

**WHAT
IS
SUCCESS?**

DECISION

**WORTHY
IDEAL**

**YOUR
INFINITE
SUPPLY**

Name

Date

**PROGRESSIVE
ACTION
ACTIVITIES**

PARADIGMS

*“The road to success and the road to happiness
are two lanes of the same highway.
And the toll you must pay is simply being true to yourself.”*

Author Unknown

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Proctor Gallagher Institute, LLC
Scottsdale, AZ
800-871-9715 Phone
www.proctorgallagherinstitute.com



The Success Puzzle

Ninety-eight percent of our population are quick to agree that success in life is a puzzle. It seems to be a perpetual struggle to figure out where the pieces fit. Every time we have the picture coming together smoothly, for whatever reason, we find ourselves trying to force a piece into place ... but in the end, we recognize that it does not fit and we set it aside.

Every person has their own personal puzzle. However, success in life is based on universal laws and is, therefore, available to everyone. Many years ago Earl Nightingale suggested that,

“Strange and marvelous things will happen with constant regularity as you alter your life and begin living in harmony with the laws of the universe.”

As you adhere to these laws and integrate your beliefs with your behavior, the pieces of your personal puzzle will begin to fit. Success will become your companion, life will be good. It will appear as if you are magnetized to every condition, person, circumstance and thing you require.

Whatever you need will arrive just when you need it. Because of the increased awareness that you will develop through studying this program, you will not even be surprised by the sudden appearance of every good you desire. You will, however, never cease to be amazed by the absolute order in which every part of your life is fitting into place.

This “Success Puzzle” program that you hold in your hands will prove to be your good friend. It will become your compass and will enable you to stay on the right road to a bright future.

*Thank you
for being my
special
guest, as
we go on a
journey of
the mind, to
explore this
illusive thing
we call
Success!*



WHAT
IS
SUCCESS?

What is Success?

To solve your personal success puzzle, it is important that you begin with an accurate understanding of what success means. That is the first piece of your puzzle to put into place. Miss-understanding this power word will guarantee confusion in most areas of your life. And, although the proper understanding may not guarantee your success, it will certainly turn the daily exercises of putting the puzzle together into a more pleasurable experience.

What is success? Ask one hundred people and you will probably get ninety-eight different answers, most of which will not work. If they did work, you would see more happy, healthy, wealthy, well-balanced people in the world.

*“Success is the
progressive realization
of a worthy ideal.”*

Earl Nightingale

That is the best definition of success I have ever found. In 1959 Earl Nightingale arrived at that definition after seventeen years of intensive research. He continued to use it for forty years before he left us in 1989. I adopted his definition and have used it continuously since 1961. Neither Earl nor I have altered one word. His definition is in perfect harmony with the laws of the universe.

Those nine words will serve as your compass. They will be your continuous checkpoint as you go from one win to another; each win or victory always greater in nature than the previous one. Four of the nine words contain the secret to solving the success puzzle.

PROGRESSIVE REALIZATION WORTHY IDEAL

Each of the words on their own have special power and meaning. When they are brought together to form the concept that Earl Nightingale shared with us in 1959, their power is magnified many times. He gave us a concept that has the potential to transform our lives.

Think of how important each of these four words are to the completion of your personal success puzzle. Describe what each word means to you in the space provided.

PROGRESSIVE

REALIZATION

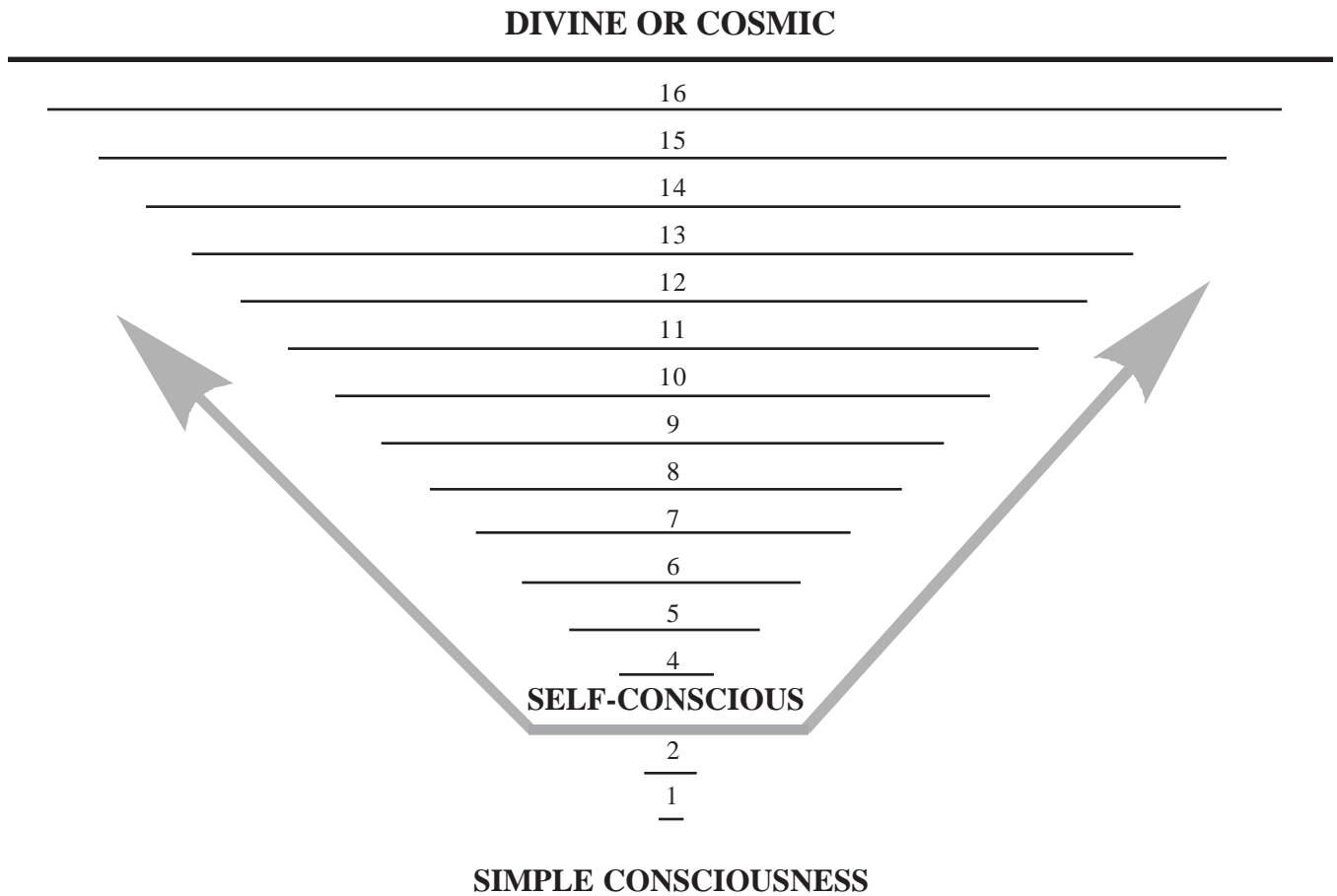
WORTHY

IDEAL

Awareness

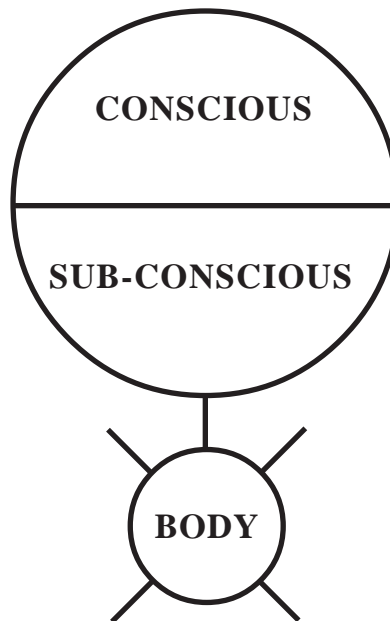
As you proceed through this program, it will become apparent that you already have everything that is required to live the life you choose. All that is lacking is the awareness of the abundance which surrounds you, awaiting your acceptance. The changes required to enjoy an ideal life are internal. Everything in your material world is merely the manifestation of what is taking place in your mind.

There are only two sources of reference to go to when you begin to study life: one is science, the other is theology. Under serious research, both of these areas reveal that nothing is created or destroyed, therefore everything we will ever need is already here, if not in one state, certainly in another. It is awareness that we are seeking.



Out of Confusion Comes Order

To bring order and understanding to your mind, you must have an image to work with. Since your mind is the unseen part of your personality, you must engage your imagination to build this image. This graphic illustration of the mind and body will assist you.

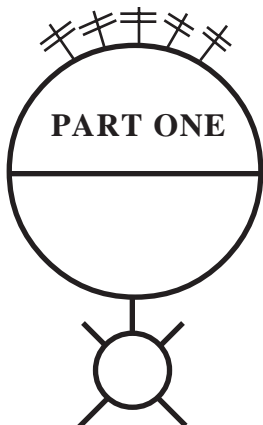


(This model of the mind and body was originated by the late Dr. Thurman Fleet of San Antonio, Texas in 1934 (circa). Dr. Fleet was the founder of Concept Therapy.)

The stickperson is used in all Bob Proctor programs to graphically illustrate the three basic parts of the human personality.

The stickperson, like all other ideas presented in our programs, is extremely simple. Do not allow the apparent simplicity to deceive you, for the stickperson concept can reveal to you a wonderful world of power, possibility and promise.

Our programs are built upon the premise, that you have a power within you that is far superior to any condition or circumstance around you. With free will, your thoughts direct this power to whatever results you choose in your lifetime.



CONSCIOUS MIND

This is the part of you that thinks, reasons—your free will lies here. This is the part of your mind that will decide the changes required to live the type of life you want to experience. The conscious mind can accept or reject any idea.

No person or circumstance can cause you to think about thoughts or ideas you do not choose. The “thoughts” you choose eventually determine the results in your life.

All pain, pleasure, or limitation is either originated in the conscious mind, or accepted uncritically from an outside source.

As you accept a thought, it is impressed upon the second part of your personality (see part two).

