

# The TGR Seminar Workbook

**THE TGR SEMINAR**

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**BASED ON THE ORIGINAL VERSION OF *THINK AND GROW RICH***

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Exercises and content compiled from  
the original *Think and Grow Rich* by Napoleon Hill

~ Success Requires No Explanations ~

~ Failure Permits No Alibis ~

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Unless you know what you want, you can't ask for it.

*Emma Albani*

## **Module 1: Temporary Defeat and Personal Affirmation**

The most common cause of failure is the habit of quitting in the face of defeat. This program is designed to give you the tools you need to persist through, and even embrace, defeat. You will learn how to identify and create a plan to achieve your burning desires, and then transform them into reality. It is an amazing and self-evaluative journey but one that is well worth the effort. Have fun with it and remember to keep your goals in site... always...regardless.

### **Three Feet From Gold**

excerpt from *Think and Grow Rich*

An uncle of R. U. Darby was caught by the "gold fever" in the gold-rush days, and went west to DIG AND GROW RICH. He had never heard that *more gold has been mined from the brains of men than has ever been taken from the earth.* He staked a claim and went to work with pick and shovel. The going was hard, but his lust for gold was definite.

After weeks of labor, he was rewarded by the discovery of the shining ore. He needed machinery to bring the ore to the surface. Quietly, he covered up the mine, retraced his footsteps to his home in Williamsburg, Maryland, told his relatives and a few neighbors of the "strike." They got together money for the needed machinery, had it shipped. The uncle and Darby went back to work the mine.

The first car of ore was mined, and shipped to a smelter. The returns proved they

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had one of the richest mines in Colorado! A few more cars of that ore would clear the debts. Then would come the big killing in profits.

Down went the drills! Up went the hopes of Darby and Uncle! Then something happened! The vein of gold ore disappeared! They had come to the end of the rainbow, and the pot of gold was no longer there! They drilled on, desperately trying to pick up the vein again— all to no avail.

Finally, they decided to QUIT.

They sold the machinery to a junk man for a few hundred dollars, and took the train back home. Some "junk" men are dumb, but not this one! He called in a mining engineer to look at the mine and do a little calculating. The engineer advised that the project had failed, because the owners were not familiar with "fault lines." His calculations showed that the vein would be found JUST THREE FEET FROM WHERE THE DARBYS HAD STOPPED DRILLING! That is exactly where it was found!

The "Junk" man took millions of dollars in ore from the mine, because he knew enough to seek expert counsel before giving up.

In order to become something or achieve something we must first "think" it.

What you have right now started as a want – you do not have anything you first did not want.

Have you been three feet from gold? Think about the circumstances that caused you to quit. What were you thinking and feeling? What messages were you getting from others? Write down your experience and refer back to it at the

## Three Feet From Gold - cont

end of the program. You will be amazed at the clarity you will have and your resolve to never quit again. \_\_\_\_\_

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ANYBODY can WISH  
for riches, and most  
people do, but only a few  
know that a definite plan,  
plus a BURNING DESIRE  
for wealth, are the only  
dependable means of  
accumulating wealth.

Everything we have starts with an idea, a notion.... a DESIRE

How do you get what you desire?

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## What Will You Give In Return – continued

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3. **Set a date for achievement.** This must be a precise date. This will hold you accountable and help combat procrastination.

I will achieve my burning desire by \_\_\_\_\_, 2\_\_\_\_\_.

4. **Create your plan.** How are you going to achieve riches? What will you do? Who will you involve? What research will you have to do? How will you carry out your research? What resources will you need? How will you acquire those resources? Commit to starting this instant, no excuses. The longer you wait, the easier it is to keep waiting.

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Create Your Plan – cont

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5. **Write an affirmation statement.** This is a summary statement outlining what you intend to accomplish and how. Make it a one paragraph, clear, and concise statement. Include this sentence: *A quitter never wins—and a winner never quits.*

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Whether you believe you can do a thing or not, you are right.  
*Henry Ford*

## Module 2: Improving Self Confidence and Acquiring Knowledge

Your subconscious mind will translate your thoughts and feelings into a physical reality. To do this you must deceive your subconscious mind into believing you have already achieved what you desire. This means that you must act, talk, and dress as though you have achieved your goal and you must repeat your affirmation statement continuously. To do this effectively you need self-confidence. If you're not confident your subconscious will pick up on your doubt, which will negate all your hard work.

### Self Confidence Formula

1. Demand of yourself persistence. Make yourself a promise and do not allow yourself to slack.
2. Recognize, accept, and embrace the power of the subconscious mind. Create a clear mental picture of what you desire.
3. Recognize, accept, and embrace the power of self-confidence to bring about your goals. Create an image of a self-confident you. Write a goal statement that affirms your desire to be self-confident. Include this with your other daily affirmations.

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4. Be sure your burning desire is written on paper. This is your affirmation statement. If you haven't completed this yet, turn back and do it!
5. Ensure your desire is congruent with your values. You can't fool your subconscious into believing in something that is fundamentally contrary to your values.
6. Commit to practicing the steps in this formula everyday until you truly are self-confident and self-reliant.

"If you *think* you are beaten, you are,  
If you *think* you dare not, you don't  
If you like to win, but you think you can't,  
It is almost certain you won't.

"If you *think* you'll lose, you're lost  
For out of the world we find,  
Success begins with a fellow's will—  
It's all in the *state of mind*.

"If you *think* you are outclassed, you are,  
You've got to *think* high to rise,  
You've got to *be sure of yourself* before  
You can ever win a prize.

"Life's battles don't always go  
To the stronger or faster man,  
But soon or late the man who wins  
Is the man WHO THINKS HE CAN!"

