

Points to Ponder

Reproduced By
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Dedication

*For My Friends,
Who Continue To Astonish Me with Their Resilience,
Patience, and Love*

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➤ **QUALITY OF LIFE BEGINS IN YOUR MIND**

- o It is not what you have, but what you enjoy that constitutes your abundance.
- o Your real riches are riches in your head and heart.
- o Real satisfaction comes from appreciating what you have.
- o Wealth without enjoyment is little consolation.
- o There are two ways of being happy: you must either diminish your wants or augment your means.
- o It is always better to appreciate things you cannot have than to have the things you cannot appreciate.
- o Your riches will always lie inside you, not in your material possessions.

➤ **YOU CAN LIVE YOUR DREAMS**

- o It is because you are different from anyone else that you are special.
- o Only you know what is best for you.
- o It is by taking chances that you learn how to be brave.
- o Don't be afraid to encounter risks.
- o Don't let your life slip through your fingers by living in the past or the future.
- o By living your life with passion each day you live all the days of your life.
- o Remember where you have been and know where you are going.
- o Life is not a race but a journey to be savoured each step of the way.
- o You can have anything you want from life if you try.
- o You owe it to yourself to try.

➤ **YOU ALWAYS HAVE A CHANCE**

- o You know what you are today, but not what you may be tomorrow.
- o Use your imagination.
- o Look at things, as you want them to be.
- o You can do what you believe you can do.
- o There are powers within you to do things you never dreamed possible.
- o You would amaze yourself if you did all the things you are capable of doing.
- o You can do anything you wish to do, have anything you wish to have, and be anything you wish to be.
- o All you have to do is act on your dreams.

➤ **IF AT FIRST YOU DON'T SUCCEED, TRY, TRY, AGAIN**

- o The most important quality essential to your success is perseverance.
- o It overcomes almost everything, even nature.
- o Effort only fully releases its reward after you refuse to quit.
- o Austere perseverance, harsh and continuous rarely fails of its purpose, for its silent power grows irresistibly with time.
- o It's your constant and determined effort that breaks down all resistance, and sweeps away all obstacles.
- o Success is connected with action.
- o It is largely a matter of hanging on after others have let go.
- o You can have the success you seek if you never give up trying.
- o In the end, the only people who fail are those that do not try. Never, never, never give up.

➤ **COURAGE IS THE CAPACITY TO CONFRONT WHAT CAN BE IMAGINED**

- o You are bigger than anything that can happen to you.
- o The obstacles you face are only mental barriers, which can be broken by adopting a more positive approach.
- o Reality is something you rise can above.
- o You don't have to be a puppet manipulated by outside powerful forces; you can become the powerful force yourself.
- o Courage is resistance to fear, mastery of fear -- not absence of fear.
- o This is where you will win the battle -- in the playhouse of your mind.
- o Visualize what you want.
- o See it, feel it, believe in it.
- o Make it your mental blue print, and begin to build.
- o See things, as you would have them be instead of as they are.

➤ **MASTER LIFE, DON'T LET IT MASTER YOU**

- o Some people are successful in mastering life, while others permit life to master them.
- o There is a split in you that is very clear: a part of you knows what you should do, and a part of you does what it feels like doing.
- o Don't let passion drive you, let reason hold the reins.
- o Resistance is your thoughts transformed into feelings.
- o If you change the thoughts that create the resistance, there is no more resistance.
- o Understand these opposing forces warring within you, and you can be the master of your life.

➤ **ACCEPT CHANGE WITH A SMILE**

- o Sooner or later you'll encounter an event in your life, and how you meet it determines your future happiness and success.
- o Since the beginning of time, everyone has been called upon to meet such a crisis.
- o A closer look will show you that most "crisis situations" are opportunities to either advance or stay where you are.
- o Indeed most changes in your life will take place out of either "inspiration" or "desperation."
- o Whatever comes your way, give it meaning and transform it into something of value.
- o Your personal growth is the process of responding positively to change.
- o A precious stone cannot be polished without friction, nor humanity perfected without trials.

➤ **IT IS YOUR FRIENDS THAT MAKE YOUR WORLD**

- o Your environment is the mental feeding ground from which the food that goes into your mind is extracted.
- o Choose your environment with care...one that is positive, one that lifts you up and gives you wings to soar.
- o Keep away from people who try to belittle your ambition.
- o Small people always do that, but the really great make you feel that you, too, can become great.
- o Don't become a victim of your environment.
- o Create favourable conditions through your associations.
- o Your own inherent force and energy will compel things to turn out the way you desire when you're surrounded by positive people.
- o We shape our buildings, thereafter they shape us.

➤ **YOU ARE MORE IMPORTANT THAN ANY OF YOUR PROBLEMS**

- o The process of growing and learning always involves risks.
- o Courage comes from the reserves of your mind that are much more powerful than your outside circumstances.
- o When you are bigger than your problems, you gain the courage necessary to win.
- o Courage is the power to face difficulties.
- o Obstacles will always look large or small to you according to whether you are large or small.
- o Courage is the capacity to confront what can be imagined. It gives you the ability to rise above reality.
- o See things, as you would have them be instead of as they are.
- o Overcoming obstacles is the price of achievement...the price of greatness.

➤ **ACTION AND EFFORT MAKE DREAMS A REALITY**

- o You have the power and the opportunity to change your life, to make of it anything you want.
- o It's not difficult...it just takes effort.
- o See things, as you would have them be instead of as they are.
- o Your personal plan must focus on what you want, not what you have.
- o Your imagination will show you how to turn possibility into reality.
- o Visualize your goals and your subconscious will work toward making those mental pictures come true.
- o Picture yourself vividly as winning, and that alone will contribute immeasurably to your success.
- o Knowing where you're going is all you need to get there.

➤ **SUCCESSFUL PEOPLE HAVE GOALS**

- o Your present circumstances don't determine where you can go; they merely determine where you start.
- o The purpose of goals is to focus your attention on your future. Magic begins when you set them.
- o Your power to accomplish becomes a reality when you have them.
- o Your mind reaches toward achievement when it has clear objectives.
- o Goals give you a starting place and a destination.
- o If you focus the full power of all you are on what you have, a burning desire to achieve... you will attain success.
- o Act on your dreams and they are yours.

➤ **QUALITY OF LIFE STARTS IN YOUR MIND**

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- o Real satisfaction comes from appreciating what you have.
- o Wealth without enjoyment is little consolation.
- o There are two ways of being happy: you must either diminish your wants or augment your means.
- o It is always better to appreciate things you cannot have than to have the things you cannot appreciate.
- o It is not what you have, but what you enjoy that constitutes your abundance.
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➤ **MASTER LIFE, DON'T LET IT MASTER YOU**

- o Some people are successful in mastering life, while others permit life to master them.
- o There is a split in you that is very clear.

- o There is a part of you that knows what you should do, and a part of you that does what it feels like doing.
- o Don't let passion drive you, let reason hold the reins.
- o Once you understand these opposing forces warring within you, with this knowledge of the truth: you no longer remain a slave.
- o A clear understanding will make you the master of your life.
- o Resistance is your thoughts transformed into feelings.
- o Change the thoughts that creates the resistance, and there is no more resistance.
- o Are you controlled by your thoughts or are you controlling your thoughts?
- o If you do not conquer self, you will be conquered by self.
- o If you are ruled by your mind you are a king, if by your body, a slave.

➤ **WORK IS NOT PUNISHMENT, IT IS REWARD**

- o If you enjoy what you do, you will be successful.
- o If you do not enjoy what you do, you will not be successful.
- o Your success in any occupation depends on your enjoyment.
- o Loving your work makes the difference.
- o You never achieve real success unless you like what you are doing.
- o Your chances for success are directly proportional to the degree of pleasure you derive from what you do.
- o If you have a job you hate, face the fact squarely and get out.
- o Success in its highest and noblest form calls for peace of mind, enjoyment, and happiness, which comes only when you find the work that you like best.
- o You don't pay the price for success.
- o You enjoy the price for success.
- o Work is love made visible.

➤ **YOUR FRIENDS MAKE YOUR WORLD**

- o Your environment is the mental feeding ground from which the food that goes into your mind is extracted.
- o Choose your environment with care, one that is positive, one that lifts you up and gives you wings to soar.
- o Keep away from people who try to belittle your ambition.
- o Small people always do that, but the really great make you feel that you, too, can become great.
- o Don't become a victim of your environment.
- o Create favourable conditions through your associations.
- o Your own inherent force and energy will compel things to turn out the way you desire when you're surrounded by positive people.
- o We shape our buildings, thereafter they shape us.