“You become what you think about.”

SUB-CONSCIOUS MIND

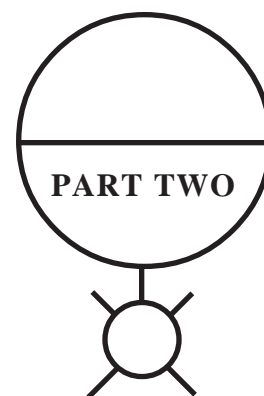
The ideas that have been fixed in your sub-conscious mind through repetition or impact from your conditioning, referred to as your paradigm.

The sub-conscious mind functions in every cell of your body. Every thought your conscious mind chooses to accept, your sub-conscious mind must accept ... it has no ability to reject. The sub-conscious is your emotional mind.

This part of you operates in an orderly manner. We refer to that order as “The Law.” The sub-conscious mind expresses itself through you, in feelings and actions. Any thought you consciously choose to impress upon the sub-conscious over and over, becomes fixed in this part of your personality. Fixed ideas will then continue to express themselves without any conscious assistance. (Fixed ideas are more commonly referred to as habits and the collective habits are referred to as the “conditioned mind” or the “paradigm.”)

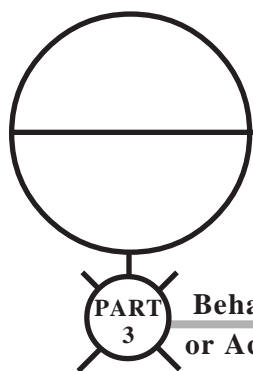
The sub-conscious mind is frequently referred to as the spiritual side of your personality or the universal mind. The sub-conscious mind knows no limits, save those you consciously choose.

(Read “The Power of Your Sub-Conscious Mind”, by Dr. Joseph Murphy.)



BODY

Although the body is the most obvious part of you, often referred to as the material medium, it is the instrument of the mind, or the house you live in. The thoughts or images that are consciously chosen, impressed upon the sub-conscious (which is in every cell of your body), must move your body into action. The actions you are involved in determine your results.



Behavior
or **Actions** → **Results**

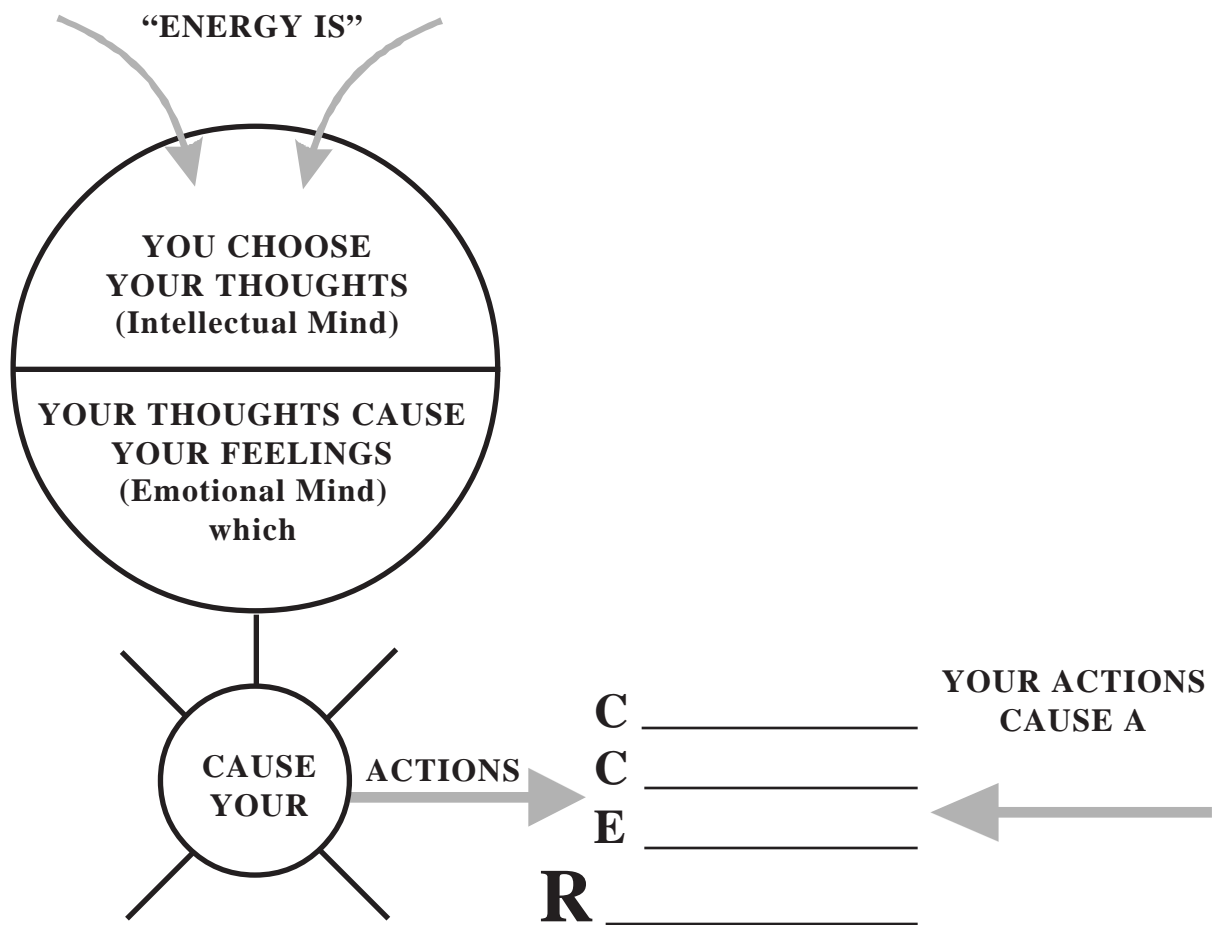
No. 1 - Thoughts; No. 2 - Feelings;
No. 3 - Actions; No. 4 - Results.

Success, Mind and Attitude

Ask any successful person what tops the list of priorities for a happy successful life and they will be quick to reply “the proper attitude.”

What is the proper attitude? In fact, what is attitude?

Your attitude is the composite of your thoughts, feelings and actions, which in turn produces your results.



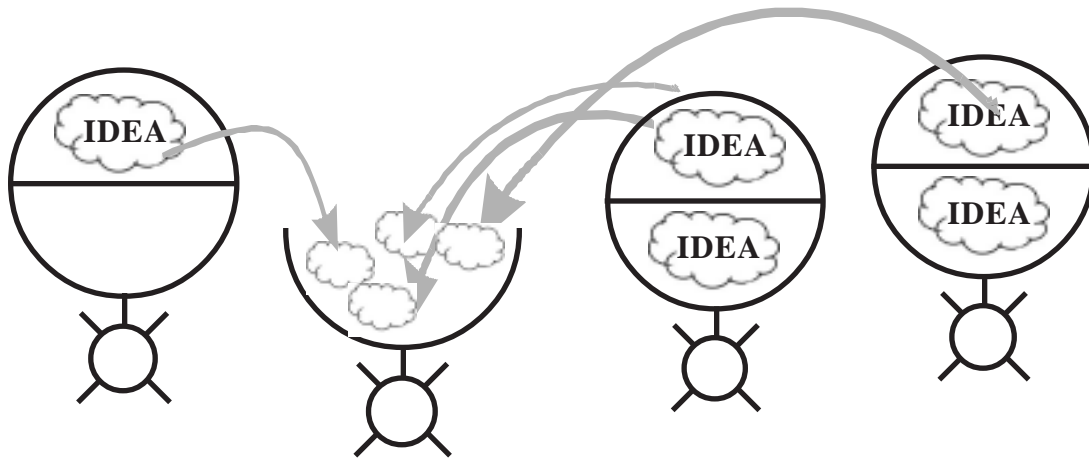
“The greatest discovery of my generation is that human beings can alter their lives by altering their attitudes of mind.”

William James

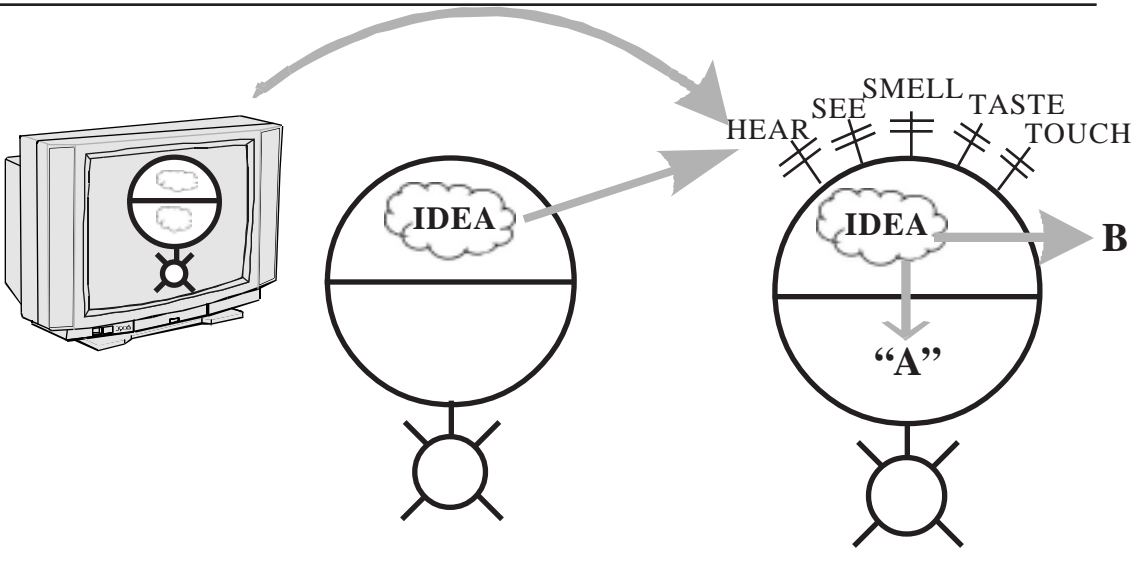
“Mind is the greatest power in all of creation.”