## Knowledge Plan

Knowledge is potential power. If you use your knowledge to achieve your goal it is power. Decide what specialized knowledge you need to achieve your goal and create a "Knowledge Plan" here. List the knowledge you have and have access to. Then decide what knowledge you must acquire and create a plan to do so.

What experience and education do you currently have?

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What experience and education is available to you through the people on your team (Master Mind alliance)?

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What knowledge do you need to acquire?

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Where will you acquire this knowledge? Colleges and Universities, Public Libraries, Special Training Courses

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Write down your plan to acquire it. What will you do, when will you do it, when will it be complete? Make a goal statement that affirms you plan and include this statement with your daily affirmations.

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Commit to continuous learning and personal development. Expand your knowledge and improve your character. Make a goal statement that affirms your commitment to continuous learning. Include this statement with your daily affirmations.

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New knowledge is the most valuable commodity on earth.  
The more truth we have to work with, the richer we become.

*Kurt Vonnegut*

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You may be disappointed if you fail, but you are doomed if you don't try.

*Beverly Sills*

### Module 3: Failure and Opportunity Exercises

Failure is a state of mind. Too many people accept their life circumstances or environment as something they cannot change. This is not true. Some people may have to work harder to achieve their goals but by following the principles in this program everyone – regardless of background – can be successful. A failure state of mind often has its roots in the following causes. Go through the list, evaluate yourself on each cause, and check the ones that you are struggling with in the “current” column. Make a plan to combat these causes of failure. Come back to this list in a month and recheck any boxes that still exist. Your goal is to have no boxes checked at all. Repeat the process until you achieve this.

#### Self Evaluation: Thirty Major Causes Of Failure

Current	1 month	CAUSE OF FAILURE
<input type="checkbox"/>	<input type="checkbox"/>	<b>Unfavorable hereditary background.</b> You can't get more brains but you can surround yourself with a Master Mind alliance who will do the things you can't.
<input type="checkbox"/>	<input type="checkbox"/>	<b>Lack of a well-defined purpose in life.</b> You must have a central purpose, or definite goal at which to aim otherwise you wander aimlessly and will not achieve anything.
<input type="checkbox"/>	<input type="checkbox"/>	<b>Lack of ambition to aim above mediocrity.</b> You get what you aim for, therefore aim high.
<input type="checkbox"/>	<input type="checkbox"/>	<b>Insufficient education.</b> Education does not equal knowledge, you simply have to figure out what you need to know and make a plan to get there.
<input type="checkbox"/>	<input type="checkbox"/>	<b>Lack of self-discipline.</b> Discipline comes through self-control and you must learn to control all negative thoughts, feeling, and emotions.

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Current	1 month	<b>Cause of Failure</b>
<input type="checkbox"/>	<input type="checkbox"/>	<b>Ill health.</b> Are you contributing to you ill health with bad habits? Poor diet, lack of exercise, stress. Make the changes that are necessary.
<input type="checkbox"/>	<input type="checkbox"/>	<b>Unfavorable environmental influences during childhood.</b> You can overcome your environment by surrounding yourself with positive people and role models.
<input type="checkbox"/>	<input type="checkbox"/>	<b>Procrastination.</b> Don't wait for the "time to be right." Start where you stand, and work with whatever tools have until better ones come along.
<input type="checkbox"/>	<input type="checkbox"/>	<b>Lack of persistence.</b> Don't give up at the first signs of defeat. Failure isn't persistent enough to follow you if you never give in to it.
<input type="checkbox"/>	<input type="checkbox"/>	<b>Negative personality.</b> You need others to be success and a negative personality will not induce cooperation. Work on improving your character.
<input type="checkbox"/>	<input type="checkbox"/>	<b>Lack of controlled sexual urge.</b> Sex energy is the most powerful of all the stimuli, which move people into action. You must learn to control it.
<input type="checkbox"/>	<input type="checkbox"/>	<b>Uncontrolled desire for "something for nothing."</b> Realize that anything worth having is worth sacrificing for.
<input type="checkbox"/>	<input type="checkbox"/>	<b>Indecisiveness.</b> Indecision and procrastination go together – get rid of them both
<input type="checkbox"/>	<input type="checkbox"/>	<b>Wrong selection of a mate.</b> Intimate relationships need to be harmonious. Do what you must to create this in your life.
<input type="checkbox"/>	<input type="checkbox"/>	<b>Over-caution.</b> Some risk is necessary to reach success. Make calculated risks based on the knowledge you have.
<input type="checkbox"/>	<input type="checkbox"/>	<b>Wrong selection of associates in business.</b> These people form your Master Mind alliance, ensure they are knowledgeable, inspiring and worth emulating.