➤ **YOU ARE MORE IMPORTANT THAN YOUR PROBLEMS**

- o The process of growing and learning always involves risks.
- o Courage comes from the reserves of your mind that are much more powerful than your outside circumstances.
- o When you realize you are bigger than your problems, you gain the courage necessary to overcome them.
- o Courage is the power to face difficulties.
- o Obstacles will always look large or small to you according to whether you are large or small.
- o Courage is the capacity to confront what can be imagined. It gives you the ability to rise above reality.
- o See things, as you would have them be instead of as they are.
- o Overcoming obstacles is the price of achievement, the price of success.

➤ **MAKE YOUR DREAMS A REALITY**

- o You have the power and the opportunity to change your life. You can make anything you want of it.
- o It's not difficult, it just takes some effort.
- o See things, as you would have them be instead of as they are.
- o Your personal plan must focus on what you want, not on what you have.
- o Your imagination will show you how to turn possibility into reality.
- o Visualize your goals and your subconscious will work toward making those mental pictures come true.
- o When you picture yourself vividly as winning that alone will contribute immeasurably to your success.
- o Knowing your destination is all you need to get there.

➤ **GOALS WILL HELP YOU REACH SUCCESS**

- o Your present circumstances don't determine where you can go; they merely determine your starting place.
- o The purpose of goals is to focus your attention on your future. Magical things will begin when you set them.
- o Your power to accomplish becomes a reality when you have a goal.
- o Your mind reaches toward achievement when it has clear objectives.
- o Goals give you a starting place and a destination.
- o Just focus the full power of all you are on what you have a burning desire to attain, and you will achieve success.
- o Act on your dreams and they are yours.

➤ **OPEN YOUR OWN DOORS TO OPPORTUNITY**

- o Every situation, properly perceived, becomes an opportunity.
- o Distant fields always look greener, but opportunity lies right in front of you.
- o Take advantage of them when they appear.
- o Start where you are at this moment.
- o Success is all around you.
- o It is not in your environment, it is not in luck or chance, or the help of others.
- o Success is in you alone.
- o You don't need more strength or more ability or greater opportunity.
- o What you need is to use what you have.
- o Learn to seize good fortune, for it is always around you.
- o Success doesn't come to you, you go to it.

➤ **YOUR MIND IS YOUR LIMIT**

- o The only thing that stands between you and what you want from life is simply your will to try it and the faith to believe that it is possible.
- o Your mind will amaze your body.
- o You must find the energy and determination to keep going.
- o Keep telling yourself, you can do it, you can do it.
- o When you believe you can, you can.
- o In belief there is power.
- o It opens your eyes, your opportunities become plain, and your vision becomes reality.
- o You will succeed when you believe you can succeed.
- o The only limit to your realization of tomorrow will be your doubts of today.
- o Everything is possible if you believe it is.

➤ **MAKE YOUR OWN OPPORTUNITIES**

- o Your destiny is not a matter of chance; it's a matter of choice.
- o Success is not something you wait for, but rather something you should pursue.
- o Don't wait for extraordinary opportunities to find you.
- o Seize common everyday occasions and make them great.
- o Opportunities will often come disguised in the form of misfortune, or temporary failure.
- o You can start right where you are.
- o Distant pastures always look greener.
- o At this very moment, you are standing right in the middle of golden opportunity.
- o Act on your dreams and they are yours.

➤ **YOUR LIFE IS A SERIES OF EXPERIENCE, SOME GOOD, AND SOME BAD**

- o Each experience makes you bigger and stronger, even though it is often hard for you to realize it.
- o Learn quickly that the setbacks and grief, which you endure, actually help you in your march forward.
- o This world was built to develop your character.
- o Stay in the midst of activity and life.
- o Don't isolate yourself.
- o Be among people and things, among troubles, difficulties and obstacles.
- o Your character develops itself in the stream of life.
- o Life is a classroom in which you are being tested, tried, and passed.
- o You're expected to make measurable progress in reasonable amounts of time.
- o That's why those third grade chairs are so small.

➤ **THERE IS ALWAYS A GOOD SIDE**

- o Be an optimist and try to see the opportunity in every misfortune, not a pessimist that sees misfortune in every opportunity.
- o The optimist sees the doughnut, the pessimist sees the hole.
- o You can develop success from every failure.
- o Discouragement and failure are two stepping-stones to success.
- o No other elements can do so much for you if you are willing to study them and make them work for you.
- o View every problem as an opportunity.
- o When it is dark enough you can see the stars.

➤ **DON'T BELIEVE IN MIRACLES, DEPEND ON THEM**

- o You don't need an explanation for everything.
- o There are such things as miracles, events for which there are no ready explanations.
- o In the future, knowledge may explain these events quite easily.
- o Any sufficiently advanced technology is quite indistinguishable from magic.
- o Seeing, hearing, feeling are all miracles as well as each part of you.
- o Seeing is not always believing.
- o You know much more than you understand.
- o Have the vision to see invisible things.

➤ **YOUR SUCCESS DEPENDS ON YOUR ENJOYMENT**

- o You'll never achieve real success unless you like what you are doing.
- o What you do is more important than how much money you make.
- o How you feel about it is more important than what you do.
- o The more you love what you are doing, the more successful it will be for you.
- o Don't set compensation as your goal.
- o Find the work you like, and the compensation will follow.
- o You don't pay the price of success.
- o You enjoy the price for success.

➤ **EXPECT CHANGE ON YOUR WAY TO SUCCESS**

- o You must avoid breaking when things don't go your way.
- o You are secure to the degree that you can accept change.
- o Security comes from being able to bend your insecurities.
- o Recognize that change will take place.
- o You'll become secure, not by standing still, but by growing, moving, and staying energized.
- o Be secure in the knowledge that you can deal with what happens to you.
- o Have the courage to bet on your ideas.
- o Take some calculated risks, and act on your dreams.
- o There is no permanent security on this earth: there is only opportunity.

➤ **YOU HAVE TO THINK BIG TO BE BIG**

- o Your aspirations are your possibilities.
- o You will become as small as your controlling desire, or as great as your dominant aspiration.
- o High achievement always takes place in the framework of high expectation.
- o Your mind stretched to a new idea will never go back to its original dimensions.
- o Think little goals and expect little achievements.
- o Think big goals and win big success.
- o The first ingredient of success is to dream a great dream.

➤ **TO WIN, YOU MUST EXPECT TO WIN**

- o Believe in your innermost being that you will achieve what you set out to do, and it will open the way for miracles to happen.
- o You'll find that life responds to your outlook.
- o What you expect to happen happens.
- o Expecting something to happen energizes your goal and gives it momentum.

- o Your expectation will open or close the doors to your supply.
- o Expect great things, work with honour for them, and they will surely come to you.
- o Your supply will always correspond with your expectations.
- o There is no medicine like hope, no incentive so great, and no tonic so powerful as the expectation of something tomorrow.
- o You can't succeed beyond your wildest expectations unless you begin with some wild expectations.
- o The dreams you believe in come to be.

➤ **YOU MUST MAKE YOUR OWN DECISIONS**

- o If you don't run your own life, someone else will.
- o You are in control of your life to the degree that you make the decisions.
- o To control the outcome of anything, you must control the action at the point of decision-making.
- o If you let others make the decisions for you, you have no control.
- o When you control the decisions, you control the actions.
- o When you take charge of your life, there is no longer a need to ask permission of others.
- o When you ask permission, you give someone veto power over your life.
- o Only you are responsible for your life.
- o Take control and start making those decisions.
- o Successful people know how to make decisions.

➤ **YOU CAN START BEING SUCCESSFUL ANYTIME**

- o Starting is the key to all success.
- o Beginning something new is what people fear most.
- o Nothing will ever be attempted if you wait to overcome all the possible objections.
- o The great thing is the start, to see an opportunity for service and to start doing it.
- o The reason why so little is done, is generally because so little is attempted.
- o You will succeed if you can get up the courage to begin.
- o The only true failure lies in the failure to start.
- o The courage to begin separates dreamers from achievers.

➤ **SUCCESSFUL PEOPLE KNOW WHAT THEY WANT**

- o In whatever position you find yourself determine your objective first.
- o Until your thoughts are linked to a purpose there can be no accomplishment.
- o There is no achievement without goals.