J.B. Rhine

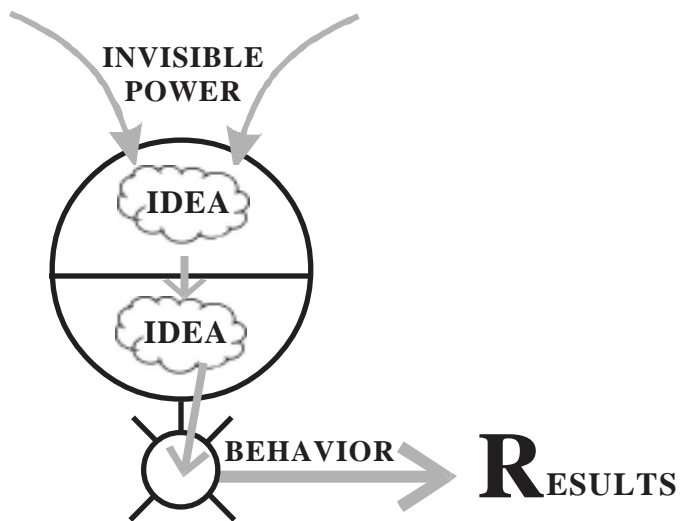
1.



2.



3.



***“The only thing that will grow
is the thing we give energy to.”***

Emerson

In your own words, describe what you feel you have learned from carefully analyzing this first piece of your “Success Puzzle.”

PROGRESSIVE ACTION ACTIVITIES

"Ideas are alive, they grow."

Tom Willhite

1.

2.

3.

4.

5.

6.



A

WORTHY

IDEAL

A Worthy Ideal

“Success is the progressive realization of a worthy ideal.”

Earl Nightingale

When you consider that success is dependent upon the PROGRESSIVE REALIZATION of **A WORTHY IDEAL**, it necessarily follows that the first thing you require to solve your personal puzzle is **A WORTHY IDEAL**. Common logic dictates that you cannot progressively realize **A WORTHY IDEAL** if you do not have one.

This piece of your personal puzzle is absolutely vital to your success. **A WORTHY IDEAL** represents the high octane energy that fuels your mind and body to travel through those severe storms you know you will encounter. It's the storms that strengthen you, that give you the mental muscle you require to keep on moving onward and upward.

A WORTHY IDEAL is frequently referred to as a goal. Goals are great and play a necessary role in your life. But, by comparison, a goal is really quite common. A new automobile, a trip abroad, possibly a piece of furniture or a new garment would come under the heading of a goal. A particular mark on a report card at school or a monthly sales target may also qualify as a goal. However, none of the aforementioned would ever qualify as **A WORTHY IDEAL**. Car and worthy ideal sound more like an oxymoron—they just do not fit. A goal lacks the prestige and significance of **A WORTHY IDEAL**.

A WORTHY IDEAL is charged with great spiritual value. It is **A WORTHY IDEAL** that inspires the soul to move onward and upward to a greater awareness of the sheer beauty and abundance of life—real life; the life the architect of the universe created you for. It is **A WORTHY IDEAL** that will inspire you to keep on going regardless. It will cause you to develop a greater and greater awareness until, at long last, you become aware of your oneness with your Creator, which is the ultimate aim of all thinking people. The ignorance of our true nature is the primary cause of every problem in the world.

You Have Awesome Power

“God’s gift to you is more talent and ability than you will ever hope to use in your lifetime. Your gift to God is to develop as much of that talent and ability as you can in your lifetime.”

Steve Bow
Corporate Executive

There is no one alive who is capable of even guessing, with any degree of accuracy, at what you are capable of doing. There is genius wrapped up in every cell of your being. The most erudite scientist alive will not guess at what you can do. You are an instrument of God, endowed with infinite capabilities and designed to do God’s work.

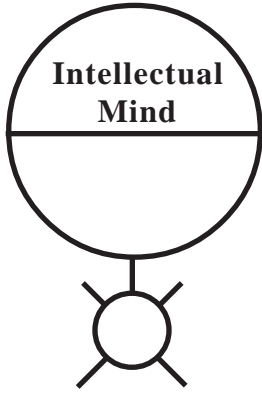
What is God’s Work?

God’s work is creation. God is the Creator and you have been given creative abilities.

“An educated person is not necessarily one who has an abundance of general or specialized knowledge. An educated person is one who has so developed the faculties of their mind that they may acquire anything they want, or its equivalent, without violating the rights of others.”

Napoleon Hill

The faculties of the mind to which Hill was making reference are the creative faculties which separate you from all of the other little creatures in the world. Unfortunately, organized educational institutions do not teach us how to recognize and develop these faculties. However, to put your personal success puzzle together and enjoy the success you desire, the development of these higher faculties is essential.



Your Intellectual Factors

- IMAGINATION
- MEMORY
- PERCEPTION
- INTUITION
- REASON
- WILL

IMAGINATION

INTUITION

MEMORY

REASON

PERCEPTION

WILL

In Search of a Worthy Ideal

“My mind is a center of Divine operation. The Divine operation is always for expansion and fuller expression and this means the production of something beyond what has gone before, something entirely new, not included in past experience, though proceeding out of it by an orderly sequence of growth. Therefore, since the Divine cannot change its inherent nature, it must operate in the same manner in me; consequently in my special world, of which I am the center, it will move forward to produce new conditions, always in advance of any that have gone before.”

Thomas Troward
The Dore Lectures on Mental Science

“You don’t have to slow down ... calm down.”

Bob Proctor

MY BINDING COMMITMENT

Make a written commitment that you will memorize Thomas Troward’s quote and repeat it numerous times daily.

Your Name

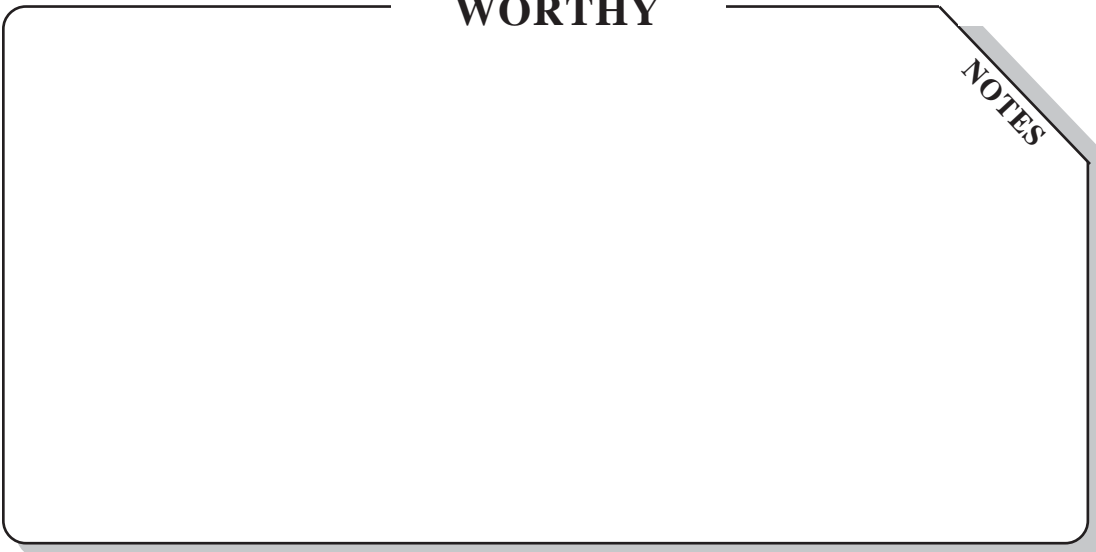
Identifying Your Worthy Ideal

This is the part of the puzzle where it can become tricky. You must prepare yourself to proceed with the process of identifying your worthy ideal in spite of the thoughts and feelings you might experience. Some of the thoughts and feelings you will probably experience as you search for your worthy ideal have the potential to cause you to abandon this entire exercise.

Your old conditioning (paradigm) will put up a vigorous mental battle. You will be employing your imagination and your intuition as you search for a worthy ideal. The improper use of these higher faculties will lead to an unfulfilled, boring existence. Trust me and just do as I suggest. You will be richly and openly rewarded for your faith.

Before you begin the exercise of identifying your worthy ideal, it would be worthwhile to take the time to consider both words one at a time.

WORTHY



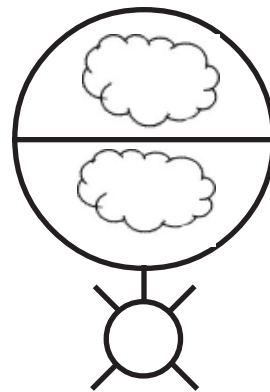
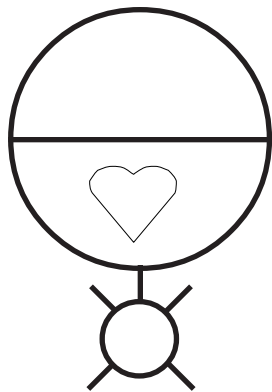
NOTES

*“Until thought is linked with purpose
there is no intelligent accomplishment.”*

James Allen
As A Man Thinketh, Circa 1903

IDEAL

NOTES



*“There is a spark of idealism within every human being
which can be fanned into flame
and will bring forth extraordinary results.”*

Louis Brandeis

Your worthy ideal is actually your heart’s desire. The heart is the Divine side of your nature. Follow your heart, let your imagination fly. Don’t spend five seconds or one ounce of energy thinking of **HOW** you are going to **BE**, **DO** or **HAVE**. **HOW** is not important nor is that your responsibility—that is God’s job. Your responsibility is to decide **WHAT** you will move toward.

*“It is not your part to guide or supervise the creative process.
All you have to do with that is to retain your vision,
stick to your purpose,
and maintain your faith and gratitude.”*

Wallace D. Wattles

MY WORTHY IDEAL

My Heart’s Desire

A large rectangular box with a rounded top-right corner and a drop shadow, containing horizontal lines for writing. The box is intended for the user to write their 'My Heart’s Desire'.