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Current	1 month	<b>CAUSE OF FAILURE</b>
<input type="checkbox"/>	<input type="checkbox"/>	<b>Superstition and prejudice.</b> People who succeed keep open minds and are afraid of nothing.
<input type="checkbox"/>	<input type="checkbox"/>	<b>Wrong selection of a vocation.</b> You must like what you do to earn a living. Find an occupation that you can throw yourself into wholeheartedly.
<input type="checkbox"/>	<input type="checkbox"/>	<b>Lack of concentration of effort.</b> You can't be everything to all people. Decide what you want to do and do it superbly.
<input type="checkbox"/>	<input type="checkbox"/>	<b>The habit of indiscriminate spending.</b> If you have money in the bank you can demand what you deserve rather than take what you are offered.
<input type="checkbox"/>	<input type="checkbox"/>	<b>Lack of enthusiasm.</b> If you're not enthused you won't draw the people and resources you need to be successful. Make sure your goal is a burning desire. Intolerance. A "closed" mind means you've stopped acquiring knowledge. Overcome prejudice or ignorance by seeking knowledge.
<input type="checkbox"/>	<input type="checkbox"/>	<b>Self-Indulgence.</b> Do not overindulge in anything – moderation is the key to almost everything in life.
<input type="checkbox"/>	<input type="checkbox"/>	<b>Inability to cooperate with others.</b> Realize that you can't do this alone. Commit to working effectively with others.
<input type="checkbox"/>	<input type="checkbox"/>	<b>Possession of power that was not acquired through self-effort.</b> It's difficult to gain respect if you did not work for it. Achieve something on your own and using as few "given" resources as possible.
<input type="checkbox"/>	<input type="checkbox"/>	<b>Intentional dishonesty.</b> There is no substitute for honesty. If you aren't truthful the lies will catch up and you'll lose your job, reputation, and perhaps freedom.
<input type="checkbox"/>	<input type="checkbox"/>	<b>Egotism and vanity.</b> These are unbecoming qualities that mask lack of self-confidence. Use the Self Confidence Formula to improve yourself.
<input type="checkbox"/>	<input type="checkbox"/>	<b>Guessing instead of thinking.</b> Without facts or adequate knowledge your decisions will be poor. Gain knowledge yourself or gather it through your Master Mind alliance.

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Current	1 month	CAUSE OF FAILURE
<input type="checkbox"/>	<input type="checkbox"/>	<b>Lack of capital.</b> Lack sufficient reserve funds to carry you through businesses downturns can be disastrous. Be sure to build sufficient capital before venturing on your own
<input type="checkbox"/>	<input type="checkbox"/>	<b>One or more of the six basic fears.</b> Fear of poverty, criticism, ill health, loss of love, old age, or death. You must master these before you can achieve success. Details of this are discussed in the final module.

Men are born to succeed, not to fail.

*Henry David Thoreau*

## Opportunity Identification

Opportunities for creating wealth and achieving success are everywhere. We are only limited by our imagination and our subconscious fears. Do not let your long-held reasons for failure keep you from your success.

Go to a quiet place and concentrate on communicating with your imagination – synthetic and creative. Let thoughts come to you from anywhere. Don't censor your thoughts or let negative emotions taint them. Think about things that you could get really excited about and then list them here. Do this exercise frequently and make sure you record all of your ideas – ideas are the building blocks of fortune. You don't want to risk discarding the one idea that could support your success.

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"Find a job you like and you add five days to every week."

*H Jackson Brown Jr.*

## **Module 4: Career Planning Exercises and Decision Making**

Self-analysis is essential to success: Not only for marketing yourself and your services to others but for discovering areas for personal growth and development. This questionnaire is designed to evaluate the skills required to be successful in paid employment or self-employment. If you complete a self-analysis regularly you are in an excellent position to determine what behaviors are working and which ones need improvement. You can then create a plan to address any deficiencies. As with all goal attainment, make sure you have a definite purpose in mind, a plan for achievement, and a commitment to use autosuggestion to achieve your goal. Take this inventory by asking yourself the following questions, and by checking your answers with the aid of someone who will not permit you to deceive yourself as to their accuracy.

### **Personal Inventory Self-Analysis Questionnaire**

- Have I attained the goal that I established as my objective for this year?
- Have I delivered service of the best possible quality of which I was capable, or could I have improved any part of this service?
- Have I delivered service in the greatest possible quantity of which I was capable?
- Has the spirit of my conduct been harmonious, and cooperative at all times?
- Have I permitted the habit of procrastination to decrease my efficiency, and if so, to what extent?
- Have I improved my personality, and if so, in what ways?
- Have I been persistent in following my plans through to completion?
- Have I reached decisions promptly and definitely on all occasions?
- Have I permitted any one or more of the six basic fears to decrease my efficiency?

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## Personal Inventory Self-Analysis Questionnaire - cont

- Have I been either "over-cautious," or "under-cautious?"
- Have I been open minded and tolerant in connection with all subjects?
- Has my relationship with my associates in work been pleasant, or unpleasant? If it has been unpleasant, has the fault been partly or wholly mine?
- Have I dissipated any of my energy through lack of concentration of effort?
- In what way have I improved my ability to render service?
- Have I been challenging in any of my habits?
- Have I expressed, either openly or secretly, any form of egotism?
- Has my conduct toward my associates been such that it has induced them to respect me?
- Have my opinions and decisions been based upon guesswork, or accuracy of analysis and thought?
- Have I followed the habit of budgeting my time, my expenses, and my income, and have I been conservative in these budgets?
- How much time have I devoted to UNPROFITABLE effort which I might have used to better advantage?
- How may I re-budget my time, and change my habits so I will be more efficient during the coming year?
- Have I been guilty of any conduct that was not approved by my conscience?
- In what ways have I rendered more service and better service than I was paid to render?
- Have I been unfair to anyone, and if so, in what way?
- If I had been the purchaser of my own services for the year, would I be satisfied with my purchase?
- Am I in the right vocation, and if not, why not?
- Has the purchaser of my services been satisfied with the service I have rendered, and if not, why not?
- What is my present rating on the fundamental principles of success? (On a scale of 1 to 10, rate how well you have applied what you learned in this program)

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# Writing an Effective Resume

Your résumé has two purposes:

- to promote “you” as the product
- to get you an interview

In today’s marketplace, job hunting is a competition and you typically have 20 – 30 seconds to catch a recruiter’s attention. For this reason you have to put your most compelling information up front. You want the reader to see quickly that you can provide solutions to the problems faced by the organization. Use the following to begin to structure an effective resume.

## Heading

- DON’T put the word “resume” at the top of the page, everyone knows what it is!
- Do include as many contact details as you can. Make it as easy for a recruiter to contact you as possible.

