

Getting Rich Is An Exact Science

A Summary of The Book Behind "The Secret"

*This Summary of "The Science of Getting Rich" (Wallace D. Wattles 1910) is
brought to you by Victor Martinez B.*



Preface

This book is a practical manual, not a treatise upon theories. It is intended for the men and women who wish to get rich first, and philosophize afterward. It is for those who want results and who are willing to take the conclusions of science as a basis for action, without going into all the processes by which those conclusions were reached. If the reader will take the fundamental statements upon faith, just as he would take statements concerning a law of electrical action if they were promulgated by a Marconi or an Edison; he will prove their truth by acting upon them without fear or hesitation. Every man or woman who does this will certainly get rich because the science of getting rich is an exact science, and failure is impossible.

The theory of the universe which says that One is All, and that All is One, means that one Substance manifests itself in all elements of the material world. This theory is of Hindu origin, and has been gradually winning its way into the thought of the western world for two hundred years. It is the foundation of all the Oriental philosophies, and of those of Descartes, Spinoza, Leibnitz, Schopenhauer, Hegel, and Emerson.

The reader who would dig to the philosophical foundations of this is advised to read Hegel and Emerson for himself. The plan of action laid down herein was deduced from the conclusions of philosophy; it has been thoroughly tested, and bears the supreme test of practical experiment; it works. If you wish to know how the conclusions were arrived at, read the writings of the authors mentioned above; and if you wish to reap the fruits of their philosophies in actual practice, read this book and do exactly as it tells you to do---We assert that this book gives in detail the principles of the science of getting rich. You do not need to read any other book upon the subject. This may sound narrow and egotistical, but consider: there is no more scientific method of computation in mathematics than by addition, subtraction, multiplication, and division; no other method is possible. There can be but one shortest distance between two points. There is only one way to think scientifically, and that is to think in the way that leads by the most direct and simple route to the goal.

No man has yet formulated a briefer or less complex "system" than the one set forth herein; it has been stripped of all non-essentials.

When you commence on this, lay all others aside; put them out of your mind altogether. Read this book every day; keep it with you; commit it to memory, and do not think about other "systems" and theories. If you do, you will begin to have doubts and to be uncertain and wavering in your thought; and then you will begin to make failures.

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Chapter 1: The Right to be Rich.

It is not possible to live a really complete or successful life unless one is rich. A human being develops in mind, soul, and body by making use of things. And he must have money in order to become the possessor of all the things he desires. Therefore, the basis of all advancement for him or her must be the science of getting rich.

Your right to life means your right to have the use of all the things which may be necessary to your fullest mental, spiritual, and physical fulfilment. In other words, you have the right to be rich. To be really rich does not mean to be satisfied or contented with a little. No one

ought to be satisfied with a little if he is capable of using and enjoying more. The purpose of Nature is the advancement of life. Everyone should have all that can contribute to the power, elegance, beauty, and richness of life. To be content with less is sinful.

Every person naturally wants to become all that they are capable of becoming by making use of things, and you can have the free use of things only as you become rich enough to buy them. To understand the science of getting rich is therefore the most essential of all knowledge.

There is nothing wrong in wanting to get rich. The desire for riches is really the desire for a richer, fuller, and more abundant life. And that desire is praise worthy. We live for the body. We live for the mind. We live for the soul. No one of these is better or holier than the other; all are alike desirable, and no one of the three--body, mind, or soul—can live fully if either of the others is cut short of full life and expression.

It is not right or noble to live only for the soul and deny mind or body; and it is wrong to live for the intellect and deny body or soul. No one can be really happy or satisfied unless his body is living fully in every function, and unless the same is true of his mind and his soul. You cannot live fully in body without good food, comfortable clothing, and warm shelter.

Rest and recreation are also necessary to your physical life. You cannot live fully in mind without books and time to study them, without opportunity for travel and observation, without the objects of art and beauty you are capable of using and appreciating.

To live fully in soul, one must have love; and love is denied expression by poverty. Love finds its most natural and spontaneous expression in giving. The person who has nothing to give cannot fill his place as a wife, a husband, a parent or a citizen.

It is in the use of material things that a human being finds full life for his body, develops his mind, and unfolds his soul. It is therefore of

supreme importance to him that he should be rich. It is perfectly right that you should desire to be rich. It is perfectly right that you should give your best attention to the Science of Getting Rich because it is the noblest and most necessary of all studies.

You can render to God and humanity no greater service than to make the most of yourself.

Chapter 2: There is a Science of Getting Rich

There is a Science of getting rich. There are certain laws which govern the process of acquiring riches. Once these laws are learned and obeyed by any person, he or she will get rich with mathematical certainty. Getting rich is the result of doing things in a certain way. Those who do things in this Certain Way get rich; while those who do not do things in this Certain Way, no matter how hard they work or how able they are, remain poor.

