

The Strangest Secret

by Earl Nightingal (created by NSD Linda Toupin)

What is wrong with men today? Men simply don't think.

100 people who start even at age 25 and think they want to be successful:

By Age 25:

1 will be rich.

4 will be financially independent.

5 will still be working.

54 will be broke.

What is Success? Success is the progressive realization of a worthy ideal.

The opposite of courage is conformity. People acting like everyone else.

Why do we conform? Those that conform believe that life is shaped by circumstances, things that happen to them.

Why do you work? 19 out of 20 say they have no idea, or they work because everyone else does.

Instead of competing, all we have to do is create.

The Magic Touch that all men have who have become successful and continue to be successful is that they all have goals.

Selling is the world's highest paid profession in the world if we are good at it and we know where we are going.

The Strangest Secret - Key to success and the key to failure.

The Strangest Secret - "We become what we think about."

If you do not think about your goals you will have confusion, anxiety, fear, and worry. If a man thinks about nothing, he becomes nothing.

The human mind is like land. As you sow so shall you reap. It returns what we plant.

Our minds come to us free, yet we place little value on it. All the priceless things in this world were given to us free when we were born.

Plant your goal in your mind. It is the most important decision you will make.

Why is this law strange and it is a secret? Because even though it is ages old, few people apply it or understand it.

Life should be an exciting adventure.

The architect of the universe did not build a stairway leading no where.

"As you believe so shall it be done unto you," said Jesus.

For every action there is an equal and opposite reaction. Which means - "We have to pay the price."

Each of us succeeds to the extent of our ability to sell. Selling is common to all goals in all our lives.

What is the Price?

Understanding emotionally as well as intellectually that we must control our thoughts.

Permitting our minds to soar as it was divinely designed to do. Limitations are self-imposed. Raising above narrow minded pettiness and prejudging.

Use all your courage to force yourself to think positively about your own problem and to focus on your own goal. Act promptly and decisively when your course is clear.

Save at least 10% of what you earn.

Important points of the PRICE.

You will become what you think about. Imagination - Let your mind soar. Courage - Concentrate on your goal every day. Save 10% of what you earn. Action

30 Day Test

Each of us wants something. Each of us is afraid of something.

Steps:

- On a card - write down what you want? **Single goal and clearly defined.** (Your Mary Kay Goal.)
- Look at it several times a day. Also as soon as you get up and when you go to bed.
- This is the difficult part because it is the formation of a brand new habit. Stop thinking about what it is you fear. Replace it with a positive image of your goal.
- Take control of your mind. Do more than you have to do. Give of yourself more than you have ever done before.
- Don't concern yourself with how you are going to achieve your goal - leave it to a power greater than you. All you have to do is know where you are going. Your answers will come to you in their own accord.

"Ask and it shall be given you, seek and ye shall find, knock and it shall be open unto you." Sermon on the mount.

- "Act as though it were impossible to fail." Persistence is another work for faith.
- If you fail start over with 30 new days. (Are You Overwhelmed with negative thoughts?)
- Put your goal on one side of the card and the scripture on the other. "Ask and it shall be given you, seek and ye shall find, knock and it shall be opened unto you."
- Read inspirational books. Don't worry. Worry brings fear. Fear is crippling. Don't try to do it all yourself.
- Hold your goal in front of you. Everything else will take care of itself.
- Be calm and cheerful. Don't let petty things annoy you.

You will have a tendency to forget what you have read. Read this often.

You will earn money by providing people with services or products which are needed and useful. The Law is that financial return is in direct proportion to our service.

Success is not the result of making money. Making money is the result of success. (Put the fuel in, before we expect heat. Be of service first before you can make money.)

Don't concern yourself with the money. Focus on the effort. **Mutual exchange Law.** No man can get rich unless he enriches other. **No exception to the Law.** If you want more, give more service. You will get back what you put out.

6 Steps To Realize Success

1. Set a definite goal.
2. Quit running yourself down.
3. Stop thinking of all the reasons you CANNOT be successful and instead think on the reasons why you can.
4. Trace your attitudes back through childhood if negative.
5. Change the image you have of yourself by writing out a description of the person you would like to be.
6. Act like the successful person you have decided to become.

Repeat the 30 day test over and over and over. You will have peace and a calm, cheerful, and successful life.