## Summary of Qualifications

Most people make the mistake of putting a “Career Objective” first. A career objective is self-focused – it tells the recruiter what YOU want out a job. What you want to do is tell the recruiter what you can do for the company. A summary of qualifications sells you as the product.

- Talk in terms of features and benefits
- Emphasize your unique competencies for the position
- Use strong, marketing oriented words (see page 26 for examples)
- Use keywords for electronic resume parsing
  - Look for action and buzz words that appear in the job ad
  - Look at ads for similar positions to gather as many of these keywords as possible
  - If you have experience with the competency or skill then be sure to mention it. Note: If you don’t have the experience, try to include the term as something you are working on.

## Writing an Effective Resume – cont

- Write specific accomplishments that show a clear benefit.
  - If you can add the phrase “and it cost my company thousands of dollars” after your statement of accomplishment, it does not show value
    - Non value: “Brought two new products to market” add: and it cost my company thousands of dollars
    - Value: “Brought two new products to market within the given budget and increased sales by 12%.”
- Include position-specific professional characteristics or competencies

Write your Summary of Qualifications here

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Exception: If you are making a career change or reentering the workforce after a significant period of absence you should lead with an Objective Statement. Your Summary of Qualifications will not have the required industry specific experience therefore you need to sell yourself on your transferable skills. These can be stated effectively in an Employment Objective.

### Resume Action Words

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Achieved	Actively	Administered
Advanced	Approved	Assembled
Attained	Authorized	Balanced
Began	Broadened	Built
Clarified	Composed	Conceived
Conducted	Connected	Constructed
Completed	Consulted	Coordinated
Created	Demonstrated	Designed
Developed	Directed	Enforced
Engineered	Enhanced	Enlarged
Ensured	Established	Evaluated
Examined	Executed	Extended
Facilitated	Finished	Founded
Generated	Grew	Identified
Implemented	Improved	Increased
Initiated	Interpreted	Launched
Lead	Led	Managed
Maximized	Motivated	Nurtured
Opened	Operated	Organized
Participated	Perfected	Piloted
Planned	Realistic	Reliable
Resourceful	Respectful	Responsible
Results-oriented	Self-reliant	Sense-of-humor
Sensible	Sincere	Solid
Sophisticated	Stable	Strong
Successful	Tactful	Talented
Team	Player	Thoughtful
Traditional	Trustworthy	Unconventional
Understanding	Unique	Upbeat

## Education

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This section typically comes after the Summary of Qualifications. Recruiters are looking to see that you meet the minimum requirements.

- List all RELEVANT education
  - If you achieved Master Chia-Pet growing status that's great but your potential employer does not need to know about it
- List latest education first
- Include any awards or distinctions your received

**Career Highlights (Skills and Accomplishments, Areas of Expertise)**

Use this heading for a functional resume. Here you do not separate your experience by job, you categorize your information by experience, qualification, or competency. This section provides the backbone of your resume. It does not however get thoroughly read at the screening stage. Use bullets and white space to highlight your specific achievements and make them stand out.

**Professional Experience (Career Progression, Career Development)**

This section serves the same purpose as the Career Highlights but it is used in a Chronological resume. Your skills and qualifications are presented separately for each job or position held. This type of structure highlights progressive responsibilities and autonomy.

Use this space to write your Career Highlights or Professional Experience Section

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Career Highlights – cont

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## Are You A Decision Avoider?

The ability to make good, quick, and reliable decisions is a skill that will help you immeasurably in your pursuit of your goals. If you are too slow to make decisions or you avoid decisions all together, opportunities will pass you by. This is called procrastination and it is at the root of a great many failures. As you go through these popular methods for avoiding decision-making, do some self-evaluation and determine which schemes you use and then make a plan to combat your habit. Where you can, provide an example of a situation where you displayed the ineffective behavior. Think about what caused you to practice poor decision-making and what you should have done differently now that you know better.

### Popular Methods for Avoiding Decisions

**Give recourse to someone or even something else.** When you give up your decision making to someone else you also hand over power. Prime examples of this behavior are going to astrologers, numerologists, palm readers, aura readers, etc... Rather than go outside to find the answers you want, use the principles in this program to connect with your creative imagination and infinite intelligence. These sources of knowledge will be much more accurate and relevant to your personal success. Remember, nobody can give you wiser advice than yourself.

Example: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Rely on false hopes.** If you rely on false hope you avoid making decisions because you fear the outcome.

Example: \_\_\_\_\_  
\_\_\_\_\_

**Avoid thinking about the decision.** Avoidance is another fear response. If you don't take action you are simply wasting opportunity and the longer you wait the longer it will be before you achieve success – if you ever do.

Example: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Sunk-cost conscious.** This is a tricky one. You want to make decisions quickly and decisively and then stand by your decision. However, when it is clear the decision needs to be changed you must make that decision quickly and decisively too. Don't stand by something just because you have so much invested in the approach. You can change your position; just make sure you are clear about why the change needs to be made.

Example: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Inadequate reflection.** Just because you are encouraged to make quick decisions does not mean you make decisions carelessly. You still need to take enough time to ponder your options. What you want to avoid is obsessive fact gathering that only seeks to delay the inevitable.

Example: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Too much prudence.** You need to know yourself and your business well enough to take calculated risks. If you are too careful you will lose out on great opportunities. Prudence is a habit that stymies our personal effectiveness and you should counter it at every turn.

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~All achievement, all earned riches, have their beginning in an idea~

Example: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Avoid responsibility.** When you fail to take responsibility for decision-making your self-confidence suffers. If you are constantly turning to other people to shoulder the burden of making a decision you soon “learn” that your judgment is not sufficient. This cycle perpetuates itself: Instead look for opportunities to make decisions and take responsibility – the more success you have the more self-confidence you will gain.