*“The Divine operation is always for
expansion and fuller expression.”*

Thomas Troward



DECISION

Decision

The subject of decision, properly understood, contains as much if not more potential for good than any other lesson you could study. Mastering the ability to make effective decisions quickly will create for you what many people would consider to be a charmed life. It will also keep you in a leadership role that is envied by many and understood by few. Decision makers go to the top, while those who do not make decisions seem to go nowhere.

This is definitely a subject every parent should teach their children to master at the youngest possible age. And, when we are teaching anything to a child, we should attempt to reduce it to the ridiculous in an effort to simplify the learning process, which by the way is good advice for the parent as well. With this in mind, you could say that making a decision is merely answering a question.

You will recall at the very beginning of this program we quoted Earl Nightingale where he said,

“Strange and marvelous things will happen with constant regularity as we alter our lives and begin to live in harmony with the Laws of the universe.”

One of the laws of the universe is Polarity ... the law of opposites. Everything in the universe has an opposite. There is no up without down, or hot without cold. Question and answer are opposite sides of the same thing. Every question must have an answer and you are about to learn how to tune into the answer.

Understanding this law and altering your life to live in harmony with it will certainly assist in the decision making process.

One of the major causes of indecision is a person’s firm belief in limited supply. As you study the “supply” piece of the success puzzle and develop a proper understanding of the true source of supply, you will realize there is never any limit and, in fact, your potential is unlimited.

You can virtually eliminate conflict and confusion in your life by becoming proficient at making decisions. Decision making brings order to your mind ... and of course, this order is then reflected in your objective world ... your results. No one can see you making decisions but they will almost always see the results of your decisions.

*“We think in secret and it comes to pass.
Environment is but our looking glass.”*

James Allen

The person who fails to develop their ability to make decisions is doomed because indecision sets up internal conflicts which can, without warning, escalate into all-out mental and emotional wars.

There is a word to describe these sort of emotional wars, it is called **ambivalence**. My Oxford dictionary tells me that ambivalence is the coexistence in one person of opposite feelings toward the same objective:

*leave—don't leave; do it—don't do it;
go —don't go; say it—don't say it.*

Everyone, on occasion, has had feelings of ambivalence.

With this piece of your success puzzle, you are going to examine the cause of indecision and its escalated state—ambivalence—and hopefully eliminate them by becoming a much more effective decision maker.

At this point, you could be asking yourself, “How is a person expected to develop this mental ability.” Well, I have the answer for you. You must do it on your own and you have already begun, by thinking about and digesting this information.

You will find that the value of a decision is going to have an awful lot to do with the courage required to make it. Many of the greatest decisions which were responsible for the foundation of civilization, were reached by assuming great risks, which often meant the possibility of death.

A good example was the decision made by the 56 men who signed the Declaration of Independence in Philadelphia on the 4th of July in 1776. That Declaration gave freedom to everyone in the United States of America. However, it could have gone the other way and left all 56 hanging from a gallows. They were truly courageous.

A FOUR-POINT PROCESS

Here are four questions I use and I would recommend you begin using whenever a major decision must be made:

1. **DO I WANT TO** be, do or have this?
2. Will being, doing or having this **MOVE ME IN THE DIRECTION OF MY GOAL?**
3. Is being, doing or having this **IN HARMONY WITH GOD'S LAWS OR THE LAWS OF THE UNIVERSE?**
4. Will being, doing or having this **VIOLATE THE RIGHTS OF OTHERS?**

If the answer to the first three questions is YES, and the answer to the last question is NO, make the decision and get moving.

Give this information on “Decision” practical application rather than merely enjoying the psychological aspect of this piece of the puzzle. In the space provided, clearly describe a situation in which you are in the midst of making a decision. Then, apply the information from this piece of your personal success puzzle.

**DESCRIBE YOUR
SITUATION**

... AND MAKE YOUR DECISION!

*“When I’ve gathered enough information to make a decision,
I don’t take a vote, I make a decision.”*

Ronald Regan

*\$3,000,000
IN
3 HOURS*

“A” → _____	
WHY I CAN'T	HOW I WILL
NEXT	<ol style="list-style-type: none">1.2.3.4.5.6.7.8.9.10.11.12.13.

***D**ECISION*

“There is a corollary element that must go hand in hand with the decision ... and that is commitment. **IT MUST BE A COMMITTED DECISION.** Most of us have weak decision-making muscles ... we do not even recognize what it means to make a real decision. We fail to realize the force of change, a truly congruent, committed decision makes. Part of our problem is that we use the term decision so loosely that it has come to describe our **wishes, not our commitments.** Instead of making decisions, we state our preferences. The word decision comes from the Latin roots, de, meaning from and caedere, meaning to cut ... therefore a decision means cutting from any other possibility. A **TRUE DECISION,** then, means you are committed to achieving a result, and then cutting yourself off from any other possibility.

Committed decisions show up in two places—your calendar and your checkbook. No matter what you say you value, or even think your priorities are, you have only to look at last year’s calendar and checkbook to see the decisions you have made about what you truly value. For example, I am committed to growth, both professionally and personally. A review of my calendar always shows multiple continuing education courses, seminars, and workshops in both the personal growth area, as well as in my profession. My checkbook is filled with tuition disbursements, purchases of books and videos. Bottom line ... see how you have reserved your time ... look at your expenditures ... those are the road maps to the decisions you have made in the past.

After making a true decision, especially the tough ones, we usually feel a tremendous burden has been lifted from our shoulders.”

Dr. Carole N. Hildebrand

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

LISTEN ...

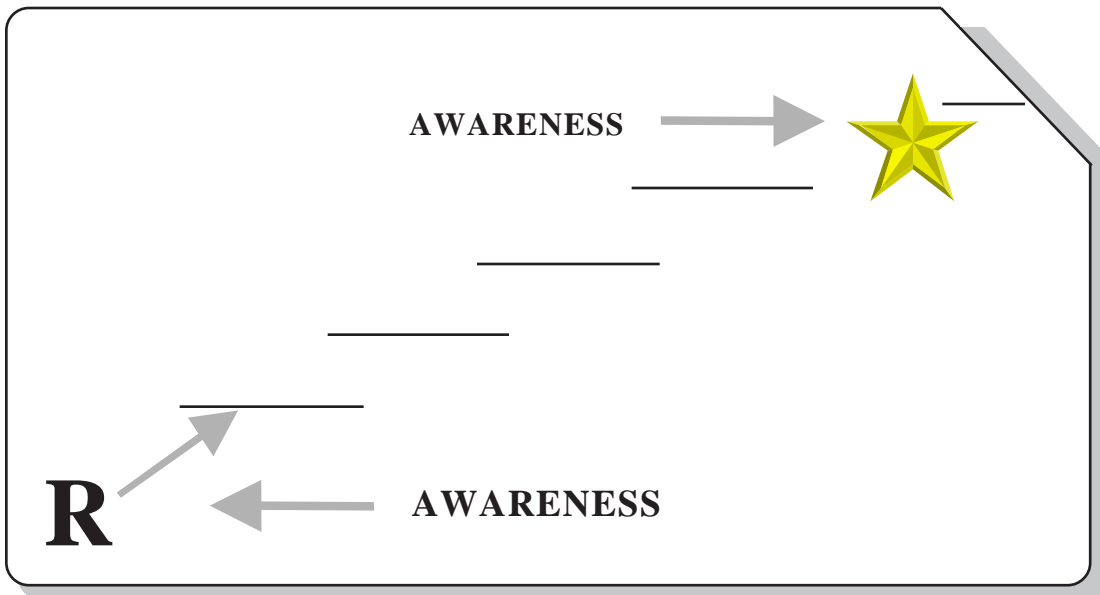
THINK ...

TAKE NOTES

KNOWLEDGE



THOUGHT



“You don’t have to slow down ... calm down.”

Bob Proctor

PROGRESSIVE ACTION ACTIVITIES

“Ideas are alive, they grow.”

Tom Willhite

1.

2.

3.

4.

5.

6.



***P**ARADIGMS*

Paradigms

Paradigms—what are they? Is it a buzz word for the information age? Absolutely not. Paradigms could be controlling virtually every move you make. When you understand how to build a paradigm that will lawfully guarantee the progressive realization of your worthy ideal ... a paradigm to replace the one that presently controls your life, you will have opened a door to a brand new world.

“To ignore the power of paradigms to influence your judgement is to put yourself at significant risk when exploring the future.

***To be able to shape your future
you have to be ready and able to change your paradigm.”***

Joel Barker

Culture is founded on habits, work practices, attitudes, beliefs and expectations, otherwise known as paradigms. Armed with paradigms, you approach and react to the world around you, interpreting what you see and experience according to your shared understandings and those culturally determined guidelines. A paradigm, in a sense, tells you that there is a game, what the game is, and how to play it successfully. A paradigm shift then, is a change to a new game, or a new set of rules. And when the rules change, the whole world will appear to be changing.

Ideally, any changes to an organization should be implemented simultaneously with a change in attitude of the members. In other words, the people’s paradigms should be shifted at the same time the organization begins its transformation.

It’s unfortunate that most of the organizations in the world are not preparing their people to make the personal paradigm shifts that are necessary. There are numerous individuals who lack the understanding required to adapt to the changes that are being forced upon them.

***“People do not resist change,
when it is their choice.
People resist being changed.”***

Michael Basch

Paradigms Are Habits—Other People’s Habits

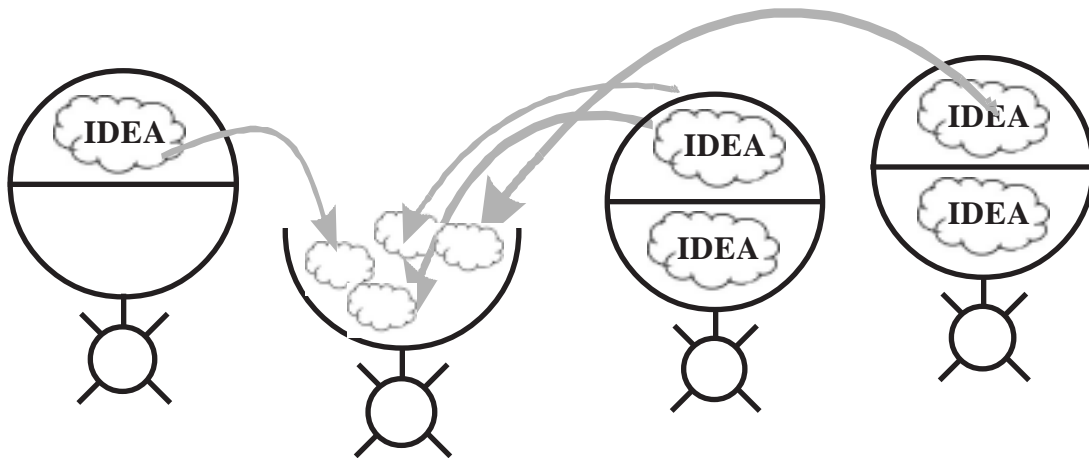
Paradigms can be likened to a program that has been installed in your brain; a program that was very likely written by people who loved you—good people, people who sincerely wanted nothing but the best for you.