Like causes always produce like effects. It is a natural law. Therefore, any man or woman who learns to do things in this certain way will infallibly get rich. Getting rich is not a matter of environment. When two men are in the same locality, and in the same business, and one gets rich while the other remains poor, it shows that getting rich is not, primarily, a matter of environment. This indicates that getting rich is the result of doing things in a Certain Way.

Getting rich is not due to the possession of talent because many people who have great talent remain poor, while others who have very little talent get rich.

Getting rich is not the result of saving, or "thrift"; many very penurious people are poor, while free spenders often get rich. If getting rich is the result of doing things in a Certain Way, and if like causes always produce like effects, then any man or woman who can do things in that way can become rich. This is an exact science and it is so difficult

to follow. Talented people get rich, and blockheads get rich; intellectually brilliant people get rich, and very stupid people get rich; physically strong people get rich and weak and sickly people get rich.

Some degree of ability to think and understand is, of course, essential; but in so far natural ability is concerned, any man or woman who has sense enough to read and understand these words can certainly get rich. If anybody else in your town can get rich, so can you; and if anybody else in your state can get rich, so can you. It is not a matter of choosing some particular business or profession. People get rich in every business while other in the same vocation remain in poverty.

Getting rich is not dependent on some particular business, but on your learning to do things in a Certain Way. No one is prevented from getting rich by lack of capital. No matter how poor you may be, if you begin to do things in the Certain Way you will begin to have capital. You may be the poorest man on the continent, and be deeply in debt. You may have neither friends, nor resources, but if you begin to do things in this way, you must infallibly begin to get rich, because like causes must produce like effects.

Chapter 3: Is Opportunity Monopolized?

No one is kept poor because opportunity has been taken away from him or because other people have monopolized the wealth. You may be shut off from engaging in business in certain lines, but there are other channels open to you. There is abundance of opportunity for the person who will go with the tide, instead of trying to swim against it.

No one is deprived of opportunity. The law of wealth is the same for everybody. Anyone can follow the tide of opportunity to riches, and this book will tell him how. No one is kept in poverty by shortness in the supply of riches.

There is more than enough for all. A palace as large as the capitol at Washington might be built for every family on earth from the building material in the United States alone. The visible supply is practically inexhaustible; and the invisible supply really is inexhaustible.

Everything you see on earth is made from one original substance, out of which all things proceed. New Forms are constantly being made, and older ones are dissolving; but all are shapes assumed by One Thing. There is no limit to the supply of Formless Stuff, or Original Substance. The universe is made out of it. The spaces of the visible universe are permeated and filled with the Original Substance; the raw material of all things. Ten thousand times as much as has been made might still be made, and even then we should not have exhausted the supply of universal raw material.

No man, therefore, is poor because nature is poor, or because there is not enough to go around. Nature is an inexhaustible storehouse of riches. The supply will never run short. Original Substance is alive with creative energy, and is constantly producing more forms.

The Formless Stuff responds to the needs of all humans. It will not let them be without any good thing. This is true of humans collectively.

And if individuals are poor, it is because they do not follow the Certain Way of doing things which makes people rich. The Formless Stuff is intelligent. It is stuff which thinks. It is alive, and is always impelled toward more life.

The universe is a great Living Presence, always moving inherently toward more life and fuller functioning. Nature is formed for the advancement of life. You are not kept poor by lack in the supply of riches. It is a fact which I shall demonstrate a little farther on that even the resources of the Formless Supply are at the command of the man or woman who will act and think in a Certain Way.

Chapter 4: The First Principle in the Science of Getting Rich.

All the forms that man fashions with his hands must first exist in his thought. He cannot shape a thing until he has thought that thing. But can a man produce things from Formless Substance just by communicating his thoughts to it? We propose to prove that he may do so. First, we assert that there is one original formless substance, from which all things are made. All the seemingly many elements are but different presentations of one element; made from the same stuff. And this stuff is thinking stuff. A thought held in it produces the form of the thought. Thought, in thinking substance, produces shapes. If man can communicate his thought to original thinking substance, he can cause the creation, or formation, of the thing he thinks about.

Can I prove these statements? I answer that I can do so, both by logic and experience. If one man who reads this book gets rich by doing what it tells him to do, that is evidence in support of my claim. But if every man who does what it tells him to do gets rich, that is positive proof until someone goes through the process and fails. The theory is true until the process fails. And this process will not fail, because every man who does exactly what this book tells him to do will get rich.

I have said that men get rich by doing things in a Certain Way. In order to do so, they must think in a certain way. A man's way of doing things are the direct result of the way he thinks about things. This is the first step toward getting rich. To think what you want to think is to think TRUTH, regardless of appearances. To think according to appearance is easy. To think riches when in the midst of appearances of poverty requires power. And he who acquires this power can conquer fate and have what he wants.

We must believe that, one can so impress his thoughts upon Thinking Substance as to cause them to take form and become visible things.