Example: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Have second thoughts:** When you second-guess yourself you lose. Our first instincts often come from our subconscious – our infinite intelligence is communicating something but we can’t quite hear it. If you doubt your instinct too often you train your subconscious to keep quiet. Do not let that happen – you need to clear the lines of communication with your subconscious elements because they hold the key to transmuting your desires into reality.

Example: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Succumb to failure.** If you allow failure to rule your behavior you will fail. Keep flooding your mind with positive thoughts and try to push the negativity out.

Example: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Rationalize support for one alternative.** This is a risk avoidance strategy where you compile all sorts of evidence to support one decision and eliminate the others before they even have a chance. If you only allow yourself one alternative there is no risk left. Don't eliminate risk, embrace it and begin to see it as a worthy opponent that will challenge your courage, convictions, and desires.

Example: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Keep inline with the status quo.** This happens when you follow the group. It stems from a fear of criticism. You have to get beyond worrying what other people think. Trust yourself, your values, your ideas, and your infinite intelligence. These things will tell you the right course of action, not the group.

Example: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

The whole world steps aside for the man who knows where he is going.

*Anonymous*

Effort only fully releases its reward after a person refuses to quit.

*Napoleon Hill*

## Module 5: Persistence and the Master Mind

Persistence is called our “sustained effort to induce faith.” Napoleon Hill equates persistence to the carbon in steel – as carbon is the very essence of steel’s strength so is persistence the essence of our character. To develop persistence you must have a burning desire. You won’t persist with anything if you care about nothing. Persistence underlies everything in this program.

### Persistence Test

Have you been persistent with applying the principles we have presented?

1. Do you have a clear picture of your burning desire?      Yes       No
2. Have you written a Statement Of Definite Purpose?      Yes       No
3. Have you decided what you will give in return for your success?      Yes       No
4. Have you set a date for accomplishment of your goal?      Yes       No
5. Have you created a plan to accomplish your goal?      Yes       No
6. Is that plan written down where it can be added to and modified as needed?      Yes       No
7. Have you written an Affirmation Statement that tricks your subconscious into thinking you have already attained your burning desire?      Yes       No
8. Have you written goal and affirmation statements for any of the other challenges you have encountered while learning the principles?      Yes       No
9. Do you read these statements at least twice a day – morning and night?      Yes       No
10. Have you changed your environment and surrounded yourself with symbols that remind you of your goal and resemble your life once you achieve it?      Yes       No

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If you have any No answers you are suffering from a lack of persistence and seriously undermining your success. Lack of persistence is one of the major causes of failure

**Recommit to your goal – your burning desire.** Rewrite (or write) your Statement of Definite Purpose below.

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**What will you give in return?** What has (will) your contribution to your success be?

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**Set a date for achievement.**

I will achieve my burning desire by \_\_\_\_\_, 2\_\_\_\_\_.

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**Rewrite (or write) your affirmation statement:** One paragraph, clear, concise.

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**Remember to read this statement aloud at least two times each day.** Read it right now and then again tonight.

**How have you (or will you) change your environment?** Pictures, posters, photos, goals sheets, etc...

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## Plan Your Master Mind

Your Master Mind will be the source of knowledge that you yourself don't possess but that you need in order to achieve your goals. You must choose this Master Mind group very carefully. You will depend on the members very heavily as you pursue your goals. Try to get people in your Master Mind that embody the same values and ideals as yourself. You want to make it as easy as possible to get along and cooperate with your team. Gather people around you that have distinct talents, skills, and knowledge – the ones that you yourself do not have. As you think about your Master Mind keep in mind this one critical observation:

"No two minds ever come together without, thereby, creating a third, invisible, intangible force which may be likened to a third mind."

Use the following space to identify the people you intend to gather into your Master Mind by answering the following questions: Who will you ask to join your Master Mind alliance? What knowledge does he/she bring? What does your association/relationship look like – how will you work together? Try to identify at least 5-7 people.

**Name:** \_\_\_\_\_

Distinct Talent, Skill, and Knowledge: \_\_\_\_\_

\_\_\_\_\_

Description of the association: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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~All achievement, all earned riches, have their beginning in an idea~

**Name:** \_\_\_\_\_

Distinct Talent, Skill, And Knowledge: \_\_\_\_\_

\_\_\_\_\_

Description of the association: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Name:** \_\_\_\_\_

Distinct Talent, Skill, And Knowledge: \_\_\_\_\_

\_\_\_\_\_

Description of the association: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Name:** \_\_\_\_\_

Distinct Talent, Skill, And Knowledge: \_\_\_\_\_

\_\_\_\_\_

Description of the association: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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~All achievement, all earned riches, have their beginning in an idea~

**Name:** \_\_\_\_\_

Distinct Talent, Skill, And Knowledge: \_\_\_\_\_

\_\_\_\_\_

Description of the association: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Name:** \_\_\_\_\_

Distinct Talent, Skill, And Knowledge: \_\_\_\_\_

\_\_\_\_\_

Description of the association: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Name:** \_\_\_\_\_

Distinct Talent, Skill, And Knowledge: \_\_\_\_\_

\_\_\_\_\_

Description of the association: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

No person will make a great business  
who wants to do it all himself or get all the credit.

*Andrew Carnegie*

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~All achievement, all earned riches, have their beginning in an idea~

If your emotional abilities aren't in hand, if you don't have self-awareness,  
if you are not able to manage your distressing emotions,  
if you can't have empathy and have effective relationships,  
then no matter how smart you are, you are not going to get very far.

