

# **There is no elevator to success. You need to use the steps. One at a time!**

Welcome to the world of Thought Ignite. - It is always one single thought, which when ignited makes that whole load of difference in life. Congratulations on deciding to not settle for less.

I have worked a lot on workbooks and I find them very useful when pursuing something. Let me try and explain it. There are a number of Laws governing the Universe and our own personal worlds. For example we all know what **gravity** is and we do know that we will fall if we jump of a building or when we trip while walking. To get that law into action you need to either jump off from somewhere or you need to trip. You need to **DO** something to get that law working. Similarly to get your life into shape you need to first understand and accept that there are **Supreme Laws** at work. It is your handling of those laws that has brought you to where you are today. So if you need to change your direction or destination then it is these very same laws that are going to help you – only thing you will be wielding them in a different and confident manner. No one is born with any knowledge – it is acquired. So here is some extremely good stuff. Go ahead and try to use it.

A word about this e-book:

Napoleon Hill is considered as the master in the **law of attraction**. In this e-book Napoleon Hill outlines a step by step process on the method of attracting wealth. Two masters in personal development - Joe Vitale and O Bryan have compiled this e-book and have retained the original to the exact word. This e-book contains the very essence of Napoleon Hill's original masterpiece in which the message is clear – **If you want something, then go ahead and get it.**

When you start any program, you need to be gently guided and led through it. I shall be your coach if you are willing to give your time and effort.

Read this e-book and get back to me if you have any questions. Let's do it together.

**Sanjiv K Padman**

## **My advice on using this workbook:**

You should have at least 120 minutes of time when you are starting the first time.

- a. If you are at work or in a browsing centre, then print this book out and take it to a place where you **know** – I repeat, **know** you won't be disturbed at least for 120 minutes.
  - b. Notice I have included a number of blank pages in this e-book. They double up as your scribble pad.
  - c. If you are a proud owner of a mobile phone, great. But switch it off before you even skim through this e-book. And stay away from the telephone. What I mean is you should not have even a single notion that you could be disturbed. ***It is crucial.***
  - d. And last AND THE MOST IMPORTANT, if you happen to get a thought "I know that!" anytime while you are working on this workbook, recognize that thought and discard it. You know nothing of what you are going to see in this workbook. Because if you knew, then you would not be reading this preface guidelines.
2. Read through this e-book quickly the first time. Try to grasp what this book is driving at and don't spend too much time on any page. Go through this e-book the way you would drink a tall glass of lemonade on a hot sunny day – without taking your lips off the glass. Just drink all the information from this e-book. You will find a lot of questions popping up. Don't bother. Just read thro the first time.

It should not take you more than 20 minutes to just skim through this workbook. Now set aside the book and let the information sink it. If necessary spend 15 – 20 minutes just thinking of the workbook, its contents, and its print style etc. Congratulate yourself on deciding to work on the Think & Grow Rich e-book.

Anticipate the best in your life is about to happen.

**“You give before you get.” - Napoleon Hill**

**Note: While the price for this original workbook is \$79.99, you may freely forward this PDF file in its entirety to anyone you like, or post it in its entirety online anywhere you like, in the spirit of Napoleon Hill's own quote above.**

**Enjoy, and live long and prosper.**

**– Pat O'Bryan and Joe Vitale of**

**<http://www.InstantChange.com>**

THE  
***THINK AND GROW RICH***  
WORKBOOK

By Pat O'Bryan,  
President and Founder,  
Milagro Research Institute  
With Dr. Joe Vitale  
President, Hypnotic Marketing, Inc  
Author of *Spiritual Marketing*, etc.

## **12** Laws of Riches

1. Positive mental attitude
2. Sound health
3. Harmony in human relations
4. Freedom from fear
5. Hope of future achievement
6. Capacity for applied faith
7. Willingness to share ones blessings with others
8. Be engaged in a labor of love
9. An open mind towards all subjects towards all people
10. Complete self discipline
11. Wisdom to understand people
12. Financial security

***Note: money comes last in the list.  
- Napoleon Hill -***

## **Worksheet**

(Jot down what ever crosses your mind while you are reading this e-book. This is your personal copy – so you can afford to think aloud on these pages. They are available throughout this e-book.)