When we realize this, we lose all doubt and fear, because we know that we can be, do and have all we want. As a first step toward getting rich, you must believe the three fundamental statements.

- There is a thinking stuff from which all things are made, and which, in its original state, permeates, penetrates, and fills the interspaces of the universe.
- A thought, in this substance, produces the thing that is imaged by the thought.
- Man can form things in his thought, and, by impressing his thought upon formless substance, can cause the thing he thinks about to be created. You must dwell upon this until it is fixed in your mind.

Read these creed statements over and over again. Fix every word upon your memory, and meditate upon them until you firmly believe what they say. If a doubt comes to you, cast it aside as a sin. Do not ask why these things are true, nor speculate as to how they can be true; simply take them on trust. The science of getting rich begins with the absolute acceptance of this faith.

Chapter 5: Increasing Life

You must get rid of the old idea that there is a Deity whose will it is that you should be poor. Life, by living, multiplies itself. It is forever becoming more. It must do so.. Every thought we think makes it necessary for us to think another thought. Every fact we learn leads us to the learning of another fact. Knowledge is continually increasing.

We are subject to the urge of life, seeking expression, which ever drives us on to know more, to do more, and to be more. The desire for

riches is simply the capacity for larger life seeking fulfilment. Your desire for more money is the same as that which makes the plant grow. It is Life, seeking fuller expression.

We must get rich; so that we can live more. It is the desire of God that you should get rich. He wants you to get rich because he can express himself better through you. The universe desires you to have everything you want to have. Nature is friendly to your plans. Make up your mind that this is true. It is essential, however that your purpose should harmonize with the purpose that is in All. You must want real life, not mere pleasure of sensual gratification.

Life is the performance of function; and the individual really lives only when he performs every function, physical, mental, and spiritual, of which he is capable, without excess in any. You want to get rich so that you can eat, drink, and be merry when it is time to do these things. You want to get rich so that you can surround yourself with beautiful things, see distant lands, feed your mind, and develop your intellect. You want to get rich so that you can love people, do kind things, and be able to play a good part in helping the world to find truth.

You can help others more by making the most of yourself than in any other way. You should give your first and best thought to the work of acquiring wealth. You must get rid of the thought of competition. You are to become a creator, not a competitor. You are going to get what you want in such a way that when you get it every other man will have more than he has now.

Riches secured on the competitive plane are never satisfactory and permanent; they are yours today, and another's tomorrow.

You must never think for a moment that the supply is limited. Never look at the visible supply; look always at the limitless riches in Formless Substance, and KNOW that they are coming to you as fast as you can receive and use them. Nobody, by cornering the visible supply, can prevent you from getting what is yours. You are causing

what you want to be created from formless Substance, and the supply is without limits.

Stick to the formulated statement:--There is a thinking stuff from which all things are made, and which, in its original state, permeates, penetrates, and fills the interspaces of the universe. A thought, in this substance, produces the thing that is imaged by the thought. Man can form things in his thought, and, by impressing his thought upon formless substance, can cause the thing he thinks about to be created.

Chapter 6: How Riches Come to You

When I say that you do not have to drive sharp bargains, I mean that you will not need to deal with anyone unfairly. You do not have to get something for nothing, but can give to every one more in use value than you take from him or her in cash value.

Rising from the competitive to the creative plan means that you don't have to beat anybody in business. And don't sell anything that does not add value to the buyer's life.

Form a clear picture of what you want. Have the most absolute faith that what you desire is coming. Never think of it or speak of it without feeling confident that it will arrive. Claim it as already yours. Do not forget for a moment that the Thinking Substance is in everything, communicating with everything, and can influence everything.

You can certainly have what you want. And it is just as certain that you can have any other thing which you will use for the advancement of your own life and the lives of others.

You need not hesitate about asking largely. Original Substance wants to live all that is possible in you, and wants you to have all that you can or will use for the living of the most abundant life.

If you fix upon your consciousness the fact that the desire you feel for the possession of riches is one with the desire of Omnipotence for more complete expression, your faith becomes invincible.

The desire you feel for riches is the infinite, seeking to express Himself in you. So you need not hesitate to ask largely. Your part is to focalize and express the desire to God. (*This is a difficult point with most people; they retain something of the old idea that poverty and self-sacrifice are pleasing to God. They hold to so much of this erroneous thought that they feel ashamed to ask for wealth; they try not to want more than a very modest competence, just enough to make them fairly comfortable*).

Get in mind a clear picture of the things you desire, so that the creative thought of them might be impressed on Formless Substance.

Follow the instructions given in this book by holding the whole picture in your mind. Begin living in the Certain Way, by moving toward what you want. You will manifest what you form in your mental image. Then, with still larger faith, you are going to get greater things. It will be unto you according to your faith, and it is so with all of us.