*Daniel Goleman*

## **Module 6: The Power of Emotions**

Our emotions have a significant effect on how our subconscious receives, interprets, and communicates information. Positive emotions facilitate a smooth and healthy exchange of information between our conscious and subconscious. Negative emotions zap the efficacy right out of the process. The devastating reality is that negative emotion in even the smallest concentration is enough to wipe out all the positive feelings we have nurtured. This is why it is absolutely critical that you get a hold of your emotions immediately. You must know yourself, know your reactions, know your triggers, and prepare strategies to deal with those things that will inevitably open the way for negativity to sneak in.

The following is a list of the seven major positive and negative emotions. For each one write down the first example you think of where you experienced that emotion. Then identify the triggers or precursors to the emotion. Study your triggers, categorize and sort them, and then prepare a strategy to attract more of the positives and repel the negatives

## Positive and Negative Emotion Inventory

**Desire: Wanting something deeply**

Example: \_\_\_\_\_

\_\_\_\_\_

Triggers: \_\_\_\_\_

\_\_\_\_\_

**Faith: Belief in a higher power**

Example: \_\_\_\_\_

\_\_\_\_\_

Triggers: \_\_\_\_\_

\_\_\_\_\_

**Love: Deep emotional connection with someone else**

Example: \_\_\_\_\_

\_\_\_\_\_

Triggers: \_\_\_\_\_

\_\_\_\_\_

**Sex: The most powerful emotion we have**

Example: \_\_\_\_\_

\_\_\_\_\_

Triggers: \_\_\_\_\_

\_\_\_\_\_

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**Enthusiasm: Unbridled joy and interest in something**

Example: \_\_\_\_\_

\_\_\_\_\_

Triggers: \_\_\_\_\_

\_\_\_\_\_

**Romance: Courting and supporting love**

Example: \_\_\_\_\_

\_\_\_\_\_

Triggers: \_\_\_\_\_

\_\_\_\_\_

**Hope: Knowing that anything is possible**

Example: \_\_\_\_\_

\_\_\_\_\_

Triggers: \_\_\_\_\_

\_\_\_\_\_

**Fear: Self-limiting emotion that paralyzes**

Example: \_\_\_\_\_

\_\_\_\_\_

Triggers: \_\_\_\_\_

\_\_\_\_\_

**Jealousy: Wanting what others have, and begrudging them for having it**

Example: \_\_\_\_\_

\_\_\_\_\_

Triggers: \_\_\_\_\_

\_\_\_\_\_

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**Hatred: Consumed with negative thoughts**

Example: \_\_\_\_\_

\_\_\_\_\_

Triggers: \_\_\_\_\_

\_\_\_\_\_

**Revenge: Burning desire to get even, cause pain/hurt/damage**

Example: \_\_\_\_\_

\_\_\_\_\_

Triggers: \_\_\_\_\_

\_\_\_\_\_

**Greed: Wanting something in excess or without having to work for it**

Example: \_\_\_\_\_

\_\_\_\_\_

Triggers: \_\_\_\_\_

\_\_\_\_\_

**Superstition: Believing that you don't have control**

Example: \_\_\_\_\_

\_\_\_\_\_

Triggers: \_\_\_\_\_

\_\_\_\_\_

**Anger: Destructive energy directed at someone or something**

Example: \_\_\_\_\_

\_\_\_\_\_

Triggers: \_\_\_\_\_

\_\_\_\_\_

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**Trigger Categories:**

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You never can tell what a thought will do  
In bringing you hate or love—  
For thoughts are things, and their airy wings  
Are swifter than carrier doves.  
They follow the law of the universe—  
Each thing creates its kind,  
And they speed O'er the track to bring you back  
Whatever went out from your mind.

*Ella Wheeler Wilcox*

Hero-worship is the deepest root of all; the tap-root, from which  
in a great degree all the rest were nourished and grown.

*Thomas Carlyle*

## **Module 7: Building Your Invisible Council**

We all know people, living or historical, whose work or accomplishments we admire and try to emulate. These figures typically embody the same type of values and ideals that we ourselves hold. We can use these peoples' wisdom, experience, and character to create an Invisible Council. By gathering our hero's together in our mind, we can apply the concept of autosuggestion to help us build our own character, decision-making skills, and ability to generate ideas. This practice stimulates our mind, provides excellent role modeling, and helps us get in-tune with our sixth sense. It is a unique and powerful technique that should be used to maximize your level of success.

It is important that you spend some time thinking about the people or figures you would like to sit at your Invisible Council. Choose people that you desire to be like and choose people who all have different character strengths and abilities. The more diverse your Invisible Council the better able you will be to take on characteristics that will help you meet any challenge you encounter. In the spaces that follow, assemble your Invisible Council. Indicate who the members will be, which of their accomplishments impresses you the most (the reason you chose them), and what character trait, skill, or knowledge does each one possess that you wish to emulate? When you are done, try assembling a council right away and then practice the technique every night until it becomes very familiar. After your "meeting" record the thoughts and ideas that you generated and find ways to apply them in your daily life as you work to accomplish your goals.

**Invisible Council Member:** \_\_\_\_\_

Accomplishment: \_\_\_\_\_

Distinguishing trait/skill/or knowledge: \_\_\_\_\_

**Invisible Council Member:** \_\_\_\_\_

Accomplishment: \_\_\_\_\_

Distinguishing trait/skill/or knowledge: \_\_\_\_\_

**Invisible Council Member:** \_\_\_\_\_

Accomplishment: \_\_\_\_\_

Distinguishing trait/skill/or knowledge: \_\_\_\_\_

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**Invisible Council Member:** \_\_\_\_\_

Accomplishment: \_\_\_\_\_

Distinguishing trait/skill/or knowledge: \_\_\_\_\_

**Invisible Council Member:** \_\_\_\_\_

Accomplishment: \_\_\_\_\_

Distinguishing trait/skill/or knowledge: \_\_\_\_\_

**Invisible Council Member:** \_\_\_\_\_

Accomplishment: \_\_\_\_\_

Distinguishing trait/skill/or knowledge: \_\_\_\_\_

No nobler feeling than this of admiration for one higher than himself  
dwells in the breast of men.

