pleases that part of himself which cannot be walled in by any number of bolts and bars. He may think as high and as bravely and

“Real happiness of the abiding, growing kind, never comes as a result of fitting circumstances to your notions. It comes from fitting YOURSELF to circumstances.”

well as he *chooses*; and he may use his physical energies as bravely and well as he *may*. He may make the best of his opportunity to learn a trade, and to cheer and help others as he may, even in a prison. If he does this he will be in those grim environs a happier man than are threequarters of the men who are outside prison walls. Not only this, but he will *win* from his keepers kindness and consideration not accorded the indifferent or defiant prisoner; and he will *shorten his term of sentence*. Still further than that, he will come forth from that prison a stronger, wiser, happier man than he has *ever* been before, a man better equipped for success *for having been in that prison; a happier and more successful man than he would have been without that bit of education*. There are two of the world's greatest railroad magnates who are examples of this very thing; one of whom is making over London today.

Now, **every human being is in a prison of circumstances**. He is there because he deserves to be. **He has “attracted” it to himself**. It is the particular sort of prison he needs *just now*. It is stocked with just the sort of things he needs to exercise mind, will and muscles upon, to fit him for the next higher class *in the line of his desires*.

Will he *adjust himself* to it all and work happily, faithfully, willingly; and thus *shorten his sentence*? Or will he kick the walls and curse his work and *lengthen his sentence*? Will he *accept* things and work happily? Or will he grumble and kick, and be unhappy?

It all depends upon *himself*. His environment is his friend if he works *with* it; his foe if *he turns against it*. One is happy with his friends, no matter in what garb they come; one is unhappy with those he is *turned against*, no matter how richly they are dressed or how fair they may appear.

Do you really want to be happy? Do you want happiness enough to pay the price for it? Happiness is a jealous god. He simply will not live in the same heart with fault-finding, growls, dislikes. Do you want happiness badly enough to make you turn out all these things no matter *what* happens? Then happiness will come into you and *grow up* in you until it fills every crack and cranny of your being and makes you feel so good that you will entirely forget to growl and find fault and dislike things.

“Happiness is a jealous god. He does not live in the same heart with faultfinding, growls, dislikes.”

Happiness and Good Will are Siamese twins. You simply must have 'em both, or live without either. Growls and dislikes always send Good Will into the dark closet and then happiness flies away. You must CHOOSE Good Will, and keep on choosing, until it fills you and radiates such positive energy that growls and dislikes simply shrivel and cannot get into your mind or heart at all.

That reminds me of Kipling's "Just So Stories," but it isn't so imaginary as you might suppose. There are growls and dislikes flying through the air, seeking *dark auras* where they may abide. **You have a Solar Center which is intended to do for your body and atmosphere what the sun does for its solar system.** It is meant to radiate *Good Will*, or love, to fill you with light and real soul-warmth of the sort that is instant death to growls and dislikes - as light brings instant death to shadows.

But there is one little spot where a growl or grumble can always get in and *turn off* the Soul radiance and make your face and body and atmosphere all dark, so that all the other growls and dislikes will come in too, and hold high jinks where they ought not to be. Achilles had just one little spot on his heel (the feet represent the understanding, you know) where the enemy could hurt him. *You* have just one little spot where a growl can enter and shut off all your radiance of light and happiness, - the little spot of *Choice*.

If you *choose* a grumble as it presents its frowzy, bristly head, it hops over the sill and comes in. And the very first thing it does is to touch the button and shut off your *Good Will* radiations. Next it throws open the doors and windows of your mind and invites in all its relations.

To keep out growls just paste up a big notice:

**NO GROWLS ADMITTED!
NOT EVEN ON BUSINESS!**

"Happiness and Good Will are Siamese twins."

If a growl is impudent enough to come in when you are not looking just throw him down stairs, and all the king's horses and all the king's men can't put him together again.

Now growls are quite as intelligent as other folks. If they get an unvarying and decidedly warm brogan they give it up and go hunt for somebody who is in the habit of letting 'em in. All you have to do is to cultivate the *habit* of firing them. Then your Solar Center will shine brighter and brighter and Good Will and Happiness will hold open house to every little thoughtbody that's nice.

And your sentence will be commuted and you will go into a bigger, better place.

And happiness will keep right on growing.

Smile. Smile alike upon just or unjust.

Get interested in seeing how happy you *can* be.