Chapter 7: Gratitude

Your first step toward getting rich is to convey the idea of your wants to the Formless Substance. In order to do so it becomes necessary to relate yourself to the Formless Intelligence in a harmonious way.

To secure this harmonious relation is a matter of vital importance. The whole process of mental adjustment and atonement can be summed up in one word, gratitude.

First, you believe that there is one Intelligent Substance, from which all things proceed; second, you believe that this Substance gives you

everything you desire; and third, you relate yourself to it by a feeling of deep and profound gratitude.

The nearer we live to the source of wealth, the more wealth we shall receive. The more gratefully we fix our minds on the Supreme when good things come to us, the more good things we will receive, and the more rapidly they will come. The reason simply is that the mental attitude of gratitude draws the mind into closer touch with the source from which the blessings come.

Gratitude alone can keep you looking toward the Infinite, and prevent you from falling into the error of thinking of the supply as limited; and to do that would be fatal to your hopes.

The law of gratitude is the natural principle that action and reaction are always equal and in opposite directions. The grateful outreaching of your mind in thankful praise to the Supreme is a liberation or expenditure of force; it cannot fail to reach that to which it addressed, and the reaction is an instantaneous movement towards you. And if your gratitude is strong and constant, the reaction in Formless Substance will be strong and continuous.

The moment you permit your mind to dwell with dissatisfaction upon things as they are, you begin to lose ground. To permit your mind to dwell upon the inferior is to become inferior. On the other hand, to fix your attention on the best is to surround yourself with the best, and to become the best.

The Creative Power within us makes us into the image of that to which we give our attention.

We are Thinking Substance, and thinking substance always takes the form of that which it thinks about.

He who has no feeling of gratitude cannot long retain a living faith; and without a living faith you cannot get rich by the creative method. It is necessary, then, to cultivate the habit of be grateful for every good

thing that comes to you; and to give thanks continuously. And because all things have contributed to your advancement, you should include all things in your gratitude.

Do not waste time thinking or talking about the shortcomings or wrong actions of plutocrats or trust magnates. Their organization of the world has made your opportunity. Do not rage against corrupt politicians; if it were not for politicians we should fall into anarchy, and your opportunity would be greatly lessened. Remember that they are all helping to arrange the lines of transmission along which your riches will come to you, and be grateful to them all. This will bring you into harmonious relations with the good in everything, and the good in everything will move toward you.

Chapter 8: Thinking in the Certain Way

You must form a clear and definite mental picture of what you want; you cannot transmit an idea unless you have it yourself. It is not enough that you should have a general desire for wealth "to do good with"; everybody has that desire.

If you were going to send a wireless message, you would not send the letters of the alphabet in their order, nor would you take words at random from the dictionary. You would send a coherent sentence. When you try to impress your wants upon Substance, you must know what you want, and be definite.

You can never get rich, by sending out unformed longings and vague desires. You must have that clear mental picture continually in mind. You must no more lose sight of it than the steersman loses sight of the compass. Spend as much of your leisure time as you can in contemplating your picture. The more clear and definite you make your picture then, and the more you dwell upon it, bringing out all its delightful details, the stronger your desire will be. And the stronger

your desire, the easier it will be to hold your mind fixed upon the picture of what you want.

Something more is necessary, however, than merely to see the picture clearly. Behind your clear vision must be the purpose to realize it; to bring it out in tangible expression. And behind this purpose must be an invincible and unwavering FAITH that the thing is already yours; that it is "at hand" and you have only to take possession of it. See the things you want as if they were actually around you all the time. See yourself as owning and using them. Make use of them in imagination just as you will use them when they are your tangible possessions.

Hold to this mental ownership. Do not waiver for an instant in the faith that it is real. Live in the new house. Wear the fine clothes. Ride in the automobile. Go on the journey, and confidently plan for greater journeys. Think and speak of all the things you have asked for in terms of actual present ownership. Imagine an environment, and a financial condition exactly as you want them, and live all the time in that imaginary environment and financial condition.

Mind, however, that you do not do this as a mere dreamer and castle builder. Hold to the FAITH that the imaginary is being realized, and to the PURPOSE to realize it. Remember that it is faith and purpose in the use of the imagination which make the difference between the scientist and the dreamer.

The answer to prayer is not according to your faith while you are talking, but according to your faith while you are working. Be as thankful for as you expect to be when your vision has taken form.

The man who can sincerely thank God for the things which as yet he owns only in imagination, has real faith. He will get rich. He will cause the creation of whatsoever he wants.

Chapter 9: How to Use the Will

To set about getting rich in a scientific way, you do not try to apply your will power to anything outside of yourself. You have no right to do so, anyway. It is wrong to apply your will to other men and women, in order to get them to do what you wish done.

The science of getting rich does not require you to apply power or force to any other person, in any way whatsoever. There is not the slightest necessity for doing so. Any attempt to use your will upon others will only tend to defeat your purpose. You do not need to apply your will to things, in order to compel them to come to you. You do not have to compel God to give you good things, any more than you have to use your willpower to make the sun rise.