*Thomas Carlyle*

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~All achievement, all earned riches, have their beginning in an idea~

Positive anything is better than negative thinking.

*Elbert Hubbard*

## **Module 8: The Seventh Basic Evil**

The seventh basic evil is susceptibility to negative thoughts. Because negativity is able to counteract all your positive thoughts, feelings, and emotions with just one tiny incident, it must be kept away at all costs. You can no longer afford to continue with the habits of thinking that provide a conduit for negative thoughts to enter your subconscious. To determine to what extent you are susceptible to negative influences you must examine your thinking patterns very carefully. By participating in this type of self-analysis you will be able to predict how likely you are to achieve riches and what you need to work on before you get there.

To begin your self-evaluation and determine the degree to which you are susceptible to negative influences, answer the following questions as truthfully as possible. There is no point trying to fool yourself. The only way to benefit from this information is to search your soul to pinpoint the sources of negativity in your life. You cannot change what you do not acknowledge so be brutally honest with yourself. While answering the questions, read the questions and your answers out loud. This makes your thoughts concrete and the truth is more likely to come out.

### **Sources of Negative Thought and Influence Inventory**

1. Do you complain often of "feeling bad," and if so, what is the cause?
2. Do you find fault with other people at the slightest provocation?  
Examples?
3. Do you frequently make mistakes in your work, and if so, why?
4. Are you sarcastic and offensive in your conversation?

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## Sources of Negative Thought and Influence Inventory – cont

5. Do you deliberately avoid the association of anyone, and if so, why?
6. Do you suffer frequently with indigestion? If so, what is the cause?
7. Does life seem futile and the future hopeless to you? If so, why?
8. Do you like your occupation? If not, why?
9. Do you often feel self-pity, and if so why?
10. Are you envious of those who excel you? Examples?
11. To which do you devote most time, thinking of success, or of failure?
12. Are you gaining or losing self-confidence as you grow older?
13. Do you learn something of value from all mistakes?
14. Are you permitting some relative or acquaintance to worry you? If so, why?
15. Are you sometimes "in the clouds" and at other times in the depths of despondency?
16. Who has the most inspiring influence upon you? What is the cause?
17. Do you tolerate negative or discouraging influences, which you can avoid?
18. Are you careless of your personal appearance? If so, when and why?
19. Have you learned how to "drown your troubles" by being too busy to be annoyed by them?
20. Would you call yourself a "spineless weakling" if you permitted others to do your thinking for you?
21. Do you neglect internal bathing until auto-intoxication makes you ill-tempered and irritable?
22. How many preventable disturbances annoy you, and why do you tolerate them?
23. Do you resort to liquor, narcotics, or cigarettes to "quiet your nerves"? If so, why do you not try will power instead?
24. Does anyone "nag" you, and if so, for what reason?
25. Do you have a definite major purpose, and if so, what is it, and what plan have you for achieving it?

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## Sources of Negative Thought and Influence Inventory – cont

26. Do you suffer from any of the Six Basic Fears? If so, which ones?
27. Have you a method by which you can shield yourself against the negative influence of others?
28. Do you make deliberate use of autosuggestion to make your mind positive?
29. Which do you value most, your material possessions, or your privilege of controlling your own thoughts?
30. Are you easily influenced by others, against your own judgment?
31. Has today added anything of value to your stock of knowledge or state of mind?
32. Do you face squarely the circumstances, which make you unhappy, or sidestep the responsibility?
33. Do you analyze all mistakes and failures and try to profit by them or, do you take the attitude that this is not your duty?
34. Can you name three of your most damaging weaknesses? What are you doing to correct them?
35. Do you encourage other people to bring their worries to you for sympathy?
36. Do you choose, from your daily experiences, lessons or influences which aid in your personal advancement?
37. Does your presence have a negative influence on other people as a rule?
38. What habits of other people annoy you most?
39. Do you form your own opinions or permit yourself to be influenced by other people?
40. Have you learned how to create a mental state of mind with which you can shield yourself against all discouraging influences?
41. Does your occupation inspire you with faith and hope?
42. Are you conscious of possessing spiritual forces of sufficient power to enable you to keep your mind free from all forms of fear?
43. Does your religion help you to keep your own mind positive?
44. Do you feel it your duty to share other people's worries? If so, why?

## Sources of Negative Thought and Influence Inventory – cont

45. If you believe that "birds of a feather flock together" what have you learned about yourself by studying the friends whom you attract?
46. What connection, if any, do you see between the people with whom you associate most closely, and any unhappiness you may experience?
47. Could it be possible that some person whom you consider to be a friend is, in reality, your worst enemy, because of his negative influence on your mind?
48. By what rules do you judge who is helpful and who is damaging to you?
49. Are your intimate associates mentally superior or inferior to you?
50. How much time out of every 24 hours do you devote to:
  - your occupation
  - sleep
  - play and relaxation
  - acquiring useful knowledge e. plain waste
51. Who among your acquaintances,
  - encourages you most
  - cautions you most
  - discourages you most
  - helps you most in other ways
52. What is your greatest worry? Why do you tolerate it?
53. When others offer you free, unsolicited advice, do you accept it without question, or analyze their motive?
54. What, above all else, do you most desire? Do you intend to acquire it?
55. Are you willing to subordinate all other desires for this one? How much time daily do you devote to acquiring it?
56. Do you change your mind often? If so, why?
57. Do you usually finish everything you begin?
58. Are you easily impressed by other people's business or professional titles, college degrees, or wealth?
59. Are you easily influenced by what other people think or say of you?
60. Do you cater to people because of their social or financial status?
61. Whom do you believe to be the greatest person living?
62. In what respect is this person superior to yourself?