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**“It takes half your life before you discover life is a do-it-yourself project.”**

**Napoleon Hill**

## **How to use this Workbook**

The famous book, *Think and Grow Rich*, by Napoleon Hill is known as the “book that makes millionaires.” It is a powerful tool for focusing your mind and achieving your goals. I know one multi-millionaire who has read it 43 times. Obviously, the book works. It is a classic. This workbook isn't designed to replace Hill's book but to supplement it and reinforce the principles in it. This workbook was designed to isolate the most important lessons from the book and present them in a format that will be familiar to the twenty-first century student. The most important information from each relevant chapter is presented as clearly as possible, and followed by a brief review. In this manner you can “install” the key elements of the book in your mind. As a result, your goals will be clearer, sharper and manifest even quicker for you. Creating a workbook from such a masterpiece as *Think and Grow Rich* took time and thought. We made a conscious decision to include only the most bottom line relevant information from the original work. The stories of financial heroes from days of yore make fascinating reading, but they're used to illustrate the lessons in the book, and it's the lessons themselves that we concentrated on to create this workbook for you.

The core principles of the book are actually contained on one page, called “My Desire to Riches Program.” On this page you write the affirmations that will help you program your mind for riches. Fill it in and post it in a prominent place. Repeat them twice a day. The review questions are taken from the preceding chapter in the workbook. It is recommended that you study the chapter until you can answer the review questions without looking at the chapter.

**Joe Vitale & O Bryan**

The internet is filled with stories of entrepreneurs who became wealthy by following the principles in *Think and Grow Rich*. We hope this workbook helps you on your way to writing your success story.

# THE ***THINK AND GROW RICH*** WORKBOOK

By Pat O'Bryan,  
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With Dr. Joe Vitale  
President, Hypnotic Marketing, Inc.  
Author of *Spiritual Marketing*, etc.

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“When you work simply for yourself or for your own  
personal gain your mind will seldom rise  
above the limitations of the undeveloped personal life;

But when you are inspired by some great purpose, some  
extraordinary project, all your thoughts break bounds;  
your mind transcends limitations;

Your consciousness expands in every direction; and you find  
yourself in a new world, a great world, a wonderful world;  
dormant powers, faculties and talents become alive, and you  
discover yourself to be a larger man by far than you ever  
dreamed yourself to be.”

-- Christian D. Larson, *Business Psychology*, 1912.

## Introduction

Thoughts are things, and powerful things at that, when they are mixed with the definiteness of purpose, persistence, and a burning desire for their translation into riches, or other material objects.

1. Definiteness of purpose
2. Persistence - determination to stand by that desire until it's realized.
3. Burning desire (to translate thoughts into riches, or other material objects)

One of the main weaknesses of mankind is the average person's familiarity with the word "impossible." He knows all the rules which will NOT work. He knows all the things which CANNOT be done. This book was written for those who seek the rules which have made others successful, and are willing to stake everything on those rules. Success comes to those who become SUCCESS CONSCIOUS. The object of this book is to help all those who seek it, to learn the art of changing their minds from FAILURE CONSCIOUSNESS to SUCCESS CONSCIOUSNESS.

We have the power to control our thoughts.

The ether in which this little earth floats, in which we move and have our being, is a form of energy moving at an inconceivably high rate of vibration, and that ether is filled with a form of universal power which adapts itself to the nature of thoughts we hold in our mind; and influences us, in natural ways, to transmute our thoughts into their physical equivalent. This power makes no attempt to discriminate between destructive thoughts and constructive thoughts, that it will urge us to translate into physical reality thoughts of poverty, just as quickly as it will influence us to act upon thoughts of riches.

***In other words, the Universe will provide what we hold in our minds. It doesn't make a distinction between destructive thoughts and constructive thoughts. If we hold thoughts of poverty in our mind, the universe will return poverty to us. If we hold thoughts of wealth in our mind, the universe will return wealth to us.***

**“A goal is a dream with a deadline.”**

**- Napoleon Hill**

## Review

- I. What three things are necessary to convert thoughts to material objects?
  - 1.
  - 2.
  - 3.
- II. Success comes to those who are \_\_\_\_\_ conscious.
- III. The universe will provide what we hold in our \_\_\_\_\_
- IV. If we hold thoughts of wealth in our mind, the universe will bring us \_\_\_\_\_.