To get rich, you need only to use your will power upon yourself. When you know what to think and do, then you must use your will to compel yourself to think and do the right things. Use your will to keep yourself thinking and acting in the Certain Way.

Use your mind to form a mental image of what you want, and to hold that vision with faith and purpose; and use your will to keep your mind working in the Right Way. The more steady and continuous your faith and purpose, the more rapidly you will get rich. All things begin to move toward you.

The minds of people, everywhere, are influenced toward doing the things necessary to the fulfilling of your desires; and they work for you, unconsciously. Doubt or unbelief is as certain to start a movement away from you as faith and purpose are to start one toward you. It is by not understanding this that most people make their failure. Since belief is all important, you should command your attention. It is by your will that you determine upon what things your attention shall be fixed.

If you want to become rich, you must not make a study of poverty.

Things are not brought into being by thinking about their opposites. Do not talk about poverty. Never mind what its causes are. What

concerns you is the cure. Do not spend your time in charitable work. All charity only tends to perpetuate the wretchedness it aims to eradicate. The poor do not need charity; they need inspiration. You are not showing hardness of heart when you refuse to pity poverty, see poverty, read about poverty, or think or talk about it, or to listen to those who do talk about it.

Use your willpower to keep your mind OFF the subject of poverty, and to keep it fixed with faith and purpose ON the vision of what you want. The only way in which poverty will ever be banished from this world is by getting a large and constantly increasing number of people to practice the teachings of the Science of Getting Rich.

People must be taught to become rich by creation, not by competition.

Every man who becomes rich by competition throws down behind him the ladder by which he rises, and keeps others down. And every man who gets rich by creation opens a way for thousands to follow him, and inspires them to do so.

Chapter 10: Further Use of the Will

You cannot retain a true and clear vision of wealth if you are constantly turning your attention to opposing pictures, whether they be external or imaginary.

Do not tell of your past troubles of a financial nature, if you have had them.

Do not tell of the poverty of your parents, or the hardships of your early life. "Let the dead bury their dead." Put poverty and all things that pertain to poverty completely behind you.

Give your attention wholly to riches; ignore poverty. No matter how horrible in seeming may be the conditions in certain countries, sections, or places, you waste your time and destroy your own chances by considering them. You should interest yourself in the

world's becoming rich. Think of the riches the world is coming into, instead of the poverty it is growing out of; and bear in mind that the only way in which you can assist the world in growing rich is by growing rich yourself through the creative method--not the competitive one. To become really rich is the noblest aim you can have in life, for it includes everything else. You must learn to see the underlying TRUTH in all things. It is the truth that there is no such thing as poverty; that there is only wealth. The very best thing you can do for the whole world is to make the most of yourself. You can serve God and humanity in no more effective way than by getting rich by the creative method and not by the competitive one. The Science of Getting Rich is a method to think scientifically in the way that leads by the most direct and simple route to the goal.

Read this book every day; keep it with you; commit it to memory, and do not think about other "systems" and theories. If you do, you will begin to have doubts and to be uncertain and wavering in your thought; and then you will begin to make failures.

There is a thinking stuff from which all things are made, and which, in its original state, permeates, penetrates, and fills the interspaces of the universe. A thought, in this substance, Produces the thing that is imaged by the thought. Man can form things in his thought, and, by impressing his thought upon formless substance, can cause the thing he thinks about to be created. In order to do this, man must pass from the competitive to the creative mind; he must form a clear mental picture of the things he wants, and hold this picture in his thoughts with the fixed PURPOSE to get what he wants, and the unwavering FAITH that he does get what he wants, closing his mind against all that may tend to shake his purpose, dim his vision, or quench his faith.

Chapter 11: Acting in the Certain Way

Thinking in a Certain Way will bring riches to you, but you must not rely upon thought alone. We have not yet reached the stage of development, even supposing such a stage to be possible, in which man can create directly from Formless Substance without nature's processes or the work of human hands. One must not only think, but his personal action must supplement his thought. By thought you can cause the gold in the hearts of the mountains to be impelled toward you; but it will not mine itself, refine itself, coin itself into double eagles, and come rolling along the roads seeking its way into your pocket.

Under the impelling power of the Supreme Spirit, men's affairs will be so ordered that someone will be led to mine the gold for you; other men's business transactions will be so directed that the gold will be brought toward you, and you must so arrange your own business affairs that you may be able to receive it when it comes to you.

Your thought makes all things, animate and inanimate, work to bring you what you want; but your personal activity must be such that you can rightly receive what you want when it reaches you.

The action of thought in getting rich is fully explained here. You impress your vision, with faith and purpose, upon Formless Substance, which has THE SAME DESIRE FOR MORE LIFE THAT YOU HAVE. This vision, received from you, sets all the creative forces at work IN AND THROUGH THEIR REGULAR CHANNELS OF ACTION, but directed toward you.