- o If you don't know where you are going, how can you expect to get there?
- o The world has the habit of making room for the person whose words and actions show that they know where they are going.
- o Goals give you a starting place and a destination.
- o With them, you will be able to determine what it will cost you to get there.
- o In your pursuit of them, you will be going someplace.
- o Only you can determine what you want.
- o You can decide on your major objectives, targets, and aims. Knowing where you are going is all you need to get there.

➤ **YOU HAVE THE POWER TO CHOOSE**

- o While your character is formed by your circumstances, your own desires can do much to shape those circumstances.
- o The one thing over which you have absolute control is your own thoughts.
- o It is this that puts you in a position to control your own destiny. Nature is at work around you.
- o Character and destiny are her handiwork.
- o She gives you love and hate, jealousy and reverence.
- o All that is yours is the power to choose which impulse you follow.
- o You can at any time decide to alter the course of your life.
- o No one can take that away from you.
- o You can do what you want to do.
- o You can be who you want to be.
- o All you have to do is decide on what you want.

➤ **USE YOUR IMAGINATION TO FIND SUCCESS**

- o Visualize what you want.
- o See it, feel it, believe in it.
- o Your mind is a mental workshop.
- o You can build anything in it.
- o Make your mental blue print, and begin to build.
- o The beginning is in your imagination.
- o First think; then organize your thoughts into plans; then transform your thoughts into reality by taking some positive action.
- o Use your imagination to perceive your reality even when it is not fully materialized.
- o You must first see it clearly in your mind before you can do it.
- o First visualize and then actualise your way to success.
- o You really can live your dreams.
- o All you have to do is try.

➤ **LIFE IS WHAT YOU MAKE OF IT**

- o The power to succeed or fail is yours alone.
- o You alone have the responsibility to shape your life.
- o Nothing and no one can deny you greatness once you understand this.
- o There's no one on earth to stop you but yourself.
- o No one on earth can cheat you out of ultimate success but you.
- o More powerful than all the success slogans ever written is the realization that everyone has but one boss on earth.
- o That boss is you.
- o Picture yourself vividly as winning, and that alone will contribute immeasurably to success.

➤ **WINNING STARTS WHEN YOU START**

- o To solve a problem or to reach your goal, you don't need to know all the answers in advance.
- o But you must have a clear idea of the problem or the goal you want to reach.
- o All you have to do is know where you're going.
- o The answers will come to you of their own accord.
- o Don't procrastinate when faced with a big difficult problem, break the problem into parts, and handle one part at a time.
- o If you can get up the courage to begin, you have the courage to succeed.
- o It's the job you never start that takes the longest to finish.
- o Don't worry about what lies dimly at a distance, but do what lies clearly ahead.
- o Your biggest opportunity is where you are right now.
- o When you begin you are half done.

➤ **YOUR SUCCESS DEPENDS ON OTHER PEOPLE**

- o The only barrier between you and what you want to be is the support of other people.
- o You can get anything you want in life if you help other people get what they want.
- o Always think in terms of what the other person wants.
- o Your personal relationships are the fertile soil from which your advancement, success, and achievement in life will grow.
- o You cannot hold a torch to light another's path without brightening your own.

➤ **SEE THINGS, AS YOU WANT THEM TO BE**

- o There are no limits to your opportunities.
- o You have more possibilities than you can act upon.
- o Start imagining your possibilities and your vision expands.
- o You can capture your dreams when you reach out for them.

- o You have powers you never dreamed of.
- o You can do things you never thought you could do.
- o There are no limitations in what you can do except the limitations of your own mind.
- o When you eliminate the impossible, whatever remains, no matter how improbable, is possible.
- o You don't know what you can do until you try.
- o Life is wonderful because it gives you chances.
- o You have a chance to be as great as you please.
- o Look at things as they can be, as you want them to be.
- o You can live your dreams.

➤ **THINK AHEAD AND YOU GAIN THE ADVANTAGE**

- o You gain the advantage in any situation through one medium: time.
- o You can do things before they need to be done.
- o You can position yourself ahead of time in the best place. Think ahead of any approaching action.
- o Make a plan and you will always have the advantage. You can be the winner in any situation.
- o Let your advance worrying become advance thinking and planning.
- o In life, as in chess, forethought wins.
- o The time to repair the roof is when the sun is shining.

➤ **LIKE WHAT YOU DO, OR DO SOMETHING ELSE**

- o You never achieve real success unless you like what you are doing.
- o You cannot truly succeed in a line of endeavour, which you do not like.
- o Your chances of success are directly proportional to the degree of pleasure you derive from what you do.
- o If you are in a job you hate, face the fact squarely and get out.
- o It's better to be a failure in something you love, than attempting to be a success in something you don't.
- o Never set compensation as a goal.
- o Find the work you love, and the compensation will follow.
- o The more you love what you are doing, the more successful it will be for you.

➤ **THERE IS NO SUCCESS AT BARGAIN BASEMENT PRICES**

- o Nothing worthwhile really ever comes easily.
- o Work, continuous work and hard work, is the only way you will accomplish results that last.
- o Whatever you want in life, you must give up something to get it.
- o The greater the value, the greater the sacrifice required of you.

- o There's a price to pay if you want to make things better, a price to pay for just leaving things as they are.
- o The highway to success is a toll road.

➤ **SUCCESS COMES FROM BEING GREAT IN LITTLE THINGS**

- o You can do a little more each day than you think you can.
- o There is always a best way of doing everything.
- o Find it.
- o Do a little more than average and from that point on your progress multiplies itself out of all proportion to the effort you put in.
- o It will be your constant effort to be first-class in everything you attempt that will conquer the heights of excellence.
- o Always do more than you're supposed to do and you can have, be or do anything you want.
- o You should travel a little in advance of the rest of the world to enjoy enduring success.
- o Make it your life-rule to do your best.
- o Let superiority be your trademark.

➤ **YOU CAN LIVE YOUR DREAMS**

- o You are different from anyone else and that makes you special.
- o Only you know what is best for you.
- o It is by taking chances that you advance on your road to success.
- o Don't be afraid to encounter risks.
- o Don't let your life slip through your fingers by living in the past or the future.
- o Live your life with passion each day and you live all the days of your life.
- o Remember where you have been and know where you are going.
- o Life is not a race but a journey to be savoured each step of the way.
- o You can have anything you want from life if you try.
- o You owe it to yourself to try.

➤ **SUCCESS IS WITHIN YOU**

- o Your mind is your essence.
- o How things look on the outside of you always depends on how things are on the inside of you.
- o Your thoughts have brought you to where you are today.
- o Your actions always mirror your thoughts.
- o Take a good look at where you are and what you are doing, and you can understand what you have been thinking.
- o Your behaviour is the perpetual revealing of yourself.

- o What you do, tells everyone who and what you are.
- o Change your thoughts and you can change your position in life.
- o You can start this process at anytime.
- o Why not start today!

➤ **APPLY PERSISTENCE TO YOUR POSSIBILITIES**

- o Your success is not a matter of idle chance; it's a matter of making the right choices.
- o It's not something you wait for, but rather something you'll achieve with effort.
- o Things won't turn up in this world until you turn them up.
- o Success is neither magical nor mysterious.
- o The people that truly succeed in the world are the people who look for the circumstances they want, and, if they can't find them, make them.
- o Don't sit on the sidelines, get in the game.
- o Your access to success has no real limits.
- o The great opportunity in your life is where you are right now.
- o Every situation, properly perceived, becomes an opportunity for you.
- o You have grand opportunities all around you.
- o Open your eyes and you will find it.
- o If you have the desire, you have the power.
- o Taking action is all that is required.

➤ **BIG THINKING PRECEDES BIG ACHIEVEMENT**

- o Your limits are all in your mind.
- o What you envision you can do, you can do.
- o Start thinking of yourself as a success.
- o Success is a state of mind.
- o High achievement always takes place in the framework of high expectation.
- o In the long run, you'll always hit what you aim at.
- o So why not aim high?
- o Believe in yourself.
- o Know in your heart, that you can do the job you've set out to do.
- o Always remember: You can, because you think you can.

➤ **WHEN YOU CEASE TO DREAM, YOU CEASE TO LIVE**

- o If you want to enlarge your life, you must first enlarge your thought of it and yourself.
- o Hold the ideal of yourself as you long to be, your ideal of what you long to attain, the ideal of health, efficiency, and success.
- o You can lift yourself by your thoughts.
- o Your vision will help you climb the highest obstacles.
- o High achievement always takes place in the framework of high

expectation.