**“Everyone enjoys doing the kind of work for which he is best suited.”**

**- Napoleon Hill**

## **Desire**

A great warrior faced a situation which made it necessary for him to make a decision which insured his success on the battlefield. He was about to send his armies against a powerful foe, whose men outnumbered his own. He loaded his soldiers into boats, sailed to the enemy's country, unloaded soldiers and equipment, then gave the order to burn the ships that had carried them. Addressing his men before the first battle, he said, "you see the boats going up in smoke. That means we cannot leave these shores alive unless we win. We now have no choice- we win- or we perish. They won.

Every great leader, from the dawn of civilization down to the present, was a dreamer. If you do not see great riches in your imagination, you will never see them in your bank account. Tolerance and an open mind are practical necessities of the dreamer of today. Those who are afraid of new ideas are doomed before they start. If the thing you wish to do is right, and you believe in it, go ahead and do it.

## **EVERY FAILURE BRINGS WITH IT THE SEED OF AN EQUIVALENT SUCCESS**

The world is filled with an abundance of opportunity for the dreamer. A burning desire to be, and to do is the starting point from which the dreamer must take off. Dreams are not born of indifference, laziness, or lack of ambition. There is a difference between wishing for a thing and being ready to receive it. No one is ready for a thing, until he believes he can acquire it. The state of mind must be belief, not mere hope or wish. Open-mindedness is essential for belief. Closed minds do not inspire faith, courage and belief. No more effort is required to aim high in life, to demand abundance and prosperity, than is required to accept misery and poverty.

**"Action is the real measure of intelligence."**

**- Napoleon Hill**

## **Worksheet**

## **Method by which Desire for Riches can be transmuted into its financial equivalent**

- 1) Fix in your mind the exact amount of money you desire. It is not sufficient merely to say "I want plenty of money." Be definite as to the amount.
- 2) Determine exactly what you intend to give in return for the money you desire.
- 3) Establish a definite date when you intend to possess the money you desire.
- 4) Establish a definite plan for carrying out your desire, and begin at once, whether you are ready or not, to put this plan into action.
- 5) Write out a clear, concise statement of the amount of money you intend to acquire, name the time limit for its acquisition, state what you intend to give in return for the money, and describe clearly the plan through which you intend to accumulate it.
- 6) Read your written statement aloud, twice a day. See and feel and believe yourself already in possession of the money.

**"You give before you get." - Napoleon Hill**

## **Worksheet**

## **My Desire to Riches Program** (Affirmations)

Say them aloud twice a day.

1. The exact amount of money I desire is \_\_\_\_\_ dollars per \_\_\_\_\_.
2. In return I will give/do \_\_\_\_\_.
3. I will receive this money on this date: \_\_\_\_/\_\_\_\_/\_\_\_\_
4. The plan I will implement immediately to achieve this is:
5. I see and feel myself receiving this money (achieving my goals).

**“All achievements, all earned riches, have their beginning in an idea.”**

**- Napoleon Hill**



## Review

1. Every person who wins in any undertaking (succeeds) must be willing to \_\_\_\_\_
2. Every great leader, from the dawn of civilization down to the present, was a \_\_\_\_\_.
3. Tolerance and an open mind are practical necessities of the dreamer of today. Those who are afraid of \_\_\_\_\_ are doomed before they start.
4. No one is ready for a thing, until \_\_\_\_\_.

**“Do it now! can affect every phase of your life. It can help you do the things you should do but don't feel like doing. It can keep you from procrastinating when an unpleasant duty faces you. But it can also help you do those things that you want to do. It helps you seize those precious moments that, if lost, may never be retrieved.”**

**- Napoleon Hill**

## **FAITH**

Faith is a state of mind which may be induced, or created, by affirmation or repeated instructions to the subconscious mind, through the principle of auto-suggestion. This is why repeating your affirmation twice daily is so important. You may convince the subconscious mind that you believe you will receive that for which you ask, and it will act upon that belief, which your subconscious mind passes back to you in the form of faith, followed by definite plans for procuring that which you desire.

All thoughts which have been emotionalized (given feeling) and mixed with faith begin immediately to translate themselves into their physical equivalent or counterpart. The subconscious mind will translate into its physical equivalent a thought impulse of a negative or destructive nature just as readily as it will act upon thought impulses of a positive or constructive nature. This accounts for the strange phenomenon which so many millions of people experience, and call "misfortune," or "bad luck." You may benefit by passing on to your subconscious mind, any desire which you wish translated into its physical, or monetary equivalent, in a state of expectancy or belief that the transmutation will actually take place. Your belief, or faith, is the element which determines the action of your subconscious mind. There is nothing to hinder you from "deceiving" your subconscious mind when giving it instructions through auto-suggestion.