## Sources of Negative Thought and Influence Inventory – cont

63. How much time have you devoted to studying and answering these questions? (At least one day is necessary for the analysis and the answering of the entire list.)

If you have answered all of the above questions truthfully, you know more about yourself than the majority of people. Study the questions carefully, come back to them once each week for several months, and be astounded at the amount of additional knowledge of great value to yourself, you will have gained by the simple method of answering the questions truthfully. If you are not certain concerning the answers to some of the questions, seek the counsel of those who know you well, especially those who have no motive in flattering you, and see yourself through their eyes. The experience will amaze you and the lessons will be life lasting.

## **Alibis and Excuses**

*By Old Man IF*

People who do not succeed have one distinguishing trait in common. They know all the reasons for failure, and have what they believe to be air-tight alibis to explain away their own lack of achievement. Some of these alibis are clever, but after participating in this program you will be able to expose each and every one of them for what they are: cowardice and fear disguised.

A character analyst compiled a list of the most commonly used alibis. As you read the list, examine yourself carefully, and determine how many of these alibis you use, or have used to explain away your lack of ambition or lack of success. This journey has been about self-exploration and self-development. Take time now to read these excuses and recognize how self-defeating they really are. Do not permit yourself to entertain any of these thoughts again.

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~All achievement, all earned riches, have their beginning in an idea~

IF I didn't have a wife and family . . .  
IF I had enough "pull" . . .  
IF I had money . . .  
IF I had a good education . . .  
IF I could get a job . . .  
IF I had good health . . .  
IF I only had time . . .  
IF times were better . . .  
IF other people understood me . . .  
IF conditions around me were only different . . .  
IF I could live my life over again . . .  
IF I did not fear what "they" would say . . .  
IF I had been given a chance . . .  
IF I now had a chance . . .  
IF other people didn't "have it in for me" . . .  
IF nothing happens to stop me . . .  
IF I were only younger . . .  
IF I could only do what I want . . .  
IF I had been born rich . . .  
IF I could meet "the right people" . . .  
IF I had the talent that some people have . . .  
IF I dared assert myself . . .  
IF I only had embraced past opportunities . . .  
IF people didn't get on my nerves . . .  
IF I didn't have to keep house and look after the children . . .  
IF I could save some money . . .  
IF the boss only appreciated me . . .  
IF I only had somebody to help me . . .  
IF my family understood me . . .

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~All achievement, all earned riches, have their beginning in an idea~

## Alibis and Excuses – cont

IF I lived in a big city . . .  
IF I could just get started . . .  
IF I were only free . . .  
IF I had the personality of some people . . .  
IF I were not so fat . . .  
IF my talents were known . . .  
IF I could just get a "break" . . .  
IF I could only get out of debt . . .  
IF I hadn't failed . . .  
IF I only knew how . . .  
IF everybody didn't oppose me . . .  
IF I didn't have so many worries . . .  
IF I could marry the right person . . .  
IF people weren't so dumb . . .  
IF my family were not so extravagant . . .  
IF I were sure of myself . . .  
IF luck were not against me . . .  
IF I had not been born under the wrong star . . .  
IF it were not true that "what is to be will be" . . .  
IF I did not have to work so hard . . .  
IF I hadn't lost my money . . .  
IF I lived in a different neighborhood . . .  
IF I didn't have a "past" . . .  
IF I only had a business of my own . . .  
IF other people would only listen to me . . .

**The only “if” statement allowed:**

IF \* \* \* and this is the greatest of them all \* \* \* I had the courage to see myself as I really am, I would find out what is wrong with me, and correct it, then I might have a chance to profit by my mistakes and learn something from the experience of others, for I know that there is something wrong with me, or I would now be where I Would have been if I had spent more time analyzing my weaknesses, and less time building alibis to cover them.

**Final Exercise**

Reread your “three feet from gold” experience. Use all the knowledge you have accumulated through this program and identify the fears, thoughts, and negativity that influenced your decision to quit. Write a resolve statement so you will never quit three feet from gold again.

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"I bargained with Life for a penny,  
And Life would pay no more,  
However I begged at evening  
When I counted my scanty store.

"For Life is a just employer,  
He gives you what you ask,  
But once you have set the wages,  
Why, you must bear the task.

"I worked for a menial's hire,  
Only to learn, dismayed,  
That any wage I had asked of Life,  
Life would have willingly paid."



























# Resources to Help You Think and Grow Rich

For a free eBook of the 100-year old classic book *As A Man Thinketh*

**[www.asamanthinketh.net](http://www.asamanthinketh.net)**

Daily Motivational and Inspirational Quotes

**[www.mydailyinsights.com](http://www.mydailyinsights.com)**

Download Jim Rohn, Brian Tracy, Bob Proctor and more

**[www.mp3motivators.com](http://www.mp3motivators.com)**

Goal Setting Blog and Tips and Tools to Reach Any Goal

**[www.goals-2-go.com](http://www.goals-2-go.com)**

Cure Procrastination and Self-Sabotage – 10 Hours of Free Training

**[www.claimyourpowernow.com](http://www.claimyourpowernow.com)**

The Official Blog of Motivational Speaker Vic Johnson

**[www.vicjohnson.com](http://www.vicjohnson.com)**

E<sup>3</sup> = Energize Your Body, Your Mind and Your Spirit

**[www.iamfitandfree.com](http://www.iamfitandfree.com)**

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~All achievement, all earned riches, have their beginning in an idea~