- o What you can see is what you can get.
- o You will become as small as your controlling desire; or as great as your dominant aspiration.
- o The courage to follow your dreams is your first step toward destiny.
- o You really can live your dreams if you act upon them.

➤ **DECIDE WHAT YOU WANT FROM LIFE**

- o Use your imagination.
- o Turn your possibilities into reality by taking decisive action.
- o The difference between greatness and mediocrity will be how often you try.
- o The greatest mistake you can make is to be afraid of making one.
- o The earlier you make those mistakes the better. Don't be afraid to try.
- o No one that has ever lived has ever had enough power, prestige, or knowledge to overcome the basic condition of all life----- you win some and you lose some.
- o You have to make some changes if you want things to change.
- o Set your goals high.
- o Surround yourself with successful people.
- o Follow their lead.
- o The world will turn aside and let you pass if you know where you are going.
- o Successful people take action.

➤ **SUCCESS IS A DETERMINED ACTION AWAY**

- o When you dare to face the things that frighten you, you open the door to freedom and success.
- o It is an old psychological axiom that constant exposure to the object of your fear immunizes you against that fear.
- o Do what you fear and the fear will disappear.
- o Most of your obstacles will melt away, if, instead of cowering before them, you make up your mind to walk boldly through them.
- o To fight fear, act.
- o To increase fear, wait, put off, postpone.
- o Nothing in life is to be feared.
- o It is only to be understood.

➤ **TO WIN, YOU MUST BEGIN**

- o Create a definite plan for carrying out your desires and begin at once.
- o Put your plan into action, whether you are ready or not.

- o You must take the first step as soon as possible.
- o The first step will take some effort, perhaps pain.
- o But after that, everything that has to be done is real -- life movement.
- o Once you're moving you can keep moving.
- o If you can get up the courage to begin, you have the courage to succeed.
- o It is impossible to win the race unless you venture to run.
- o Your only true failure will be your failure to start.
- o It's been said that eighty percent of success is showing up.
- o Winning starts with beginning.

➤ **ONE SURE THING ABOUT LUCK IS THAT IT WILL CHANGE**

- o Be ready when opportunity comes.
- o Luck is the time when your preparation and opportunity meet.
- o There is a tide in your affairs, which, when taken at the flood, will lead you on to success.
- o By the law of periodic repetition, everything that has happened once must happen again, and again.
- o Not capriciously, but at regular intervals, and each thing in its own period and each obeying its own law.
- o As events tend to repeat themselves, the tide of opportunity will come to you.
- o When you are prepared, your chance for success is sure to come.
- o Look around you.
- o Seize an opportunity to change your life.
- o Today is your time for action not tomorrow.
- o You can change chance into good fortune if you are ready.

➤ **TAKE RESPONSIBILITY FOR YOUR LIFE**

- o You are in control of your life to the degree that you make decisions.
- o To influence the outcome of anything, you must control the action at the point of decision-making.
- o When you let others make decisions for you, you have no control.
- o When you control the decisions, you control the actions.
- o Take charge of your life.
- o You don't have to ask permission of other people or society at large.
- o When you ask permission, you give someone veto power over your life.
- o If you don't run your own life, somebody else will.
- o There are things you want to do. Do them.

➤ **YOU HAVE THE POWER TO LIVE YOUR DREAMS**

- o The day you take complete responsibility for yourself, the day you stop making any excuse, that's the day you start to the top.
- o No one can do it for you.
- o Only you can make it happen.
- o You're the only one that has to live your life.
- o Your success on any major scale requires you to accept responsibility.
- o Choose the thoughts and actions that will lead you to success.
- o Your life will be what you make of it.
- o Nothing will happen by itself.
- o Success will come your way once you realize that you have to make it come your way.
- o The choice to succeed is yours.

➤ **THE POWER TO CHOOSE IS YOUR GREATEST POWER**

- o At anytime, you can decide to alter the course of your life.
- o No one can ever take that away from you.
- o You can control your own destiny, make yourself do what ever is possible, make yourself become whatever you long to be.
- o You don't have to buy from anyone.
- o You don't have to work at a particular job.
- o You don't have to participate in any given relationship.
- o You can choose.
- o The choice is yours.
- o It is always your next move.

➤ **DESIRE IS THE STARTING POINT FOR SUCCESS**

- o Your desires are the precursors of the things, which you are capable of having.
- o Your intense anticipation can transform possibility into reality. Your desires can in time externalise themselves into concrete fact.
- o Weak desires bring weak results, just as a small amount of fire makes a small amount of heat.
- o The intensity of your desire governs the power with which your energies will be directed.
- o When you care enough for a given result, you will almost certainly attain it.
- o All your dreams can come true, if you have the courage to pursue them.
- o Reality forms around your commitments.

➤ **YOUR DISPOSITION DETERMINES YOUR SUCCESS**

- o What happens to you is less significant than what happens inside you.
- o Recognize that all things are difficult before they are easy.
- o You reveal yourself to the world by your behaviour.
- o What you do and say, tells everyone all that you are.
- o The thoughts you have chosen have brought you to where you are today.
- o Change your thoughts and you change your actions.
- o Change your actions and you are on the road to success.
- o You can preach a better sermon with your life than with your lips.

➤ **ACCEPT RISK AS A NORMAL PART OF LIVING**

- o Taking risks is a necessity if you want to find success.
- o View risk as part of the process of exploring your world.
- o Always take note of its lessons and move on.
- o The difference between greatness and mediocrity is how often you take risks.
- o Forget about the consequences of risk taking.
- o Risk opens you to a temporary change in direction that can set you straight for your next success.
- o If you're big enough to risk, to live temporarily outside your comfort zone, you're big enough to win.

➤ **SUCCESS IS DETERMINED ON THE DRAWING BOARD**

- o It isn't sufficient just to want success.
- o You've got to ask yourself what are you going to do to get the things you want.
- o Your problem is to bridge the distance, which exists between where you are now, and the goal you intend to reach.
- o Planning brings your future into the present so you can do something about it now.
- o All you need is a good plan, and the courage to press on to your destination.
- o Somewhere there is a map of how it can be done.
- o A well-built house started with a definite purpose and a set of blueprints.
- o Your plan should provide the pattern for the actions you will take.
- o Take time each day to study, think and plan.
- o You will develop the power that will bring you to success.
- o No one was ever lost on a straight road.

➤ **IF YOU HAVE THE DESIRE, YOU HAVE THE POWER**

- o Believe in yourself.
- o Know in your heart, that you can do the job you've set out to do.
- o Your dreams can come true.
- o If you have the power to pursue them.
- o You are never given a wish without also being given the power to make it come true.
- o The achievement of your goal is assured the moment you commit yourself to it.
- o Everything is possible, if you believe it's possible.
- o Your mind sets your limits.
- o What you envision you can do, you can do.
- o Dreams do come true, if you only wish hard enough.
- o You can have anything in life if you will sacrifice everything else for it.
- o Start thinking of yourself as a success.
- o Success is a state of mind.
- o You can, because you think you can.

➤ **THERE IS A GOOD SIDE TO EVERY SITUATION**

- o An optimist sees the opportunity in every calamity.
- o A pessimist sees a calamity in every opportunity.
- o The optimist sees the doughnut, the pessimist the hole.
- o To find success become an optimist.
- o Learn to develop success from any failure.
- o Discouragement and failure are two of the surest stepping-stones to success.
- o No elements can do so much for you if you are willing to study them and make them work for you.
- o View every problem you have as an opportunity.
- o Everything depends on the way you look at things.

➤ **ALL SUCCESS STARTS WITH BEGINNING**

- o To reach your goal or to attain success, you don't need to know all the answers in advance.
- o You do need to have a clear idea of your goal.
- o Don't procrastinate when faced with a difficult problem.
- o Break your problem into parts, and handle one part at a time.
- o Develop a bias toward action.
- o Break your big plan into small steps and take the first step right away.
- o Make something happen, now.
- o Everyone who got where they are had to begin where they were.
- o You have opportunities all around you.
- o A journey of a thousand miles begins with one step. Take it.

➤ **OPEN YOUR OWN DOOR TO SUCCESS**

- o Success on any major scale requires you to accept responsibility.
- o The one quality that all successful people have is their ability to take on responsibility.
- o You must choose the thoughts and actions that will lead you on to success.
- o Nothing will happen by itself.
- o It can all come your way, once you understand that you have to make it come your way, by your own exertions.
- o Remember well that nothing can bring you success but yourself.
- o Find your pathway to success and begin your journey.
- o Your life will be what you make of it.
- o The golden opportunity you are seeking lies within you.
- o It is not in your environment; it is not in luck or chance, or the help of others; it is in yourself alone.
- o Opportunity is all around you.
- o And if the door of opportunity is closed, you must keep on knocking on it, and keep on knocking on it until it opens.
- o You'll develop your opportunity by applying persistence to your possibilities.
- o Success won't come to you, you must go to it.
- o Be an opener of doors.