To make this deceit more realistic, conduct yourself as you would if you were already in the possession of the material thing which you are demanding. The mind comes to take on the nature of the influences which dominate it. It is essential for you to encourage the positive emotions as dominating forces of your mind, and discourage- and eliminate- negative emotions. One comes to believe what one repeats to one's self, whether the statement be true or false. If you repeat a lie over and over, you will eventually accept the lie as truth. You will believe it to be the truth. Every one is what he is because of the dominating thoughts which he permits to occupy his mind. Thoughts you deliberately place in you own mind constitute the motivational forces, which direct and control your every movement, act, and deed. We are what we are because of what we think and believe.

Resolve to throw off the influences of negative energy, and build your own life to order. The subconscious mind makes no distinction between constructive and destructive thought impulses. It works with the material we feed it, through our thought impulses. The subconscious mind will translate into reality a thought driven by fear just as readily as it will translate into reality a thought drive by courage or faith. Auto-suggestion will lead you to peace and prosperity or misery, failure and death. If you fill your mind with fear, doubt and unbelief in your ability to connect with and use the forces of infinite intelligence, the law of auto suggestion will take this spirit of unbelief and use it as a pattern by which your subconscious mind will translate it into its physical equivalent.

**“Do not wait; the time will never be 'just right.' Start where you stand, and work with whatever tools you may have at your command, and better tools will be found as you go along.”** - Napoleon Hill

## **Worksheet**

## Review

1. We are what we are because of what we \_\_\_\_\_ and \_\_\_\_\_.
2. If you believe you will succeed, you will \_\_\_\_\_.
3. Thoughts, mixed with \_\_\_\_\_, begin immediately to translate themselves into their physical equivalent or counterpart.
4. The subconscious can tell the difference between positive and negative thoughts. **T/F**.
5. Positive thoughts and beliefs bring \_\_\_\_\_ outcomes.

**“Our minds become magnetized with the dominating thoughts we hold in our minds and these magnets attract to us the forces, the people, and the circumstances of life which harmonize with the nature of our dominating thoughts.”**

**-Napoleon Hill**

## **Self Confidence and Affirmations**

- 1) I know that I have the ability to achieve the object of my definite purpose in life, therefore, I demand of myself the persistent, continuous action toward its attainment, and I here and now promise to render such action.
- 2) I realize the dominating thoughts of my mind will eventually reproduce themselves in outward, physical action, and gradually transform themselves into physical reality. Therefore, I will concentrate my thoughts for 30 minutes a day, on the task of thinking of the person I intend to become, thereby creating in my mind a clear mental picture of that person.
- 3) I know that through the principle of auto-suggestion (and subliminals), any desire that I persistently hold in my mind will eventually seek expression through some means of attaining the object back of it, therefore, I will devote ten minutes daily to demanding of myself the development of self confidence.
- 4) I have clearly written down a description of my definite chief aim in life, and I will never stop trying, until I shall have developed sufficient self-confidence for its attainment.
- 5) I fully realize that no wealth or position can long endure, unless built upon truth and justice, therefore, I will engage in no transaction which does not benefit all whom it affects. I will succeed by attracting to myself the forces I wish to use, and the cooperation of other people. I will induce others to serve me, because of my willingness to serve others. I will eliminate hatred, envy, jealousy, selfishness, and cynicism, by developing love for all humanity, because I know that a negative attitude toward others can never bring me success. I will cause others to believe in me, because I will believe in them, and in myself.

**“Every adversity, every failure, every heartache carries with it the seed of an equal or greater benefit.” - Napoleon Hill**

## **Worksheet**

## **Auto Suggestions and Subliminals**

There are no limitations to the mind except those we acknowledge. Both poverty and riches are the offspring of thought. Autosuggestion and subliminals are terms which apply to all suggestions and self-administered stimuli which reach one's mind through the five senses. It is the agency of communication between that part of the mind where conscious thought takes place, and that which serves as the seat of action for the subconscious mind. Through the dominating thoughts which one permits to remain in the conscious mind- positive or negative- auto suggestions voluntarily reaches the subconscious mind and influences it with these thoughts. No thought, positive or negative, can enter the subconscious mind without the aid or auto suggestion. The conscious mind acts as a filter to the subconscious mind. You have absolute control over the material which reaches your subconscious mind. Ability to reach and control your subconscious mind has its price and you must pay that price. That price is persistence. You must decide if the outcome is worth the effort. Where failure is experienced, make another effort, and still another, until you succeed.