It is not your part to guide or supervise the creative process. All you have to do with that is to retain your vision, stick to your purpose, and maintain your faith and gratitude. But you must act in a Certain Way.

You can only get what is yours by giving others what is theirs.

Thought and personal action must be combined. By thought, the thing you want is brought to you; by action you receive it. Whatever your action is to be, it is evident that you must act NOW. You cannot act in the past. You cannot act in the future. Put your whole mind into present action.

Do not give your creative impulse to Original Substance, and then sit down and wait for results. If you do, you will never get them. Act now.

There is and there never will be any time but now. Hold to the one vision of what you want, and act NOW. Hold the vision of yourself in the right business or in the job you want, while you ACT with faith and purpose, and you will certainly get the business or the job you want. Your vision and faith will set the creative force in motion to bring your desire toward you. And your action will cause the forces to move you toward the place you want. In order to receive what you want when it comes, you must act NOW upon the people and things in your present environment

Chapter 12: Effective Action

You must use your thought; and you must do ALL that you can do where you are. You can advance only by being larger than your present place. The world is advanced only by those who more than fill their present places.

If no man quite filled his present place, you can see that there must be a going backward in everything. Those who do not quite fill their present places are dead weight upon society. The progress of the world is retarded only by those who do not fill the places they are holding.

No society could advance if every man was smaller than his place.

Social evolution is guided by the law of physical and mental evolution. In the animal world, evolution is caused by excess of life. When an organism has more life than can be expressed in the functions of its own plane, it develops the organs of a higher plane, and a new species is originated. There never would have been new species had there not been organisms which more than filled their places. The law is exactly the same for you. Your getting rich depends upon your applying this principle to your own affairs. Every day is either a successful day or a day of failure. And it is the successful days which get you what you want. If every day is a failure, you can never get rich.

While if every day is a success, you cannot fail to get rich. Do, every day, all that can be done that day. Do not overwork, nor rush blindly into your business to do the greatest possible number of things in the shortest possible time. You are not to try to do tomorrow's work today, nor to do a week's work in a day. It is really not the number of things you do, but the EFFICIENCY of each separate action that counts.

Every efficient act is a success in itself. If you do a sufficient number of efficient acts, you will become rich. Every act can be made efficient by holding your vision while you are doing it, and putting the whole power of your FAITH and PURPOSE into it. Then every success opens the way to other successes. Successful action is cumulative in its results. Do, every day, all that you can do that day, and do each act in an efficient manner. You must hold your vision while you are doing each act, however trivial or common place.

By continuous contemplation you will get the picture of what you want, even to the smallest details, so firmly fixed upon your mind, and so completely transferred to the mind of Formless Substance, that in your working hours you need only to mentally refer to the picture to stimulate your faith and purpose, and cause your best effort to be put forth.

Contemplate your picture in your leisure hours until your consciousness is so full of it that you can grasp it instantly. You will

become so enthused with its bright promises that the mere thought of it will call forth the strongest energies of your whole being.

Chapter 13: Getting Into The Right Business

Success depends upon your possessing the faculties required in that business. Without good musical faculty no one can succeed as a teacher of music.

Having the tools is essential, but it is also essential that the tools should be used in the Right Way. One must know how to use good tools in a successful way. Many talented professionals remain poor.

You will do best in that business which will use your strongest faculties. However no man should regard his vocation as being irrevocably fixed. You can get rich in any business. You can succeed in any vocation. But you will get rich most satisfactorily if you do that which you want to do. It is certain that you can do what you want to do. The desire to do it is proof that you have within you the power which can do it.

Desire is a manifestation of power applied in the Right Way. It is best to select the business for which you have the best developed talent. But if you have a strong desire to engage in any particular business, you should select that as the ultimate end at which you aim. You are not obliged to do what you do not like to do. The best way, to change business or environment is by growth.

Do not be afraid to make a sudden and radical change if the opportunity is presented, and you feel after careful consideration that it is the right opportunity. But never take a sudden or radical action when you are in doubt as to the wisdom of doing so.

There is never any hurry on the creative plane; and there is no lack of opportunity. When you get out of the competitive mind you will

understand that you never need to act hastily. No one else is going to beat you to the thing you want to do. There is enough for all. If one space is taken, another and a better one will be opened for you a little farther on. There is plenty of time.

When you are in doubt, wait. Fall back on the contemplation of your vision, and increase your faith and purpose; and by all means, in times of doubt and indecision, cultivate gratitude.

A day or two spent in contemplating the vision of what you want, and in earnest thanks giving that you are getting it, will bring your mind into such close relationship with the Supreme that you will make no mistake when you do act.

There is a mind which knows all there is to know. And you can come into close unity with this mind by faith and the purpose to advance in life, if you have deep gratitude.