➤ **YOU'LL FIND TRUE JOY USING YOUR POTENTIAL**

- o You will find your greatest success and happiness in life when you use your natural abilities to their greatest extent.
- o You were built to conquer your environment, solve problems and achieve goals.
- o You will find no real satisfaction or happiness in life without obstacles to conquer and goals to achieve.
- o Happiness is not in having or being, it is in doing.
- o The essence of true wisdom is to know that rest is rust, and that real life is love, laughter, and activity.
- o Yes, there is true happiness.
- o It is found in doing a job well done, in putting your child to sleep, and in writing the last line of your poem.
- o Personal growth itself contains the seed of happiness.

➤ **THE ODDS ARE WITH YOU, IF YOU TRY**

- o When you're sure you're on the right road you don't need to plan your journey too far ahead.
- o Don't burden yourself with doubts and fears as to the obstacles that may bar your progress.
- o You can only take one step at a time.

- o You don't even need to know all the answers in advance.
- o But you must have a clear idea of where you want to go.
- o If you can get up the courage to begin, you have the courage necessary to succeed.
- o After all, eighty percent of success is showing up.
- o Go after what you want and you'll get it.

➤ **EXPERIENCE IS WHAT YOU DO WITH WHAT HAPPENS TO YOU**

- o Attitude is determined by how you respond to circumstances.
- o It is how you react to events, not the events themselves that will determine your attitude.
- o No one can make you feel inferior without your consent.
- o No one on earth can hurt you, unless you accept the hurt in your own mind.
- o Your problem is not other people; it is your reaction to them.
- o You don't have much control over external forces like tornados, earthquakes, floods, disasters, illness and pain.
- o What really matters is your internal force.
- o How you respond to these disasters is something you can control.
- o Life at any time can become difficult.
- o Life at any time can become easy.
- o Your quality of life will depend on how you adjust your circumstances.
- o You can control your own thoughts.

➤ **USE YOUR IMAGINATION**

- o Your mind is your mental workshop.
- o You can build anything you want in it.
- o Visualize what you want.
- o See it, feel it, believe in it.
- o Make your mental blue print, and then begin construction.
- o See things, as you would have them be instead of as they are.
- o Use your imagination to perceive your new reality even when it is not fully materialized.
- o Remember, you must first clearly see a thing in your mind before you can do it.
- o Your imagination will show you how to turn possibility into reality.
- o The beginning of your success is in your imagination.
- o First think, then organize your thoughts into plans, and then transform your thoughts into reality by taking positive action.
- o See the things you want as already yours.
- o Think of them as yours, as belonging to you, as already in your possession.
- o Picture yourself as having already achieved your goal.

- o Dreams and ideas can cross-continents and oceans.
- o They go anywhere you can go.
- o What you see is what you get.

➤ **YOU HAVE THE POWER TO SUCCEED**

- o The power to fulfil your dreams is inside you.
- o You alone have the responsibility to shape your life.
- o Nothing and no one can deny you success.
- o You are the one pushing yourself forward or holding yourself back.
- o No excuses will save you from accepting this responsibility.
- o The day you take complete responsibility for yourself, the day you stop making alibis, that's the day you start to the top.
- o Success lies in you, not in time, place, or circumstance.
- o Chose the thoughts and actions what will take you there.
- o There is greatness in you.
- o Set your own standards.
- o There is no one to stop you but yourself.
- o Success is yours if you want it.
- o Go for it!!

➤ **CHANGE IS ALWAYS AROUND YOU**

- o Recognize that change will take place.
- o It is inevitable.
- o Be secure in the knowledge that you can deal with what happens.
- o Security comes from being able to bend your insecurities.
- o You won't break when things don't go your way.
- o You'll always be secure to the degree that you can accept change.
- o You'll always be secure, not by standing still, but by growing, moving, and taking action.
- o Your ultimate security is your understanding of this reality.
- o There is no permanent security on this earth: there is only opportunity.
- o Have the courage to bet on your ideas.
- o Take those calculated risks, and act.
- o There is nothing to stop you on the road to success but yourself.
- o Successful people embrace change.

➤ **SUCCESS IS AHEAD OF YOU**

- o Keep trying is the rule you must follow to become successful in anything.
- o Success in anything is connected with action.
- o Successful people keep moving.

- o They make mistakes but they don't quit.
- o They hang on after others have let go.
- o Persistence means taking pains to overcome every obstacle, to do all that's necessary to reach your goal.
- o Never, never, never, never give up.
- o Endurance is the crowning quality of success.

➤ **SEE THINGS, AS YOU WOULD HAVE THEM BE**

- o If you don't have a dream, how are you going to make it come true?
- o By visualizing your goals, you can get your subconscious to work toward making those mental pictures come true.
- o You will gradually grow into the conditions you desire, provided you first make yourself in habitual mental attitude the person who corresponds to those conditions.
- o Advance confidently in the direction of your dreams, and endeavour to live the life you imagine, and you will meet with success unexpected in common hours.
- o Far away there in the sunshine are your highest aspirations.
- o Believe that you can reach them, look up and see their beauty, believe in them, and try to follow where they lead.
- o The only way to discover the limits of the possible is to go beyond them into the impossible.
- o You are the one who can stretch your horizon.

➤ **SHORTEN THE ROAD TO YOUR GOAL WITH A GOOD SYSTEM**

- o Having an intelligent plan is your first step to success.
- o If you plan, you know where you are going, know what progress you are making and you'll have a pretty good idea when you'll arrive.
- o Meticulous planning will enable everything you do to appear spontaneous.
- o Your goals can only be reached through the vehicle of a plan.
- o One in which you fervently believe, and upon which you will vigorously act.
- o There is no other route to success.
- o What do you want to achieve or avoid?
- o The answers to these questions are your objectives.
- o How do you go about achieving your desired results?
- o The answer to this will be your strategy.
- o Success or failure is often determined on the drawing board.
- o Frame your life so that at some future hour fact and your dreams meet.

➤ **IT'S ALWAYS YOUR CHOICE**

- o Some people are successful in mastering life, while others permit life to master them.
- o The split in you is clear.
- o There is a part of you that knows what it should do, and a part that does what it feels like doing.
- o If passion drives you, let reason hold the reins.
- o By understanding these opposing forces warring within you, you come to knowledge of the truth: you no longer remain a slave.
- o A clear understanding of this will make you the master of your life.
- o Resistance is thought transformed into feeling.
- o Change the thought that creates the resistance, and there is no more resistance.
- o Are you controlled by your thoughts or are you controlling your thoughts?
- o If you do not conquer self, you will be conquered by self.
- o If you are ruled by your mind you are a king, if by your body, a slave.

➤ **SUCCESSFUL ACTION HAS CUMULATIVE RESULTS**

- o Success is the sum of small efforts, repeated over and over again.
- o All masters of success are chiefly distinguished by their power of adding a second, a third, and perhaps a forth step in a continuous line.
- o Many people take the first step and go no further.
- o Yet with each additional step you enhance greatly the value of your first.
- o There is no easy road to anything.
- o Do one thing at a time, and all things in succession.
- o That which grows fast, withers as rapidly.
- o That which grows slowly, endures.
- o Do not despise the bottom rungs in your ascent to success.

➤ **UNDERSTANDING GIVES YOU POWER**

- o When you educate yourself, you build the power to accomplish your goals.
- o Power comes from knowing how to do something.
- o Your knowledge is power.
- o As a general rule the most successful people in life are the ones with the best information.
- o People with power are people who know how to get things done.
- o Your knowing how to do something is sometimes virtually the same as having done it.

- o Knowledge will come to you by having your eyes and mind always open.
- o There is no knowledge that is not power.
- o In the land of the blind, the one eyed man is king.

➤ **NEVER, NEVER, NEVER GIVE UP**

- o The most important quality essential to your success is perseverance.
- o It overcomes almost everything, even nature.
- o Effort only fully releases its reward after you refuse to quit.
- o Perseverance, harsh and continuous rarely fails of its purpose, for its silent power grows irresistibly with time.
- o Your constant and determined effort will break down all resistance, and sweep away all obstacles.
- o Success is connected with action.
- o It is largely a matter of hanging on after others have let go.
- o You can have the success you seek if you never give up trying.
- o In the end, the only people who fail are those that do not try.
- o If at first you don't succeed, try, try again.