Take a few minutes the first thing every morning to cultivate *real* happiness, which is joy. Sit down with a pencil and paper, in a good, comfortable, *straight - backed* chair. Place the paper on the table and hold the pencil ready for business. Now say to yourself, "Joy"; and as you say it make a firm, bold dot with your pencil. Repeat. Make the next dot firmly *right over* the first one right in it, I mean - simply make the one mark blacker and firmer. And mentally *put* that single word "Joy" right *into* that firm pencil dot. Put the real JOY into it. See how perfectly *One* you can make the pencil mark and the mental word. **Bring JOY down to a fine point.** Do this twenty-five or thirty times at a sitting, saying *Joy* very positively with each dot of the pencil. Do it all very *deliberately*, calmly, positively, resolutely.

Then go quietly about your work. You will be surprised to see how smoothly and pleasantly your work goes.

Whenever things seem to get into snarl, or you feel discouraged or burdened, drop everything like a hot potato, go into another room and use this little Joyexercise a few minutes. It's magic. **Just do it** and see.

And you will be surprised to see how little time it takes: and you will be amazed on how *much* time it *saves*: time saved from wrangles and jangles, to be used in *Joy*.

Joy exercise: "Take a few minutes the first thing every morning to cultivate real happiness, which is joy."

This is what the Bible means when it says, "*Break off thy sins by rightness.*" Break off jangles with Joy brought down to a fine point.

Glossary

- *abjectly* - Being of the most contemptible kind; abject cowardice.
- menial* - A servant, especially a domestic servant.
- command* - To have at one's disposal; a person who commands seven languages.
- ad nauseum* - Affected with nausea.
- meed* - A fitting recompense.
- bugaboo* - A recurring or persistent problem.
- bogies* - An evil or mischievous spirit; a hobgoblin.
- besprinkling* - The act of sprinkling anything; a sprinkling.
- vicissitudes* - One of the sudden or unexpected changes or shifts often encountered in one's life, activities, or surroundings.
- slovenly* - Untidy, as in dress or appearance. Synonyms of sloppy.
- travails* - Work, especially when arduous or involving painful effort; toil.
- bestirs* - To cause to become active; rouse: finally bestirred himself to look for work.
- gainsaid* - To declare false; deny.
- raiment* - Clothing; garments.
- mayhap* - Perhaps; perchance.
- skin-flint* - One who is very reluctant to spend money; a miser.
- miser* - One who lives very meagerly in order to hoard money
- tack in nautical terms* - The act of changing from one position or direction to another.
- twain* - Two.

Glossary

••••• *cogitate* -To take careful thought or think carefully about; ponder.

forthwith -At once; immediately.

hob -Mischievous behavior.

deprecatory -Expressing disapproval or criticism.

hookey -A word used only in the expression to play hooky, to run away, to play truant.

curmudgeon -An ill-tempered person full of resentment and stubborn notions.



Owen Kildare Based on the book *My Mamie Rose; The Story of My Regeneration* by Owen Kildare (New York, 1903) and the play *The Regeneration* by Owen Kildare and Walter Hackett (New York, 1 Sep 1908).

slumdom - Of or relating to a heavily populated urban area characterized by substandard housing and squalor.

Tolstoi - Russian writer and philosopher whose great novels *War and Peace* (1864-1869) and *Anna Karenina* (1873-1876) offer extraordinary detail and profound psychological insights. His later theories of ethics and morality recommended nonparticipation in and passive resistance to evil.

impudent - Characterized by offensive boldness; insolent or impertinent.

brogan - a thick and heavy shoe.

wrangles To quarrel noisily or angrily; bicker.

jangles - To have an irritating effect on.

Now that you've finished reading How to Grow Success make sure you check your inbox for your 5-part follow-up emails to help you stay on track in following Elizabeth Towne's program.

It's so much easier to take action when you know someone is there to guide you and encourage you through your journey. You don't have to do it alone. I'm here to help you along the way. And if you want to share your triumphs and hurdles please let me know by clicking on the testimonial link below:

<http://www.how-to-grow-success.com/testimonials.html>

Tell me what you think and how reading Mrs. Towne's sound advice has impacted your life. Remember, your experience might help others on their own journey to success!

Hope to hear from you soon.

To your success and remember to:

Expect GOOD,

Romy Macias



graphic design:
studio gráfico sa de cv
studiog@prodigy.net.mx
mexico



proof reading:
target comunicación qro
tcq@targetcomunicacion.com.mx
mexico