



"The Science of Getting Rich" **by Wallace Wattles**

1. Introduction:

"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."

2. Underlying premise of this book is that "No man can rise to his greatest possible height in talent or soul development unless he has plenty of money."

A. Agree or disagree, that is your prerogative, but nonetheless there are some great principles in this book to live by to achieve greater results in your life.

B. He has a premise that God wants you to be rich...I do not agree with that premise but again, he has some great truths.

C. We live for three motives: body, mind and soul. All are important and if anyone is cut off one, a person cannot live fully. Poverty can truly deny full expression of these.

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

3. The result of owning money and property comes as a result of doing things in a Certain Way...cause and effect.

A. Why some people become wealthy and others do not. Studying them shows they are an average lot, having no greater talents and abilities than others.

B. Getting rich is not due to saving, having capital, being in the right business, environment, education, etc.

C. Two men coming from same environments, same business and one gets rich and the other does not.

D. So, if getting rich is the result of doing things a Certain Way, then any person can become rich...and the whole matter is within the domain of an exact science.

E. Opportunity is not monopolized...wealth is unlimited, as is cash.

"There is an abundance of opportunity for the man who will go with the tide, instead of trying to swim against it....The working class may

become the master class whenever they will begin to do things a Certain Way."

F. Every aspect of life is about advancement of life...always moving toward more and fuller functioning. Nature is all about extending boundaries...more life, more functioning.

4. 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.

A. Man must pass from the competitive to the creative mind.

If not, not in alliance with the Spirit (God, the Universe) which is inherently not competitive but creative.

1) Competitors rob from others...it is a WIN LOSE scenario.

In a creative mode, when you win, everyone around will have more.

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

3) "Moral and spiritual greatness is possible only to those who are above the competitive battle for existence."

B. Man can only achieve this by sincere gratitude for everything that comes his way to remain in harmony with God.

This gratitude must be deep and continuous.

The Law of Gratitude is the natural principle that action and reaction are always equal, and in opposite directions.

(Give/Receive...Sow/Reap...)

C. "There is thinking stuff from which all things are made, and which, in its original state, permeates, penetrates, and fills the interspaces of the universe."

D. Man must form a **clear and definite mental image** of the things he wishes to have, to do, to become and he must hold this mental image in his thoughts. All forms that man fashions with his hands must first exist in thought (see Covey, everything is created twice in "7 Habits...")

1) Behind your vision must be your purpose (WHY), and behind the WHY an invincible and unwavering FAITH that the thing is already yours.

2) During your leisure time you remain focused on your Vision, and in earnest thanksgiving that the reality is being given to him.

Too much stress can not be laid upon the importance of frequent contemplation of the mental image.

E. Never permit your mind to dwell on dissatisfaction or you lose ground. To dwell on inferior is to become inferior. Put poverty and

all that surrounds it behind you. Read only the most optimistic comments on the world's news.

F. Timing: the more steady and continuous your faith and purpose, the more rapidly you reach your wealth.

5. The creative energy works through established channels of natural growth and of the industrial and social order.

A. If a man follows the above, the result will be created by ways of established trade and commerce.

B. That which makes you want more money is the same as that which makes the plant grow...it is life seeking fuller expression.

6. Man must be active...act in a Certain Way...by thought, the thing you want is brought to you; by action you receive it.

A. This activity must consist "in more than filling his present place." Don't live your life, not even one activity by "just doing enough to get by."

B. Man must do all that he can do each day, taking care to do each activity in a successful manner.

1) Do all you can do in a perfect manner every day, but do it without haste, worry or fear. When these enter, you start being a competitor and cease being a creator!

2) Put your whole mind on present actions, not the future or you will act with a divided mind.

C. "He must give to every man a use value in excess of the cash value he receives, so that each transaction makes for more life."

Through this process, the impression of increase will be communicated to all with whom he comes in contact.

D. "You can help others more by making the most of yourself than in any other way."

E. Man must act NOW upon the people and the things in his present environment.

F. "Do, every day, ALL that can be done that day." "It is really not the number of things you do, but the efficiency of each separate action that counts." Failure is doing too many things in an inefficient manner. Efficiency is POWER.

G. Impress others that they will feel that in associating with you they will get increase for themselves. "The desire to rule for selfish gratification has been the curse of the world." What I want for myself I want for others.

6. Guard your speech

A. Never talk of yourself, your affairs, or of anything else in a discouraged or discouraging way.

B. Don't concern yourself with obstacles...focus on doing the most you can each day in the most efficient way. Never allow discouragement.

C. "Never speak of the times as being hard, or of business conditions as being doubtful." This only exists for those on a competitive plane.

"The Wealth to be received will be in exact proportions to the definiteness of their visions, the fixity of their purpose, the steadiness of their faith, and the depth of their gratitude."