The subconscious mind takes any orders given it in a spirit of absolute faith, and acts upon those orders, although the orders have to be presented over and over again, through repetition, before they are interpreted by the subconscious mind. Consider the possibility of playing a perfectly legitimate trick on your subconscious mind, by making it believe, because you believe it, that you must have the amount of money you are visualizing, that this money is already waiting for you, that the subconscious mind must hand over to you practical plans for acquiring the money which is yours. Send that thought to your imagination, and see what your imagination can, or will do, to create practical plans for the accumulation of money through transmutation of your desire. Begin at once to see yourself in possession of the money, demanding and expecting meanwhile, that your subconscious mind will hand over the plan, or plans you need.



Be on the alert for those plans, and when they appear, put them into actions immediately. When the plans appear, they will probably flash into your mind through the sixth sense in the form of "inspiration." Treat it with respect, and act upon it as soon as you receive it. Don't trust to your "reason" when creating your plan for accumulating money through the transmutation of desire. Your reason is faulty. Moreover, your reasoning faculty may be lazy, and, if you depend on it to serve you, it may disappoint you. When visualizing the money you intend to accumulate, see yourself rendering the service, or delivering the merchandise you intend to give in return for the money. Be specific in your visualization.

**"More gold has been mined from the thoughts of men than has been taken from the earth."**

**- Napoleon Hill**

## **Worksheet**

## **Review**

1. There are no limitations to the mind except \_\_\_\_\_
2. The \_\_\_\_\_ acts as a filter to the subconscious.
3. Who has absolute control over the material which reaches your subconscious mind?
4. What is the “success oriented” response to failure?
5. Ability to reach and control your subconscious mind has its price and you must pay that price. That price is \_\_\_\_\_

**“What ever the mind of man can conceive and believe, it can achieve.” - Napoleon Hill**

## **Knowledge**

There are two kinds of knowledge: general and specialized. General knowledge is of little use in the accumulation of money. Knowledge will not attract money, unless it is organized and intelligently directed, through practical plans of action, to the definite end of accumulation of money. Knowledge is NOT power. It is potential power. It becomes power when it is organized into definite plans of action, and directed to a definite end. Before you can turn desire into money, you will require specialized knowledge of the service, merchandise, or profession which you intend to offer for fortune. You may need more specialized knowledge than you can personally acquire. In that case, you need a “mastermind group.” A mastermind group is a group of real or virtual authorities on subjects that you are not an authority on.

The accumulation of money calls for power, and power is acquired through highly organized and intelligently directed specialized knowledge, but that knowledge doesn't have to be in the possession of the man who acquires the money. Napoleon hill had never heard of the internet, but he would have loved it. He did say that “specialized knowledge is among the most plentiful, and the cheapest forms of service which may be had.” It was true then, and it's even truer now. It pays to know how to get knowledge.

1. Your own experience
2. Experience from your mastermind group
3. Libraries
4. Paid experts
5. Training

As knowledge is acquired it must be organized and put into use, for a definite purpose, through practical plans. Knowledge has no value except that which can be gained from its application toward some worthy end. Gaining wealth is a worthy end. So is appreciation of fine art or music. These techniques will work to achieve any goal. Combine your knowledge with your imagination to create ideas. Ideas make money. There is no fixed price for sound ideas. There is no limit to the amount of wealth a good idea can bring.

Behind the idea is specialized knowledge. This knowledge is easy to acquire. What is rare is good ideas. Because of this, there is a universal and ever-increasing demand for ideas in the form of organized plans to make money.

## **Worksheet**

## Review

1. There are two kinds of knowledge: general and \_\_\_\_\_.
2. How does one convert knowledge into power?
3. Name 6 sources for information.
  - 1.
  - 2.
  - 3.
  - 4.
  - 5.
  - 6.

Can you think of others?