➤ **HAVE THE COURAGE TO CONFRONT WHAT YOU CAN IMAGINE**

- o You are bigger than anything that can happen to you.
- o The obstacles you face are only mental barriers, which can be broken by adopting a more positive approach.
- o Reality is something you can rise above.
- o You don't have to be a puppet manipulated by outside powerful forces; you can become the powerful force yourself.
- o Courage is resistance to fear, mastery of fear, not absence of fear.
- o This is where you will win the battle, in the playhouse of your mind.
- o Visualize what you want.
- o See it, feel it, believe in it.
- o Make it your mental blueprint and begin to build.
- o See things, as you would have them be instead of as they are.

➤ **SUCCESSFUL PEOPLE TAKE ACTION**

- o The difference between greatness and mediocrity is how often you try.
- o The greatest mistake you can make is to be afraid of making one.
- o The earlier you make those mistakes the better.
- o Don't be afraid to try.
- o No one that has ever lived has ever had enough power, prestige, or knowledge to overcome the basic condition of all life: You win some and you lose some.

- o Decide what you want from life.
- o Set your goals high.
- o The world will turn aside and let you pass if you know where you're going.
- o Use your imagination and turn your possibilities into reality.

➤ **YOU HAVE UNLIMITED CHOICES**

- o Your only limitations are in your own mind.
- o There are no limits to the expansion of your possibilities.
- o You've got it in you, if only you'll make up your mind and stick with it.
- o You were not born with a stop-valve on your powers or a set limit to your capacity.
- o At any moment, you have more possibilities than you can act upon.
- o When you imagine your possibilities, your vision expands, you capture your dreams in your mind, and your life becomes full.
- o You can reach out and touch the limits of your being.
- o Look at things, as they can be.
- o Be thankful of life because it gives you a chance.
- o There are no limits to your possibilities, so use your imagination.
- o You can have all the things you want out of life.

➤ **STARTING IS THE KEY IF YOU WANT TO BE SUCCESSFUL**

- o Your willingness to act, to overcome inertia, is the first step on your path to success.
- o The courage to begin always separates dreamers from achievers.
- o You are surrounded by opportunity for success.
- o Create a definite plan for carrying out your desires and begin at once, whether you are ready or not, to put this plan into action.
- o Do not wait; the time will never be "just right".
- o Start where you stand, and work with the tools you have at your command, and better tools will be found as you go along.
- o The first step is the hardest.
- o Take it.
- o A journey of a thousand miles begins with one step.

➤ **YOU ALWAYS HAVE ENOUGH TIME IF YOU USE IT WISELY**

- o Time can't be managed.
- o But what can be managed are your activities and how you spend your time.
- o Don't serve time, make time serve you.
- o Set priorities for your goals.
- o Put first things first.

- o Most goals are not achieved because people put second things first.
- o All time management begins with planning.
- o In all planning you make a list and you set priorities.
- o When you review your priorities, ask the question:
"What's the best use of your time right now?" Ask yourself:
"What is your payoff in doing this activity?" "How does this fit in with your long term objectives?" "Is what you're doing getting you closer to your objective?"
- o Make those necessary decisions and implement them.
To choose time is to save time.

➤ **WHAT YOU THINK ABOUT YOU BECOME**

- o Your thoughts can cause you to be rich or poor, loved or unloved, happy or unhappy, attractive or unattractive, powerful or weak.
- o It is a psychological law that whatever you desire to accomplish you must first impress upon your subconscious mind.
- o Relentless, repetitive self-talk is what changes your self-image.
- o You can affect your subconscious mind with verbal repetition.
- o You'll find this constant repetition carries conviction.
- o Anything that changes your values changes your behaviour.
- o You must begin to think of yourself as becoming the person you want to be.
- o Self-suggestion helps you master yourself.
- o What you conceive yourself to be, you become.

➤ **ONLY WHEN YOU CHANGE DO THINGS CHANGE**

- o It is your philosophy that determines the course of your life.
- o To change your current direction, you'll find that changing your philosophy will change your circumstances.
- o Disgust and resolve are two of the great emotions that lead to change.
- o Isn't it better to make changes motivated by inspiration and not desperation?
- o Instead of saying, "I sure hope things will change," realize it's all up to you and no one else.
- o Don't say, "If I could, I would." Say instead, "If I can, I will."

➤ **BIG THINKING PRECEDES BIG ACHIEVEMENT**

- o Have the courage to follow your dreams.
- o They will lead you to your destiny and success.
- o High achievement always takes place in the framework of high expectation.
- o In the long run, you'll always hit what you aim at.
- o So why not aim high?

- o If you don't have a dream, how are you going to make it come true?
- o The empire of your future resides in your mind.

➤ **THERE IS NO SUDDEN LEAP TO SUCCESS**

- o All progress begins a step at a time.
- o Doing good work little by little becomes a great work.
- o Your house of success will be built brick by brick.
- o Progress of the best kind is always slow.
- o Great results cannot be achieved at once.
- o Everything in life is a progression of steps, so be satisfied to advance step by step.
- o Do not despise the bottom rungs in your ascent to greatness.
- o If you build today with a firm and ample base your tomorrow will be secure.
- o A barrel fills drop by drop.
- o The fall of dropping water wears away the stone.
- o Little by little does the trick.

➤ **YOU MUST HAVE A DREAM TO MAKE IT COME TRUE**

- o Advance with confidence in the direction of your dreams, live the life you imagine, and you will meet with success.
- o The only way to discover the limits of what is possible for you is to go beyond those limits into the impossible.
- o Far away there in the sunshine are your highest aspirations.
- o Believe that you can reach them, look up and see their beauty, believe in them, and follow where they lead.
- o You are the one who can stretch your own horizon.
- o You can live your dreams.

➤ **EFFECTIVE TIME USAGE DETERMINES SUCCESS**

- o You make an investment of your time each day in your chosen activities.
- o Time cannot be saved for later use.
- o It has to be used as it comes.
- o There are only 24 hours to each day.
- o Try to get the most out of the time you have.
- o Focus your efforts on doing the things that will have the most significant impact on your life and your work.
- o Do the important things first, and stay focused on them until they're done.
- o Nothing makes you more effective than your ability to stay focused.
- o Challenge yourself to stay focused.
- o You'll be amazed at how much more you get done, when you actually work the whole time you're working.

- o Your time is precious and cannot be replaced.
- o Use it effectively with focus, get things done, and you'll find the success you seek.

➤ **YOU BECOME LIKE YOUR ENVIRONMENT**

- o You are the product of your environment.
- o So choose the environment that will best develop you toward your objective.
- o Analyse your life in terms of your environment.
- o Are the things around you helping you toward success, or are they holding you back?
- o Every experience in life, everything you come in contact with, is a chisel, which has been cutting away at your life stone, moulding, modifying, and shaping it.
- o You are part of all you have met.
- o Everything you have seen, felt, heard or thought has had its effect in moulding you, shaping you.
- o Your outlook upon life, your estimate of yourself, your estimate of your value are largely coloured by your environment.
- o Your whole career will be influenced by your surroundings, by the character of the people with whom you come in contact every day.
- o Your first step to success is taken when you refuse to be captive to the environment in which you first find yourself.
- o The first step toward getting somewhere is to decide that you're not going to stay where you are.
- o We shape our buildings; thereafter they shape us.

➤ **LIFE IN ABUNDANCE COMES ONLY THROUGH GREAT LOVE**

- o Without love, your life echoes emptiness.
- o With it, your life vibrates warmth and meaning.
- o Even during hardship, love shines through.
- o There is no force more potent than love.
- o Take away love and your earth is a tomb.
- o If you have it, you don't need to have anything else, and if you don't have it, it doesn't much matter what else you have.
- o As you look back upon the events in your life you will find that the moments that stand out, the moments when you have really lived, are the moments when you have done things in a spirit of love.
- o Therefore, search for love.
- o Once you have learned to love, you will have learned to live.
- o Love is the most important ingredient of your success.

➤ **PEOPLE WITH GOALS SUCCEED**

- o There is no achievement without goals.
- o A set definite objective must be established if you are to accomplish anything in a big way.
- o The first step to getting the things you want out of life is this: Decide what you want.
- o The world will turn aside and let you pass when you know where you are going.
- o Goals give you a starting place and a destination, and you will be able to determine what it will cost you to get there.
- o Determine what you want.
- o Decide on your major objectives, targets, aims, and destination.
- o You can plant your own dream with a goal.