“Nemo dat quod non habet.”

“You cannot give what you have not got.”

Horace (Circa 67 BC)

The people who were writing your program were giving you what they had been given, what they believed to be true. Unfortunately, they had no idea of what they were doing, the limiting beliefs that they were writing into your program, that could control the remainder of your life. Looking back from a more educated perspective, it is obvious the focus of the people who were raising you, was primarily for your physical well-being; they had little or no knowledge of what was happening to you mentally. It was generally believed if you were clean, warm and well-fed, the job was being properly done.

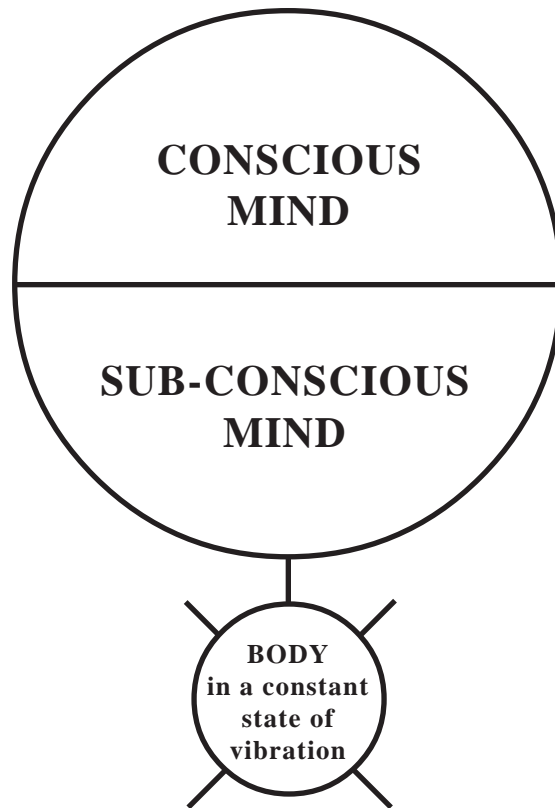


What were they thinking?
What were they doing?

What were they saying?
Their world was becoming your world.

***“Our thought travels 930,000 times faster than the sound of our voice.
No other force or power in the universe yet known is as great or as quick.
It is a proven fact, scientifically that the mind is a battery force,
the greatest of any known element.”***

Raymond Holliwell
Working With The Law



#1—Thoughts

cause

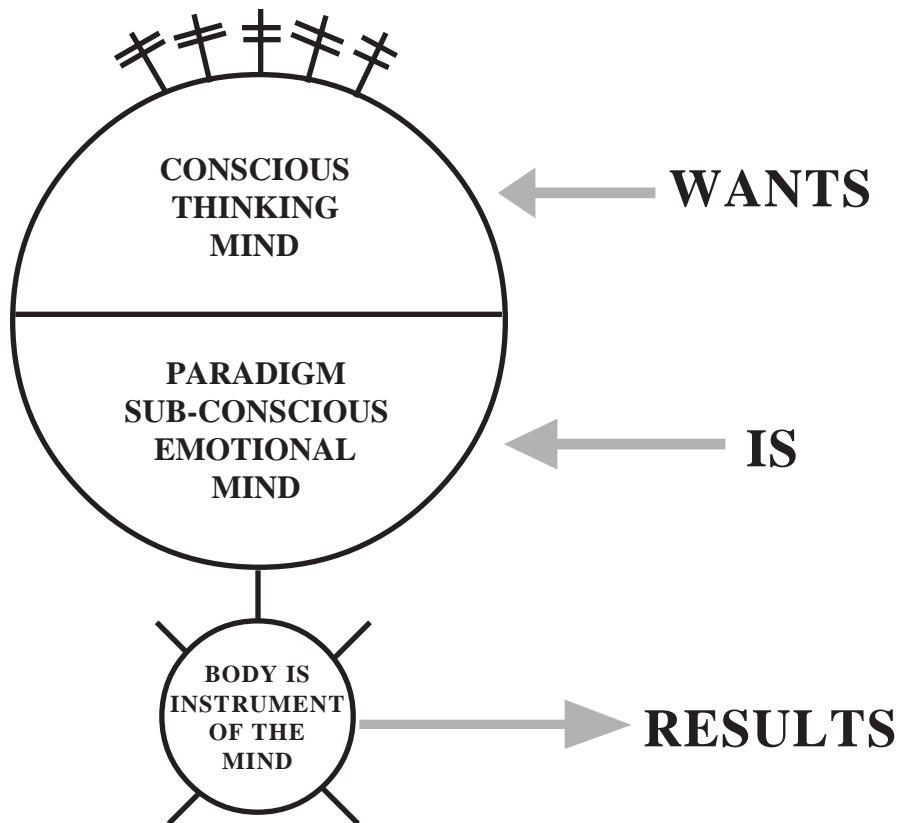
#2—Feelings

which cause

#3—Actions

which cause

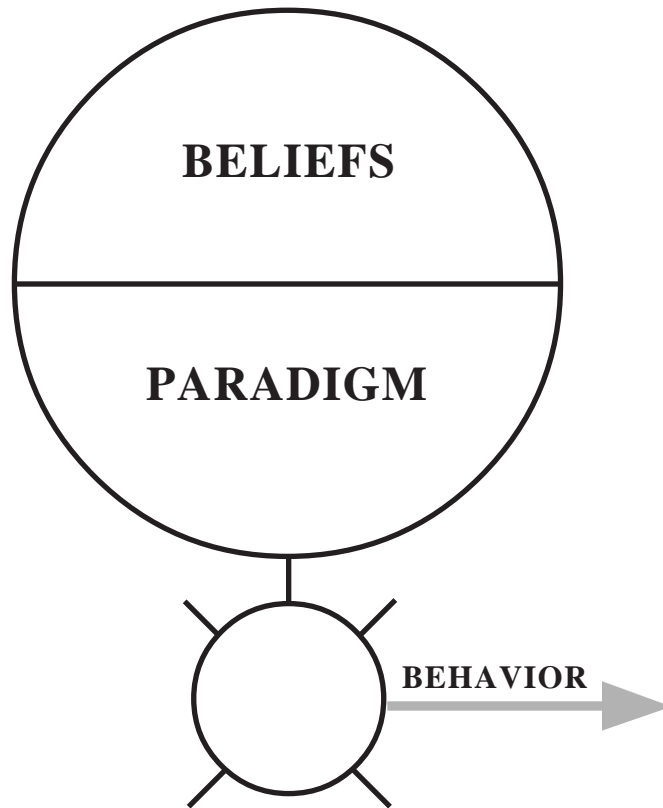
#4—Results.



**ATTITUDE IS THE COMPOSITE OF
YOUR THOUGHTS, FEELINGS AND ACTIONS.**

YOUR ATTITUDE PRODUCES YOUR RESULTS.