4. Combine your knowledge with your \_\_\_\_\_ to create ideas.

**“It is always your next move.”**  
**- Napoleon Hill**

## **Imagination**

Imagination is the workshop where plans are created. Your desire is given shape, form, and action through the aid of the imagination. You can create or do anything you can imagine. There are two forms of imagination: synthetic and creative. Synthetic imagination is arranging existing concepts, ideas or plans into new combinations. It doesn't create anything; it merely works with existing material in a new way. Creative imagination, hunches and inspiration, is your source for new ideas. Ask yourself questions such as: "What if?"; "Why not?" "What would happen if?" Both kinds of imagination become stronger with use. Desire is only a thought. It is abstract, and of no value, until it has been transformed into action. Your imaginative faculty may have become weak through inaction. It can be revived and made alert through use. It doesn't die, but it may be asleep. Transformation of desire into reality calls for the use of a plan.

These plans must be formed with the aid of the imagination, and mainly with the synthetic faculty.

Scientists know that everything is either matter or energy. Money is energy. Ideas are energy. Energy attracts like energy.

**If you do not conquer self, you will be conquered by self.**  
**- Napoleon Hill**

## **Worksheet**



## Review

1. What are the two forms of imagination?
2. \_\_\_\_\_ imagination uses existing ideas.
3. \_\_\_\_\_ imagination is your source for new ideas.
4. List six questions you can ask yourself to generate new ideas.
  - 1.
  - 2.
  - 3.
  - 4.
  - 5.
  - 6.

**No one can make you jealous, angry, vengeful, or greedy --  
unless you let him. - Napoleon Hill**

## **Organized Planning**

**SUCCESS REQUIRES NO EXPLANATIONS.  
FAILURE PERMITS NO ALIBIS.**

Everything you create or acquire begins in the form of desire. That desire is taken to the workshop of imagination, where plans for its transition are created and organized.

### **HOW TO BUILD A PLAN**

Ally yourself with a mastermind group. Before forming your mastermind group, decide what advantages and benefits you offer them. Meet regularly. Napoleon Hill recommends twice a week. Maintain perfect harmony. It is vitally important that all members of the group are working toward the same goal. Remember, you are engaged in an undertaking of major importance to you. To be sure of success, you must have plans which are faultless. You must have the advantage of the experience, education, native ability and imagination of other minds. No one has sufficient experience, education, native ability, and knowledge to insure the accumulation of a great fortune, without the cooperation of other people. Every plan you adopt, in your endeavor to accumulate wealth, should be the joint creation of yourself and every other member of your mastermind group. If the first plan which you adopt does not work successfully, replace it with a new plan. If this new plan fails to work, replace it, until you find a plan that works. This is the point where most people meet with failure because of their lack of persistence in creating new plans to take the place of those which fail. There is no value in persistently pursuing a plan that doesn't work. If something isn't working, change it. The most intelligent person living cannot succeed in accumulating money, or anything else, without plans which are practical and workable. Keep this fact in mind, and remember when your plans fail, that temporary defeat is not permanent failure. I may only mean that your plans have not been sound. Build other plans. Start all over again. Temporary defeat should mean only one thing- the certain knowledge that there is something wrong with your plan. Your achievement can be no greater than your plans are sound. You can't expect to accumulate a fortune, or achieve any other worthwhile goal, without experiencing temporary defeat. When defeat comes, accept it as a signal that your plans are not sound, rebuild those plans, and try again. Because your plan is the most important asset you have, be careful when selecting your mastermind group. Only include people who are determined to succeed.

## **Worksheet**

## Review

1. In assembling your mastermind group, what qualities should you look for?
2. What should you do when you are sure your plan doesn't work?
3. Temporary defeat means there is something wrong with your \_\_\_\_\_.

**“If your imagination leads you to understand how quickly people grant your requests when those requests appeal to their self-interest, you can have practically anything you go after.”**

**Napoleon Hill**

## Leadership

Attributes of a leader:

1. Courage and confidence.
2. Self control.
3. A keen sense of justice.
4. Definiteness of decision. If you waver in your resolve you send the message that you're not sure of yourself.
5. Definiteness of plans. The successful leader must plan his work and work his plan. A leader who moves by guesswork, without practical, definite plans, is comparable to a ship without a rudder.
6. The habit of doing more than paid for. Leaders work harder than followers.
7. A pleasing personality.
8. Sympathy and understanding.
9. Mastery of detail. (This can be learned)
10. Willingness to assume full responsibility. The leader must assume responsibility for the mistakes and shortcomings of his followers. If he tries to shift this responsibility, he will not remain the leader. If one of his followers makes a mistake, and shows himself incompetent, the leader must consider that it is HE who failed. Choose your followers wisely.
11. Cooperation - leadership calls for power, and power calls for cooperation.