➤ **YOU CAN BE WHO YOU WANT TO BE**

- o There is no real barrier to your success.
- o You must merely overcome any doubts you have about your ability.
- o Your self-image prescribes the limits for your accomplishments.
- o It prescribes the area of what is possible for you.
- o Don't be afraid of living.
- o Your belief that life is worth living will help you create the fact around you.
- o If you see yourself as prosperous, you will be.
- o If you see yourself as continually hard up, that is exactly what you will be.
- o You can never succeed until you believe you can succeed.
- o Everything is possible for those that believe.

➤ **OPEN YOUR OWN DOORS TO OPPORTUNITY**

- o Success doesn't come to you, you must go to it.
- o You don't need more strength, or more ability or greater opportunity.
- o What you need is to use what you have.
- o The golden opportunity you are seeking is in yourself.
- o It is not in your environment; it is not in luck or chance, or the help of others; it is in yourself alone.
- o There will always be a new frontier where there is an open mind and a willing hand.
- o You make your own opportunities.

➤ **YOU HAVE THE POWER TO ATTAIN SUCCESS**

- o The starting point for all achievement is desire.
- o You can really have anything you want, if you go after it. But you have to want it.
- o The desire for success must be so strong within you that it

becomes like the very breath of your life.

- o Your thought when you wake up, your thought when you go to bed at night.
- o The first thing that will contribute to reaching your goal is that you simply want to reach it badly enough.
- o For success you must learn how to desire with sufficient intensity.
- o As a drowning being desires air, as a shipwrecked soul craves fresh water, so must you feel that intense, eager, longing, craving, insistent, demanding, ravenous desire for your success.
- o Go after everything you want in life with intensity and it can be yours.

➤ **ALWAYS THINK POSITIVE**

- o You cannot always control your circumstances.
- o But you can control your own thoughts.
- o There is nothing either good or bad, only your thinking makes it so.
- o Things seem to turn out best for those people who can make the best out of the way things turn out.
- o It is not the situation; it's your reaction to the situation.
- o The reality of your life may result from many outside factors, none of which you can control.
- o Your attitude, however, reflects the ways in which you deal with what is happening to you.
- o Life at any time can become difficult.
- o Life at any time can become easy.
- o It all depends upon how you adjust yourself to life.

➤ **SEE WHAT YOU WANT AS ALREADY YOURS**

- o Your imagination is your workshop where all your plans are fashioned.
- o Visualize your goals and get your subconscious to work toward making your mental pictures come true.
- o Picture yourself as having already achieved your goal.
- o See yourself doing the things you'll be doing when you've reached your goal.
- o Many peak performers use the skill of mental rehearsal or visualization.
- o They mentally run through important events before they happen.
- o Know what you want out of life.
- o Sense it multidimensional before you have it.
- o See it, taste it, smell it and imagine the sounds and emotions associated with your goal.

- o You can pre-live it in your mind before you have it.
- o This sharp sensory vision will become a powerful driving force in your life.
- o Your mental image creates your desire.
- o You will what you imagine.

➤ **YOU CAN BE WHAT YOU IMAGINE**

- o Knowing where you're going is all you need to get there.
- o You can return over and over to the picture in your mind of the place you are headed for.
- o If you have correct goals, and you keep pursuing them the best way you know how, everything else will fall into line.
- o If you do the right thing right, you're going to succeed.
- o The first essential of success is to know what you want.
- o Now go after it.

➤ **YOU ARE WHAT YOU REPEATEDLY DO**

- o You first make your habits, and then your habits make you.
- o You become a slave to your constantly repeated acts.
- o What at first you choose, at last compels.
- o Your habits are either the best of servants or the worst of masters.
- o Your thoughts lead on to purposes; your purposes go forth in action; your actions form your habits; your habits decide your character; and your character fixes your destiny.
- o Once in motion, a pattern tends to stay in motion.

➤ **RICHES LIE WITHIN YOU, NOT IN MATERIAL POSSESSIONS**

- o Your real riches are riches of the head and heart.
- o Satisfaction comes to you from appreciating what you have.
- o Wealth without enjoyment is little consolation.
- o Your real prosperity lies in being thankful.
- o While success is getting what you want, true happiness is wanting what you get.
- o It is not how much you have, but how much you enjoy.

➤ **SUCCESS DEPENDS ON USING NOT OPPOSING**

- o The world is fundamentally constituted on the basis of harmony.
- o Everything works in cooperation with something else.
- o Personal relationships are the fertile soil from which all advancement, all success, all achievement in real life grows.
- o Put yourself in another's place. Then you will know why they think and do certain things.
- o Once you understand how quickly people will grant your requests when those requests appeal to their self-interest, you can have practically anything you go after.

- o It is through cooperation, rather than conflict, that your greatest successes will be derived.

➤ **THE WORST THING YOU CAN DO IS NOT TO TRY**

- o Your difficulty and the difficulty of everyone who ever desired to achieve something worthwhile, comes in the movement.
- o Don't always be intending to live a new life, but never find the time to begin living it.
- o Most people fail, because they don't get started, they don't go. They don't overcome inertia. They don't begin.
- o Begin to free yourself at once by doing all that is possible with the means you have.
- o As you proceed in this spirit the way will open for you to do more.
- o The courage to begin separates dreamers from achievers.

➤ **YOUR FUTURE IS IN YOUR IMAGINATION**

- o See things, as you would have them be instead of as they are.
- o Visualize your goals and your subconscious will go to work toward making these mental pictures come true.
- o You have been endowed with the capacity and the power to create desirable pictures within your mind and to find them automatically printed in the outer world of your environment.
- o Picture yourself as winning, and that alone will contribute immeasurably to success.
- o What you see in your mind, you can have in reality.

➤ **SEE IT, LIKE IT IS**

- o No matter what you believe, it doesn't change the facts.
- o If we all worked on the assumption that what is accepted as true is really true, there would be little hope of advancement in the world.
- o The facts do not cease to exist because you ignore them.
- o If fifty million people say a foolish thing, it is still a foolish thing.
- o Successful people are realistic. They are not trapped by false appearances. They see the world as it is.
- o The truth is what it is. It is neither good nor bad. It is reality.
- o Tailor your concepts to fit reality, instead of trying to stuff reality into your concepts.
- o See it like it is, and you're on your way to success.

➤ **SUCCESS IS THE CHILD OF PERSEVERANCE**

- o Success cannot be coaxed or bribed, pay the price and it is yours.
- o The world is run with far too close a rein for luck to interfere.
- o Success sells her wares, she never gives them.

- o In some form or other, you pay for her favours, or you go away empty handed.
- o Everything you want in life has a price connected to it.
- o There's a price to pay if you want to make things better, a price to pay for just leaving things as they are.
- o There's a price for everything.
- o Success cannot be tricked or cheated.
- o She will give up to you the object of your struggles only after you have paid her price.
- o There is no success at bargain basement prices.

➤ **YOU CAN WIN ONLY IF YOU BEGIN**

- o It is impossible to win the race unless you venture to run.
- o You must take the first step.
- o Create a definite plan for carrying out your desire and begin at once, whether you are ready or not, to put your plan into action.
- o The first step will take some effort, maybe pain. But after that, everything that has to be done is real life movement.
- o Once you're moving you can keep moving.
- o If you can get up the courage to begin, you have the courage to succeed.
- o The only true failure lies in the failure to start.
- o Eighty per cent of success is just showing up.

➤ **BE READY WHEN OPPORTUNITY COMES**

- o By the law of periodical repetition, everything, which has happened once, must happen again and again and again.
- o Not capriciously, but at regular periods, and each thing in its own period, and each obeying its own law.
- o There is a tide in your affairs, which, taken at the flood, leads on to fortune.
- o As events tend to repeat themselves, the tide of opportunity will come to you.
- o Luck is the time when preparation and opportunity meet.
- o When you are prepared your chance for success is sure to come.
- o You can change chance into good fortune when you are ready.
- o The only sure thing about luck is that it will change.

➤ **YOU ARE THE MASTER OF YOUR FATE**

- o Although your character is formed by circumstances, your own desires can do much to shape those circumstances.
- o What is truly ennobling in the doctrine of free will is the conviction that you have the power over the formation of your own character.
- o Nature is at work around you.