**PRAXIS
IS THE INTEGRATION OF BELIEF
WITH BEHAVIOR**



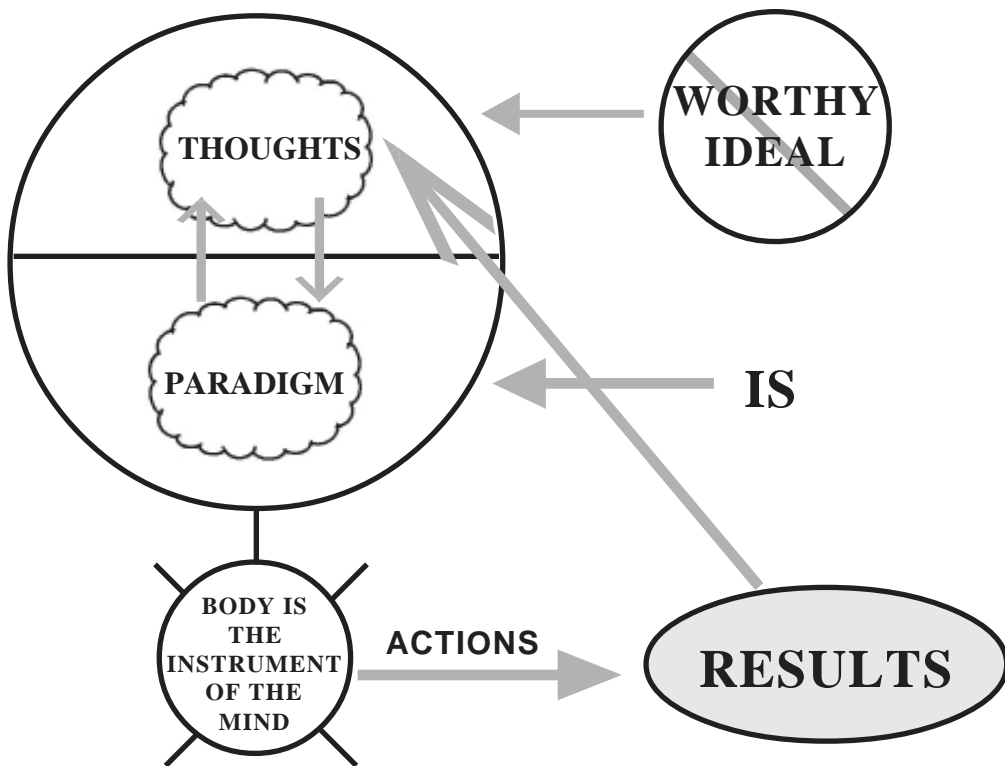
PRACTICE PRAXIS DAILY

#1—Results
cause
Thoughts

#2—Paradigm
supports and agrees with those
Thoughts

#3—New Thoughts
reinforce
Old Conditioning

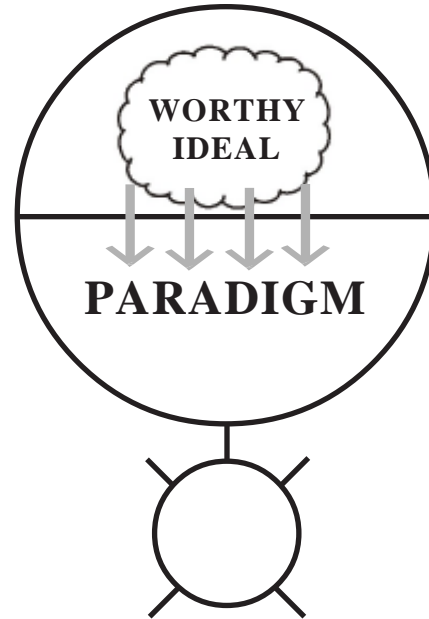
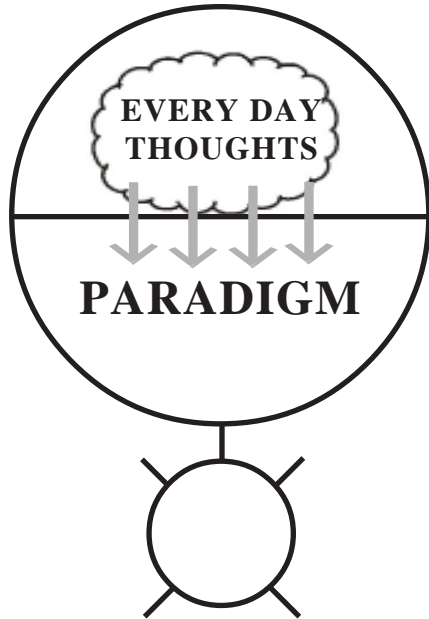
which produces
#4—Same Results



Your Paradigm Creates Your Reality

NOTES

NOTES



Mind _____
Body _____
Family _____
Society _____
Finances _____
Spiritual _____
How I Spend My Days _____

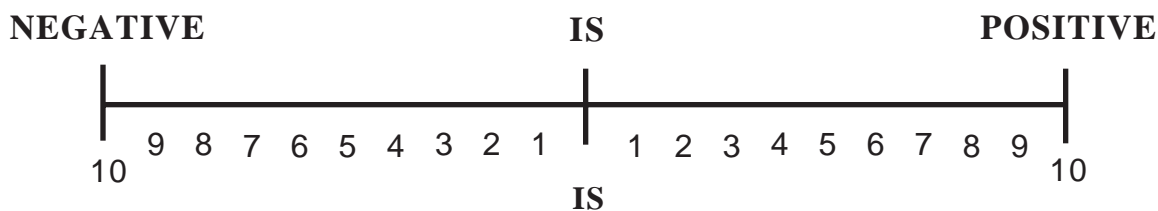
Mind _____
Body _____
Family _____
Society _____
Finances _____
Spiritual _____
How I Spend My Days _____

POOR AVERAGE GOOD EXCITING EXCEPTIONAL

Create Your Own Paradigm

When you begin to examine your ATTITUDES, it is vitally important that you remain objective; otherwise, you risk the possibility of rationalizing away your success.

OBJECTIVE ATTITUDE GAUGE



This is an orderly universe. Everything moves in a very precise way. We refer to this precision as The Laws of the Universe. One of the laws is the “Law of Polarity.” Every thing, condition or circumstance in your life has two sides.

In truth, everything “IS.” Your focus will determine whether it is positive or negative.

Mentally take a snapshot of the following areas of your life showing your present results and the results you want. Your present results are the expression of your paradigm and are rarely in harmony with what you want.

Mind	Society
Body	Finances
Family	Spirituality

Mentally place your snapshot on your Objective Attitude Gauge (O.A.G.). You will find the two images—PRESENT RESULTS and WANTS—will register in two different places.

Your objective will be to get the conditioned results to move into line with what you want. To accomplish the desired result, a paradigm shift is necessary.

“Nothing is good or bad, except our thinking makes it so.”

Ralph Waldo Trine

Desired Paradigm

Outlined below are statements which clearly describe the paradigm you will create which will produce the desired results that you have imagined in the following areas of your life.

MIND

BODY

FAMILY

SOCIETY

FINANCES

SPIRITUALITY



Your Infinite Supply

“Therefore I say unto you, What things soever ye desire, when ye pray, believe that ye receive them, and ye shall have them.”

Mark 11:24

The universe pays me and it will pay you; your compensation will always be in exact ratio to our service. This is a spiritual universe you and I are a part of and spirit operates by law. Law is the uniform and orderly method of the omnipotent God. Spirit never expresses itself other than perfectly. The imperfection we experience is the result of our individual or collective ways of thinking. You are a spiritual being and, as such, have been endowed with the unique ability to think. Therefore, your source of supply is infinite.

Thought is the preamble to everything, and your ability to originate thought and mentally move in a thought-filled world is your guarantee of an abundant life. Every material object that you can see, hear, smell, taste or touch is the manifestation of a non-physical power which is spirit. Spirit is omnipresent, 100% evenly present at all places at the same time. All the knowledge there ever was or ever will be is also 100% evenly present in all places at the same time. Likewise, all power is omnipresent. As a spiritual being, you have access to everything you will ever want or need to live the life you choose. Your degree of awareness of this beautiful truth will manifest as results in your life.

*“Nothing is impossible to the mind.
All its guidance and power are available to you.
When you have fully realized **THOUGHT CAUSES ALL**,
you will know there will never be any limits
that you yourself do not impose.”*

U.S. Andersen

The Spirit of Opulence

“If we clearly realize that the creative power in ourselves is *unlimited*, then there is no reason for limiting the extent to which we may enjoy what we can create by means of it. Where we are drawing from the *infinite* we need never be afraid of taking more than our share. That is not where the danger lies. The danger is in not sufficiently realizing our own richness, and in looking upon the externalized products of our creative power as being the true riches instead of the creative power of spirit itself.

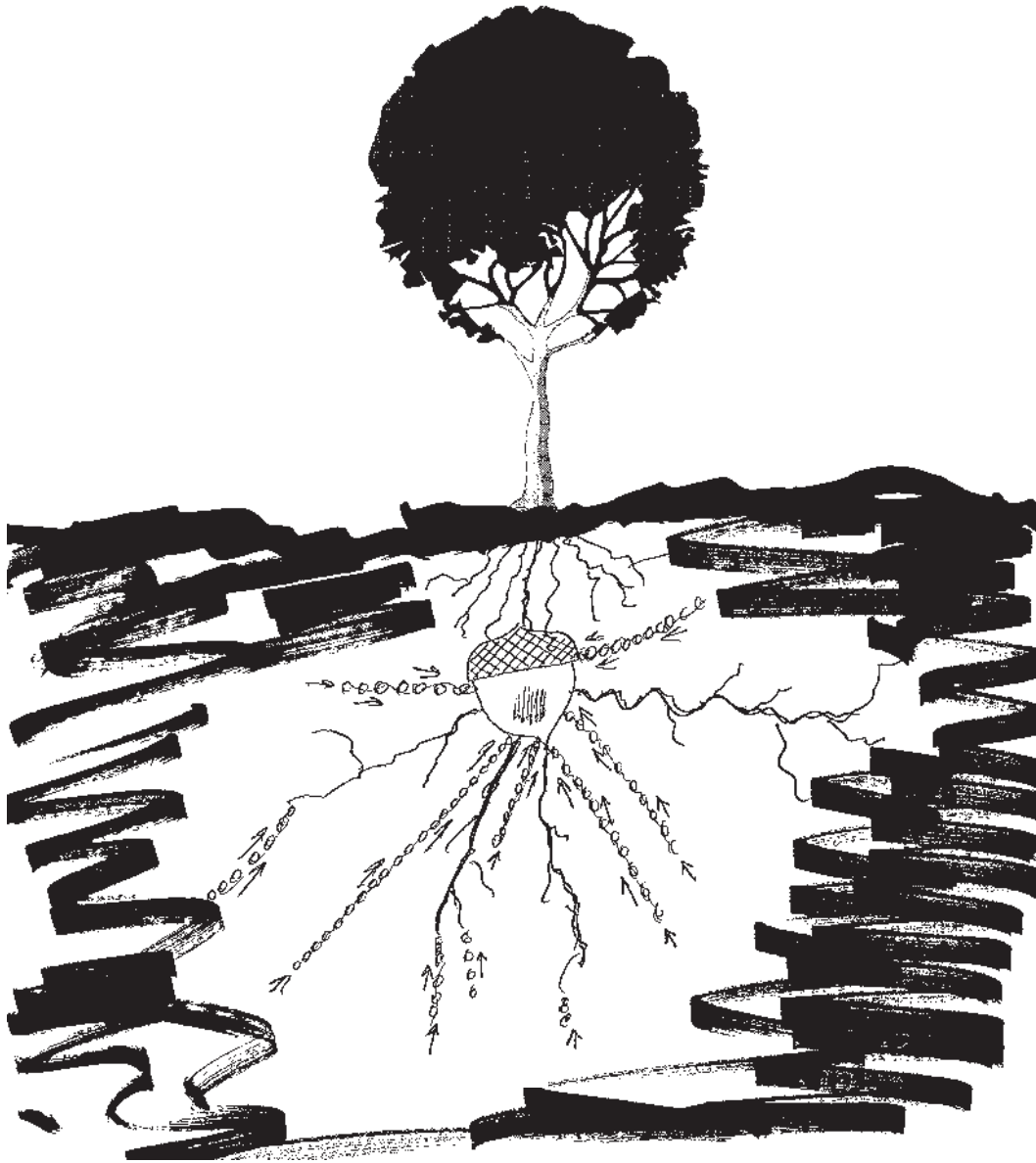
If we avoid this error, there is no need to limit ourselves in taking what we will from the infinite storehouse: “All things are yours.” And the way to avoid this error is by realizing that the true wealth is in identifying ourselves with the *spirit* of opulence. We must be opulent in our *thought*. Do not “think money,” as such, for it is only one means of opulence; but *think opulence*, that is, largely, generously, liberally, and you will find that the means of realizing this thought will flow to you from all quarters, whether as money or as a hundred other things not to be reckoned in cash.