As you go on in the Certain Way, opportunities will come to you in increasing number. Keep in close touch with the Supreme Power through reverent gratitude. Do all that you can do in a perfect manner every day, but do it without haste, worry, or fear. Go as fast as you can, but never hurry. Remember that in the moment you begin to hurry you cease to be a creator and become a competitor; you drop back upon the old plane again.

Whenever you find yourself hurrying, call a halt; fix your attention on the mental image of the thing you want, and begin to give thanks that you are getting it. The exercise of GRATITUDE will never fail to strengthen your faith and renew your purpose.

Chapter 14: The Impression of Increase

Increase is what all men and all women are seeking. It is the urge of the Formless Intelligence within them, seeking fuller expression. The desire for increase is inherent in all nature. It is the fundamental impulse of the universe.

All human activities are based on the desire for increase. People are seeking more food, more clothes, better shelter, more luxury, more beauty, more knowledge, more pleasure- more life. Every living thing is under this necessity for continuous advancement; where increase of life ceases, dissolution and death set in at once.

The normal desire for increased wealth is not an evil or a reprehensible thing. It is simply the desire for more abundant life. And because it is the deepest instinct of their natures, all men and women are attracted to him who can give them more of the means of life.

In following the Certain Way, you are getting continuous increase for yourself, and you are giving it to all with whom you deal. No matter how small the transaction, put into it the thought of increase, and make sure that the customer is impressed with the thought.

Convey the impression of advancement with everything you do. Even to the people whom you meet in a social way, without any thought of business, and to whom you do not try to sell anything, give the thought of increase. You can convey this impression by holding the unshakable faith that you, are in the Way of Increase by letting this faith inspire, fill, and permeate every action.

Do everything that you do in the firm conviction that you are an advancing personality, and that you are giving advancement to everybody. Feel that you are getting rich, and that in so doing you are making others rich.

Do not brag of your success. True faith is never boastful. Wherever you find a boastful person, you find one who is secretly doubtful and afraid.

Let every act and tone and look express the quiet assurance that you are getting rich; that you are already rich.

You must so impress others that they will feel that in associating with you they will get increase for themselves. See that you give them a use value greater than the cash value you are taking from them.

Take an honest pride in doing this. And you will have no lack of customers. People will go where they are given increase. You will attract men and women who have never heard of you. Your business will increase rapidly. And while doing this, don't lose sight of your vision.

Your faith and purpose will get you what you want. Beware of the insidious temptation to seek for power over other men. The mind that seeks for mastery over others is the competitive mind, not the creative one. Beware of the competitive mind!! No better statement of the principle of creative action can be formulated than the favorite declaration of the late "Golden Rule" Jones of Toledo: ***"What I want for myself, I want for everybody."***

Chapter 15: The Advancing Person

No matter your business or your profession, if you can give increase of life to others and make them sensible of the fact, they will be attracted to you, and you will get rich. The physician who holds the vision of himself as a great and successful healer, and who works toward the complete realization of that vision with faith and purpose, will be phenomenally successful.

The science of getting rich is the gospel that the world needs. It will give increase of life, and men will hear it gladly, and will give liberal support to the man who brings it to them.

We need the preacher who will himself be rich, healthy, great, and beloved, to teach us how to attain to these things. And when he comes he will find a numerous and loyal following. The same is true of the teacher who can inspire the children with the faith and purpose of the advancing life. He will never be "out of a job." What is true of the teacher, preacher, and physician is true of the lawyer, dentist, real estate man, insurance agent -of everybody.

The combined mental and personal action I have described is infallible. Every man and woman who follows these instructions steadily, perseveringly, and to the letter, will get rich.

Do not feel that you have no chance to get rich because you are working where there is no visible opportunity for advancement, where wages are small and the cost of living high. Form your clear mental vision of what you want, and begin to act with faith and purpose. Do all the work you can do, every day, and do each piece of work in a perfectly successful manner; put the power of success, and the purpose to get rich, into everything that you do.

The man who is certain to advance is the one who is too big for his place, and who has a clear concept of what he wants to be; who knows that he can become what he wants to be and who is determined to be what he wants to be.

Every person who comes in contact with you, will feel the power of purpose radiating from you. There is a Power which never fails to present opportunity to the Advancing Man who is moving in obedience to law.

God cannot help helping you, if you act in a Certain Way. He must do so in order to help Himself. Begin this way of thinking and acting. And an opportunity to better your condition will speedily come, because the Supreme Power, working in everything and working for you, will bring opportunities before you. Do not wait for an opportunity to be all that you want to be. When an opportunity to be more than you are now is presented and you feel impelled toward it, take it. It will be the first step toward a greater opportunity.

There is no such thing possible in this universe as a lack of opportunities for the person who is living the advancing life. It is inherent in the constitution of the cosmos that all things shall be for him and work together for his good; and he must certainly get rich if he acts and thinks in the Certain Way.