There are two kinds of leadership- leadership by consent and leadership by force. Only one of these works.

**“Through some strange and powerful principle of "mental chemistry" which she has never divulged, nature wraps up in the impulse of strong desire, "that something" which recognizes no such word as "impossible," and accepts no such reality as failure.” - Napoleon Hill**

## **Worksheet**

## **Review**

1. What do you think is the most important attribute of a leader?
2. What kind of leader would you perform best for- one who motivated you through threats or one who motivated you through cooperation and valuing your input?
3. Why should a successful leader take responsibility for the mistakes of his employees?

**“When your desires are strong enough you will appear to possess superhuman powers to achieve.” - Napoleon Hill**

## QQS

### **Quality** **Quantity** **Spirit**

These determine the price and value of your product or service.

**Quality:** - the performance of every detail in the most efficient manner, with the object of greater efficiency always in mind.

**Quantity:** - the habit of rendering all the service of which you are capable, at all times.

**Spirit:** - habit of agreeable, harmonious conduct. The people you interact with will reflect the energy you send out.

**“Man, alone, has the power to transform his thoughts into physical reality; man, alone, can dream and make his dreams come true.” - Napoleon Hill**



## **Worksheet**

## **Decision**

Lack of decision is a major cause of failure. Procrastination is the opposite of decision. If you are influenced by the opinions of others, you will have no desire of your own. Keep your own counsel by reaching your own decisions and following them. Take no one into your confidence, except the members of your mastermind group, and be very sure in your selection of this group. Friends and relatives, while not meaning to do so, often handicap one through "opinions" and ridicule, which is meant to be humorous. You have a brain and a mind of your own. USE IT, and reach your own decisions. If you need facts or information from other people to enable you to reach decisions, acquire these facts or secure the information you need quietly, without disclosing your purpose. Keep your eyes and ears wide open and your mouth closed, if you wish to acquire the habit of prompt decision. Those who talk too much do little else. If you talk more than you listen, you not only deprive yourself of many opportunities to accumulate useful knowledge, but you also disclose your plans and purposes to people who will take great delight in defeating you, because they envy you.

**TELL THE WORLD WHAT YOU INTEND TO DO, BUT FIRST SHOW IT.**

Thought, backed by strong desire, has a tendency to transmute itself into its physical equivalent.

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

**"We begin to see, therefore, the importance of selecting our environment with the greatest of care, because environment is the mental feeding ground out of which the food that goes into our minds is extracted." - Napoleon Hill**

## **Worksheet**

## **Persistence**

Persistence is an essential factor in the procedure of transmuting desire into its monetary equivalent. The basis of persistence is the power of will. Will-power and desire, when properly combined, make an irresistible pair. The majority of people are ready to throw their aims and purposes overboard, and give up at the first sign of opposition or misfortune. A few carry on despite all opposition, until they attain their goals. The ease with which lack of persistence may be conquered will depend entirely upon the intensity of one's desire. The starting point of all achievement is desire. Weak desires bring weak results. Fortunes gravitate to men whose minds have been prepared to attract them. Poverty is attracted to the one whose mind is favorable to it, as money is attracted to him whose mind has been deliberately prepared to attract it, and through the same laws. Poverty consciousness will voluntarily seize the mind which is not occupied with money consciousness. A poverty consciousness develops without conscious application of habits favorable to it. The money consciousness must be created to order, unless one is born with such a consciousness. Those who have cultivated the habit of persistence seem to enjoy insurance against failure. No matter how many times they are defeated, they finally arrive up toward the top of the ladder.

Persistence is a state of mind, therefore it can be cultivated. Like all states of mind, persistence is based upon definite causes, among them these:

1. Definiteness of purpose. Knowing what you want is the first, and probably the most important step.
2. Desire.
3. Self reliance.
4. Definiteness of plans
5. Accurate knowledge
6. Co-operation.
7. Will-power
8. Habit.

## **FOUR STEPS THAT LEAD TO THE HABIT OF PERSISTENCE**

1. A definite purpose backed by burning desire for its fulfillment.
2. A definite plan, expressed in continuous action.
3. A mind closed tightly against all negative and discouraging influences.
4. A friendly alliance with one or more persons who will encourage one to follow through with both plan and purpose. It is important to remember that if your plan doesn't work, change it.