We must not make ourselves dependent on any particular *form* of wealth, or insist on its coming to us through some particular channel—that is at once to impose a limitation, and to shut out other forms of wealth and to close other channels; but we must enter into the *spirit* of it. Now the spirit is Life, and throughout the universe Life ultimately consists in *circulation*, whether within the physical body of the individual or on the scale of the entire solar system; and circulation means a continual flowing around, the *spirit* of opulence is no exception to this universal flow of all life.

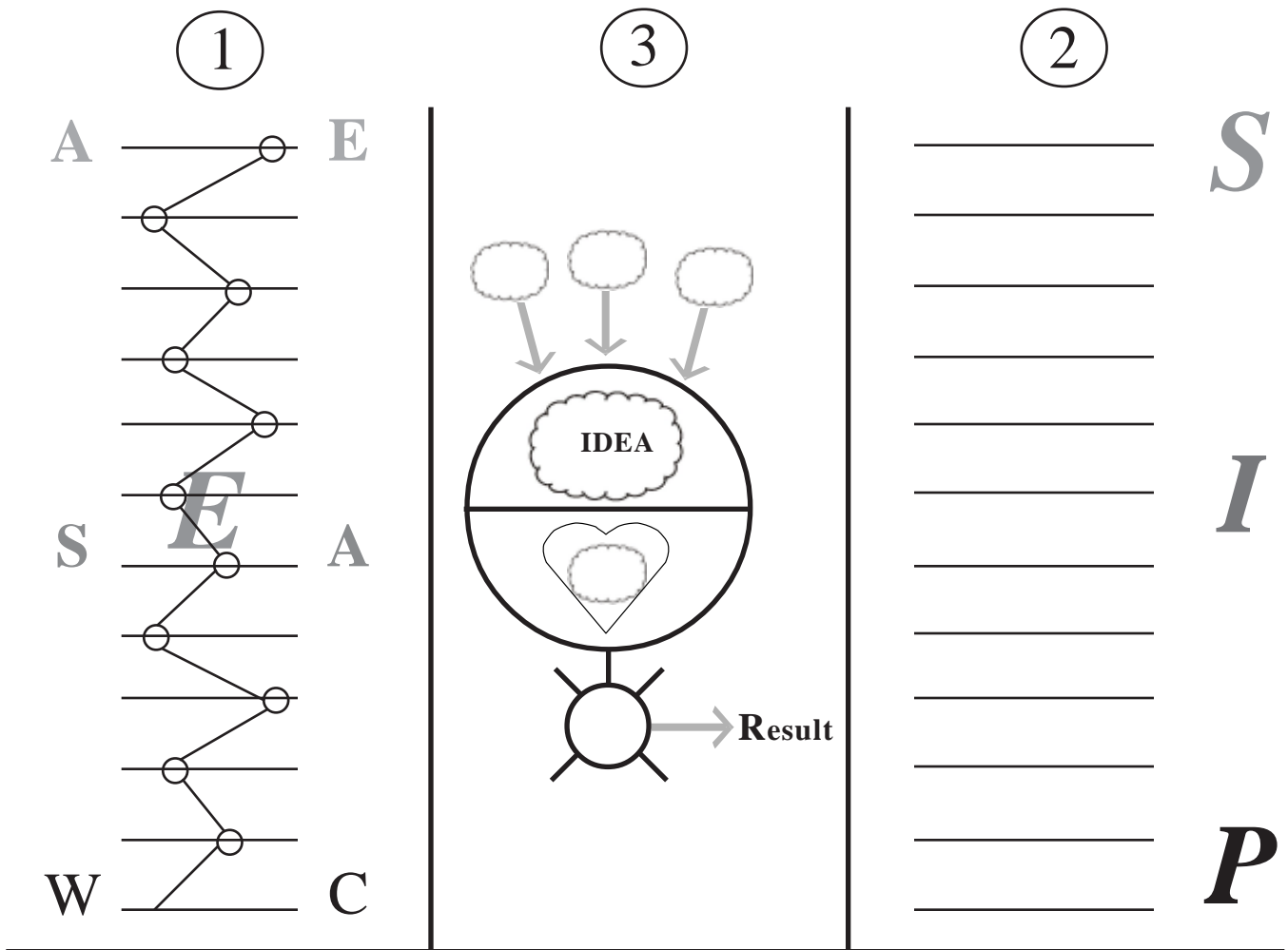
When once this principle becomes clear to us, we shall see that our attention should be directed rather to the giving than the receiving. We must look upon ourselves, not as misers’ chests to be kept locked for our own benefit, but as centres of distribution; and the better we fulfil our function as such centres the greater will be the corresponding inflow.”

Thomas Troward

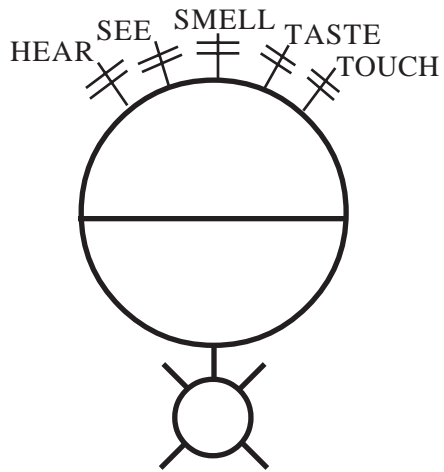
**ENERGY IS ATTRACTED
AND BECOMES ONE WITH THE ACORN**



**THE ACORN IS IN THE EARTH,
THE OAK TREE IS IN THE UNIVERSE.
THE LAW OF ATTRACTION BRINGS THEM TOGETHER.**

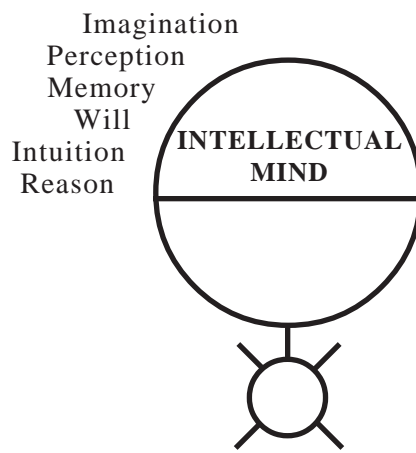


PHYSICAL SENSES



COMPETITIVE MIND

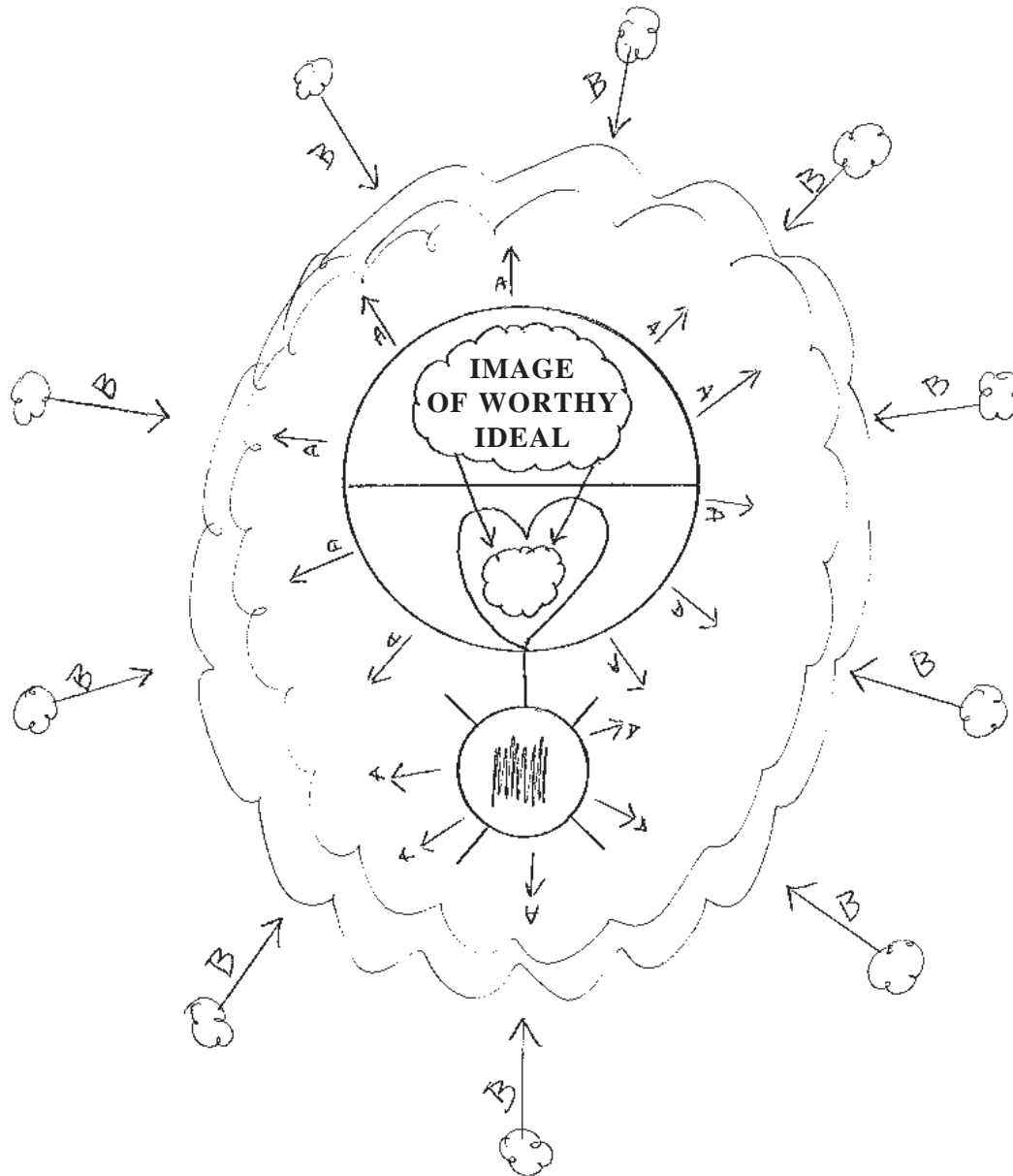
HIGHER FACULTIES



CREATIVE MIND

“Therefore I say unto you, What things soever ye desire, when ye pray, believe that ye receive them, and ye shall have them.”