So let wage-earning men and women study this book with great care, and enter with confidence upon the course of action it prescribes; it will not fail.

Chapter 16: Some Cautions and Concluding Observations

If the people have the Advancing Mind, have the Faith, and move forward with the fixed purpose to become rich, nothing can possibly keep them in poverty. When you enter upon the creative plane of thought you will raise above all these things and become a citizen of another kingdom.

Individuals may enter upon the Certain Way at any time, and make themselves rich. The economic salvation of the masses can only be accomplished by getting a large number of people to practice the Science of Getting Rich, and become rich. These will show others the way. But remember that your thought must be held upon the creative plane. Whenever you do fall into the competitive thought, correct yourself instantly. Because when you are in the competitive mind, you have lost the cooperation of the Mind of the Whole.

Do not concern yourself with questions as to how you shall surmount obstacles which may loom upon your business horizon. No matter how tremendous an obstruction may appear at a distance, you will find that if you go on in the Certain Way it will disappear as you approach it, or that a way over, though, or around it will appear.

No possible combination of circumstances can defeat a man or woman who is proceeding to get rich along strictly scientific lines. No man or woman who obeys the law can fail to get rich, any more than one can multiply two by two and fail to get four.

Never speak of yourself, your affairs, or of anything else in a discouraging way. Never admit the possibility of failure. Never speak of the times as being hard. Times may be hard for those who are on the competitive plane. But they can never be so for you.

You can create what you want, and you are above fear. When others are having hard times and poor business, you will find your greatest opportunities. Think of the world as a something which is becoming, which is growing.

Always speak in terms of advancement. To do otherwise is to deny your faith, and to deny your faith is to lose it. Never allow yourself to feel disappointed. Go on in the certain way, and if you do not receive that thing, you will receive something so much better that you will see that the seeming failure was really a great success.

When you make a failure, it is because you have not asked for enough; keep on, and a larger thing than you were seeking will certainly come to you. Remember this.

Study this book. Make it your constant companion until you have mastered all the ideas contained in it. While you are getting firmly established in this faith, you will do well to give up most recreations and pleasure; and to stay away from places where ideas conflicting with these are advanced in lectures or sermons.

Do not read pessimistic or conflicting literature, or get into arguments upon the matter. Do very little reading, outside of the writers mentioned in the Preface. Spend most of your leisure time in contemplating your vision, and in cultivating gratitude, and in reading this book. It contains all you need to know of the science of getting

rich; and you will find all the essentials summed up in the following chapter.

Chapter 17: A Summary of the Science of Getting Rich

There is a thinking stuff from which all things are made, and which, in its original state, permeates, penetrates, and fills the interspaces of the universe. A thought in this substance produces the thing that is imaged by the thought.

Man can form things in his thought, and by impressing his thought upon formless substance can cause the thing he thinks about to be created. In order to do this, man must pass from the competitive to the creative mind; otherwise he cannot be in harmony with the Formless Intelligence, which is always creative and never competitive in spirit.

Man may come into full harmony with the Formless Substance by entertaining a lively and sincere gratitude for the blessings it bestows upon him.

Gratitude unifies the mind of man with the intelligence of Substance, so that man's thoughts are received by the Formless.

Man can remain upon the creative plane only by uniting himself with the Formless Intelligence through a deep and continuous feeling of gratitude.

Man must form a clear and definite mental image of the things he wishes to have, to do, or to become; and he must hold this mental image in his thoughts, while being deeply grateful to the Supreme that all his desires are granted to him. The man who wishes to get rich must spend his leisure hours in contemplating his Vision, and in earnest thanksgiving that the reality is being given to him.

Too much stress cannot be laid on the importance of frequent contemplation of the mental image, coupled with unwavering faith and

devout gratitude. This is the process by which the impression is given to the Formless, and the creative forces set in motion.

The creative energy works through the established channels of natural growth, and of the industrial and social order. All that is included in his mental image will surely be brought to the man who follows the instructions given above, and whose faith does not waver. What he wants will come to him through the ways of established trade and commerce. In order to receive his own when it shall come to him, man must be active; and this activity can only consist in more than filling his present place.

He must keep in mind the Purpose to get rich through the realization of his mental image. And he must do, every day all that can be done that day taking care to do each act in a successful manner.

He must give to everyman a use value in excess of the cash value he receives, so that each transaction makes for more life; and he must so hold the Advancing Thought that the impression of increase will be communicated to all with whom he comes in contact.

The men and women who practice the foregoing instructions will certainly get rich; and the riches they receive will be in exact proportion to the definiteness of their vision, the fixity of their purpose, the steadiness of their faith, and the depth of their gratitude.

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*This Summary of "The Science of Getting Rich" (Wallace D. Wattles 1910) has been brought to You by **Victor Martinez Becerril**:*

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