Persistence, in this case, means persistence toward achieving your goal.

**“If you cannot do great things, do small things in a great way.”  
- Napoleon Hill**

## **Worksheet**

## **Review**

1. The starting point of all achievement is \_\_\_\_\_.
2. Failure consciousness attracts \_\_\_\_\_.
3. Success consciousness attracts \_\_\_\_\_.
4. Knowing what you want to achieve is the first and most important step.  
Briefly describe your goal:
5. Persistence can be learned. List four techniques for learning persistence.
  - 1.
  - 2.
  - 3.
  - 4.
6. If your plan doesn't work, what should you do?

## **THE SUBCONSCIOUS MIND**

The subconscious mind consists of a field of consciousness, in which every impulse of thought that reaches the objective mind through any of the five senses, is classified and recorded, and from which thoughts may be recalled or withdrawn as letters may be taken from a filing cabinet. It receives and files sense impressions or thoughts, regardless of their nature. You may voluntarily plant in your subconscious mind any plan, thought, or purpose which you desire to translate into its physical or monetary equivalent. The subconscious acts first on the dominating desires which have been mixed with emotional feeling, such as faith. The subconscious mind works day and night. There is plenty of evidence to support the belief that the subconscious mind is the connecting link between the finite mind of man and Infinite Intelligence. It, alone, is the medium through which prayer may be transmitted to the source capable of answering prayer. The possibilities of creative effort connected with the subconscious mind are stupendous and imponderable. They inspire one with awe. Your subconscious mind functions involuntarily, whether you make any effort to influence it or not. This, naturally, suggests to you that thoughts of fear and poverty, and all negative thoughts serve as stimuli to your subconscious mind, unless, you master these impulses and give it more desirable food upon which it may feed.

If you fail to plant desires in your subconscious mind, it will feed upon the thoughts which reach it as the result of your neglect. (It can't tell positive from negative, focus on what you want, not what you don't want.) Everything which humans create begins in the form of a thought. You can create nothing which you do not first conceive in thought. Through the aid of the imagination, thought impulses may be assembled into plans. The imagination, when under control, may be used for the creation of plans or purposes that lead to success in one's chosen occupation.



Thoughts which go out from one's mind also embed themselves deeply in one's subconscious mind, where they serve as a magnet, pattern, or blueprint by which the subconscious mind is influenced while translating them into their physical equivalent. Thoughts are truly things, for the reason that every material thing begins in the form of thought. Positive and negative emotions cannot occupy the mind at the same time. One or the other must dominate. It is your responsibility to make sure that positive emotions constitute the dominating influence of your mind. Form the habit of applying and using the positive emotions.

***There is research to support the view that you should be careful what you put in your mind. Keep this in mind when you are choosing T.V. shows, movies, and music. The mind can only use what you feed it.***

## **Worksheet**

## **Review**

1. How is the subconscious mind like a filing cabinet?
2. Everything which humans create begins in the form of a\_\_\_\_\_.
3. How is a thought transformed into a plan?
4. List potential sources of negative thoughts:

**“You can start right where you stand and apply the habit of going the extra mile by rendering more service and better service than you are now being paid for.” - Napoleon Hill**

***Optimist Creed by Christian D. Larson, 1912***

**PROMISE YOURSELF**

To be so strong that nothing can disturb your peace of mind

To talk health, happiness and prosperity to every person you meet

To make all your friends feel that there is something in them

To look at the sunny side of everything and make your optimism come true

To think only of the best, to work only for the best, and to expect only the best

To be just as enthusiastic about the success of others as you are about your own

To forget the mistakes of the past and press on to the greater achievements of the future

To wear a cheerful countenance at all times and give every living creature you meet a smile

To give so much time to the improvement of yourself that you have no time to criticize others

To be too large for worry, too noble for anger, too strong for fear; and too happy to permit the presence of trouble

To think well of yourself and to proclaim this fact to the world, not in loud words but in great deeds

To live in the faith that the whole world is on your side so long as you are true to the best that is in you

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## **About the Authors who compiled this workbook of Napoleon Hill.**

**Pat O'Bryan** is Founder and President of Milagro Research Institute. He is a well known musician with several CD's to his name. He is the creator of the method used to create his series of "Think and Grow Rich Automatically" audios. For more information and to receive his free newsletter, please visit <http://www.InstantChange.com>

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