Mark 11:24



“Any idea that’s held in the mind, emphasized, feared or revered, begins at once to clothe itself in the most convenient and appropriate physical form that’s available.”

From Andrew Carnegie
—As given to Napoloen Hill

Gratitude Keeps You Connected to Your Source of Supply

In the present tense, write a statement of gratitude for your many blessings and read it daily for ninety days. Read it slowly in a calm, confident, relaxed manner and you will become aware of the presence of spirit.

NOTES

PROGRESSIVE ACTION ACTIVITIES

"Ideas are alive, they grow."

Tom Willhite

1.

2.

3.

4.

5.

6.



PROGRESSIVE

ACTION

ACTIVITIES

PROGRESSIVE ACTION ACTIVITIES

*“Seest thou a man diligent in his business?
He shall stand before kings.”*

Proverbs 22:29

Johann Wolfgang von Goethe, lived from 1749 to 1832. He is a titan in the literature and philosophy of Western Civilization. He was a counselor to royalty, was sought out by Napoleon, Beethoven and the greatest thinkers and artists of his age. He set in place, both by his example and his writing, the lust for achievement which the whole of German civilization to this day is known for.

The following is an excerpt from a letter he wrote when he was 77 years of age in 1826 to his friend Selpiz Boisserée. It is obvious that Goethe took great pleasure in learning, creating, thinking and doing. Goethe obviously knew how to put the pieces of his success puzzle into place.

“Since God and his nature have left me to myself through so many years, I know nothing better to do than to express my grateful acknowledgment by youthful activity. I wish, as long as it may be granted to me, to show myself worthy of the good fortune which has been vouchsafed me, and I devote day and night to thinking and doing, to the extent that it is possible and so that it may be possible. Day and night is no mere phrase, for a good many night hours which I spend sleeplessly, in keeping with the vicissitudes of my age, I devote not to vague and unspecific thoughts but to precise consideration of what is to be done on the morrow, which I then begin faithfully in the morning and execute as far as possible. And so, perhaps, I accomplish more and, by planning, complete in the days allotted to me what one fails to do at a period when one has the right to believe or to fancy that there is still a tomorrow and always a tomorrow.”

*“I never mastered time management.
No one manages time; time cannot be managed.
I merely manage activities.”*

Earl Nightingale

Getting Things Done

The world has always cried for men and women who can get things done, for people who are self-starters, who see a task through to its finish.

It isn't how much you know, but what you get done that the world rewards and remembers. More people are held back from success because they don't know how to get things done, than for any other single reason. This piece of the success puzzle demands your full attention.

The biggest handicap to a person's success is not a lack of brains, nor a lack of character or willingness—it is in their inability to get things done.

This large group of people know what to do and *almost* do it on time. They *almost* win promotions. They *almost* become leaders. They are forever looking for one or two pieces of their success puzzle.

The “Almosts” are not lazy. Often they are more busy than the very effective few. They putter around, unfocussed, all day long and half the night, though they fail to accomplish much.

They are held back by indecision, by the lack of a worthy ideal. Their daily work lacks meaning.

They wander aimlessly and they get nowhere because they don't chart a straight course and then stick to it.

You don't need to work harder, you need to work more effectively. You must learn to make your work count. Every piece of your puzzle must be put in place ... NOW!

It's the producers who raise the world's standard of living. It's the producers who win the big share of the world's rewards. The producers are those people who have formed the habit of getting things done and who will not permit the “*almosts*” to get them off course.

Complete Your Own Puzzle

You will never complete your personal success puzzle playing with another person's puzzle. You could very well have formed the habit of doing the things other people want you to do, that you really don't want to do. You know they are not activities that will cause you to progressively realize your worthy ideal. Why do you do them?

Review your day's activities and list the things you did that other people wanted you to do which would not qualify as progressive action activities. In the space adjacent to these listed activities, state your reason for doing them.

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

**PEOPLE WHO GET THINGS DONE
HAVE TO LEARN TO SAY NO ...
TO OTHERS AND TO THEMSELVES.**

Constructive Tips For Everyday Planning

1. Carry a small note pad for jotting down things to be done. An inexpensive note pad has contributed a major role in the success of many executives.
2. Plan your day “tightly.” Schedule progressive action activities.
3. Schedule your out-going telephone calls so they can be taken care of at one sitting. There is less chance of finding busy lines early in the morning or late in the afternoon.
4. Plan meetings for the beginning or close of the day, not in the midst of work periods. Write out a list of things to discuss at each meeting.
5. Plan things that you can work on or think about while you are in transit or waiting around. Have material to read or other constructive work handy for odd moments that inevitably crop up.
6. The best way to stop wasting your life is to plan your time. Plan tomorrow, tonight; don’t wait for tomorrow morning.
7. Virtually everyone goes to bed at a different time each night, but as a rule, gets up at the same time every morning. Set your alarm back one hour and you will gain nine forty-hour weeks each year.

Sir Walter Raleigh who built the great tobacco empire was asked how he accomplished so much in such a short time. Raleigh replied, “When there is anything to do, I start it.”

Don’t look at a thing; Start it.

Don’t imagine that it is too difficult; Start it.

Don’t put it off for a day; Start it.

Don’t look for someone else to do it; Start it.

Don’t pretend that you must think it over; Start it.

Don’t start halfheartedly; put everything you can muster into your start.

“It can’t be done,” but with a forceful start you can do it.

You have probably done things throughout your life without using this extra force at the start. Think how much more you could achieve by making an enthusiastic start at each task, every morning.

Many of the world's great producers have had excuses for not getting things done. But, they have ignored the excuses and have produced.

They have not had an easy-chair state of mind. They have had ailments galore, but they have been spared that combination which is fatal to producing—dropsy and heart trouble—dropping into an easy chair and not having the heart to get out of it.

They have produced regardless, because they are professionals and a pro is at their best regardless.

Get up early and follow Raleigh's advice.

WORK FOR SATISFACTION

Do not be distracted by the know-it-all who is behind in his installment payments.

A person who is doing his best today is truly alive ... think of Goethe ... a person who did his best yesterday is stagnant.

"I can make enough money as it is," is an alibi of those who imagine that people should work for money instead of satisfaction.

WORK FOR SATISFACTION

PROGRESSIVE ACTION ACTIVITIES

"Ideas are alive, they grow."

Tom Willhite

1.

2.

3.

4.

5.

6.

COMMITMENT

Daily Commitment

The exercises that are recommended here will virtually guarantee the successful completion of your puzzle and keep you progressively realizing your worthy ideal until, as Thoreau said, you will realize it has manifested and it will be unexpected in uncommon hours. It is however, absolutely essential that you make a binding commitment to follow the strategy that is outlined daily until you have altered your paradigm and created the habits that will automatically carry you forward.

The following quote by Goethe has never been used more appropriately than it is here and now,

“Are you in earnest? Seize this very minute; what you can do, or dream you can do, begin it! Boldness has genius, power and magic in it; only engage and the mind grows heated; begin and the work will be completed.”

Goethe

MY BINDING COMMITMENT

I will complete the exercises outlined here every day for 90 days. I will allocate a special time each day and discipline myself to use that same time daily for these new exercises.

Name

Date

WHAT IS SUCCESS?

- Review and rewrite the exercise on page 8 for the four words, PROGRESSIVE, REALIZATION, WORTHY and IDEAL.
- Reread and seriously consider page 11, which outlines the three parts of your personality, conscious mind, sub-conscious mind and body.
- Review Success, Mind and Attitude on page 12 until the concept is fixed in your sub-conscious mind.

A WORTHY IDEAL

- Review page 21 covering your intellectual factors. Ask yourself if you're exercising these mental muscles daily.
- Memorize the quote by Thomas Troward from the Dore Lectures on page 22.
- Crystallize and rewrite your Worthy Ideal on page 25.

DECISION

- Memorize the Four-Point Process for making decisions on page 31. Form the habit of using it.
- Use the \$3,000,000 exercise on page 32 to meet a present challenge.
- Read Carole Hildebrand's essay on Decision on page 33 daily.
- Review the three exercises on page 34, Knowledge, Thought and Awareness for making decisions.

PARADIGMS

- Review the praxis exercise on page 43 and check for progress.
- Review your objective attitude gauge exercise on page 46 daily.

INFINITE SUPPLY

- Reread, aloud, the memorandum from Troward on page 52.
- Review the creative visuals headed 1, 3, 2 on page 54 daily.
- Rewrite your gratitude statement on page 56 daily.

PROGRESSIVE ACTION ACTIVITIES

- Review and check your progress for completing your own puzzle, page 63.
- Page 64, Constructive Tips, read Sir Walter Raleigh's advice aloud daily.

WISHING

Do you wish the world were better?
Let me tell you what to do:
Set a watch upon your actions,
Always keep them straight and true.
Rid your mind of selfish motives,
Let your thoughts be clean and high,
You can make a little Eden
Of the sphere you occupy.

Do you wish the world were wiser?
Well, suppose you make a start,
By accumulating wisdom,
In the scrapbook of your heart,
Do not waste one page on folly,
Live to learn and learn to live,
If you want to give men knowledge
You must get it 'ere you give.

Do you wish the world were happy?
Then remember day by day,
Just to scatter seeds of kindness
As you pass along the way.
For the pleasure of the many
May be oftentimes traced to one,
As the hand that plants the acorn
Shelters armies from the sun.

Author Unknown

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Proctor Gallagher Institute 8776
E Shea Blvd
Suite 106-621
Scottsdale, AZ 85260
800-871-9715
www.proctorgallagerinstitute.com