- o Character and destiny are her handiwork.
- o She gives you love and hate, jealousy and reverence.
- o Yours is the power to choose which impulse you will follow.
- o You can at any time decide to alter the course of your life; no one can take that away from you.
- o You are the master of your joys and your sorrows.
- o The greatest power you possess is the power to choose.

➤ **TO WIN, YOU'VE GOT TO STAY IN THE GAME**

- o You cannot have success without dealing with problems.
- o Look for your opportunity in every difficulty, instead of being paralysed at the thought of the difficulty in every opportunity.
- o Every new experience brings with it the seed of your success.
- o Even your current difficulties have within them opportunity.
- o Welcome your problems as opportunities.
- o Each moment is your greatest challenge, the best thing that ever happened to you.
- o The more difficult the problem, the greater the challenge in working it out.
- o When it is dark enough you can see the stars.

➤ **WHAT YOU DO, TELLS WHAT YOU ARE**

- o You reveal yourself to the world by your behaviour.
- o It is not your position in life but your disposition that determines success.
- o What happens to you is less significant than what happens within you.
- o Recognize that all things are difficult before they are easy.
- o The thoughts you have chosen have brought you to where you are today.
- o Change your thoughts and you change your actions.
- o Change your actions and you are on the road to success.
- o You can preach a better sermon with your life than with your lips.

➤ **SUCCESS IS A MATTER OF EXPECTATION**

- o When you believe something good can happen, it does.
In order to succeed, you must expect to succeed.
- o If you want to succeed beyond your wildest expectations, begin with some wild expectations.
- o Set your goals high.
- o When you expect things to happen, strangely enough, they do happen.
- o Expectation energizes your goals and gives them momentum.
Your life will respond to your outlook.
- o The dreams you choose to believe in come to be.

➤ **SUCCESS IS THE RESULT OF WELL-DIRECTED ENERGY**

- o The first rule of success, and one that supersedes all others is to have energy.
- o It is important to know how to concentrate it, how to focus it on important things instead of frittering it away on trivia.
- o Nothing can add more power to your life then concentrating all your energies on a limited set of targets.
- o Focus the full power of all you are on what you have a burning desire to achieve, and it will be yours.
- o Gather in your resources, rally all your faculties, marshal all your energies, and focus all your capacities upon mastering your field of endeavour.
- o You must be single minded.
- o Drive for the thing you have decided upon.
- o The sun's rays do not burn until brought to a focus.

➤ **OPPORTUNITY LIES IN THE MIDDLE OF DIFFICULTY**

- o Every situation, properly perceived, becomes an opportunity.
- o Most successful people have not achieved their distinction by having some new talent or opportunity presented to them.
- o They developed the opportunity that was at hand.
- o Each problem has hidden in it an opportunity so powerful that it literally dwarfs the problem.
- o The greatest success stories were created by people who recognized a problem and turned it into an opportunity.
- o As fast as each opportunity presents itself, use it.
- o No matter how tiny an opportunity it may be, use it.
- o There will always be a frontier where there is an open mind and a willing hand.
- o You must make your own opportunities if you want success.

➤ **THINK IN TERMS OF WHAT THE OTHER PERSON WANTS**

- o You can get anything in life you want if you will just help enough other people to get what they want.
- o Personal relationships are the fertile soil from which all advancement, all success, all achievement in real life grows.
- o Your success depends on the support of other people.
- o The only hurdle between you and what you want to be is the support of others.
- o You cannot hold a torch to light another's path without brightening your own.

➤ **ALL PROGRESS BEGINS ONE STEP AT A TIME**

- o There is no sudden leap to greatness.
- o Good work done little by little becomes a great work.
- o The house of success is built brick by brick.
- o You can do what you want to do, achieve what you want to achieve, and attain any reasonable objective you may have in mind.
- o Not all of a sudden, not in one sweeping act of achievement.
- o You will do it gradually, day by day.
- o If you want to do it, if you work to do it, you will accomplish your goal over a sufficient period of time.
- o Maximum success is achieved in steps.
- o Your big accomplishments will be a series of little accomplishments.
- o It takes many strokes to overthrow the tallest oak.

➤ **DREAMS COME TRUE IF YOU PURSUE THEM**

- o Reality forms around your commitment.
- o The achievement of your goal is assured the moment you commit yourself to it.
- o Learn that obstacles don't matter very much.
- o Pain or other circumstances can be there, but if you want something bad enough, you'll find a way to get it.
- o Plant the seed of desire in your mind and it forms the nucleus with power to attract to itself everything needed for its fulfilment.
- o You are never given a wish without also being given the power to make it come true.

➤ **GOALS ARE WHAT KEEP YOU GOING**

- o Establish a goal worth working for.
- o Better still, get yourself a project.
- o Just to be continuously working is not enough.
- o Always have something ahead of you, to "look forward to," to work for and hope for.
- o Always visualize your next step.
- o Keep moving after you achieve a goal and set another.
- o Momentum is maintained by always having something to look forward to.
- o Constantly give yourself something to work for.
- o Do what you can do well, and do well whatever you can do.

➤ **YOU ARE SURROUNDED BY OPPORTUNITY**

- o The people that really succeed in the world are the people who get up and look for the circumstances they want, and, if they can't find them, make them.
- o The lure of the distant and the difficult is deceptive.

- o The great opportunity in your life is where you are right now.
- o Properly perceived, every situation becomes an opportunity for you.
- o Your destiny is not a matter of chance; it is a matter of your choice.
- o It is not something you wait for, but rather something you achieve with effort.
- o Things won't turn up in this world until you turn them up.
- o You develop opportunity by applying persistence to your possibilities.
- o Opportunity is all around you. Look for it, and you will find it.

➤ **GROWTH IS INEVITABLE ON THE ROAD TO SUCCESS**

- o Prepare for personal growth on the road to success.
- o All growth means change and change involves risk.
- o You grow because you struggle, you learn and overcome.
- o Difficulties in life are the things that show you what you are.
- o Trouble is the common denominator of living.
- o It is the great equalizer.
- o What happens to you is not as important as how you react to what happens.
- o Everything you experience "good or bad" has value.
- o Only when you are no longer afraid do you begin to live.

➤ **LIFE RESPONDS TO YOUR OUTLOOK**

- o The dreams you choose to believe in come to be.
- o When you feel in your innermost being that you will achieve what you set out to do, you open the way for miracles.
- o Choose to believe something good can happen.
- o Expecting it to happen energizes your goal and gives it momentum.
- o What you expect to happen happens.
- o Expect success and you make success.

➤ **SUCCESS CAN START ANYTIME**

- o Don't be afraid to live.
- o Don't wait until things change, until you have more time, until you are less tired, until you get the promotion, until you settle down, until, until, until.
- o Don't wait for some major event in your life to occur before you begin living.
- o You'll accomplish nothing if you wait for all the possible objections to be overcome.
- o Taking a new step, uttering a new word, is what people fear most.
- o Take the first step, and your mind will mobilize all its forces to

your aid.

- o Once you have started, all that is within and without you will come to your assistance.
- o Begin where you are; work where you are; the hour which you are now wasting, dreaming of some far off success, is crowded with grand possibilities.
- o Success is yours if you want it.

➤ **YOU MAKE YOUR OWN OPPORTUNITIES**

- o Your destiny is not a matter of chance; it's a matter of your choice.
- o It's not something you wait for, but rather something you pursue.
- o Don't wait for extraordinary opportunities.
- o Seize common occasions and make them great.
- o Opportunities often come disguised in the form of misfortune, or temporary defeat.
- o Start where you are.
- o You're at this moment, standing right in the middle of opportunity.
- o Act on your dreams and you can have them.

➤ **SUCCESS IS A STATE OF MIND**

- o If you want success, start thinking of yourself as a success.
- o The only thing that stands between you and what you want from life is often merely the will to try it and the faith to believe that it is possible.
- o There is nothing on earth that you cannot have, once you have mentally accepted the fact that you can have it.
- o The feeling must come first.
- o If you actually feel rich, if you have a deep inner conviction that you will always have all that you need, it will be so.
- o What the mind can conceive and believe, your mind can achieve.

➤ **YOU ARE YOUR ENVIRONMENT**

- o The first step toward getting somewhere is to decide that you're not going to stay where you are.
- o Always be mindful that you are a product of your environment.
- o So choose an environment that will best develop you toward your objective.
- o Analyse your life in terms of your environment.
- o Are the things around you helping you toward your success, or are they holding you back.
- o You're not a captive of your environment.
- o If you don't like where you are change it, you're not a tree.

- o Don't say, "If you could, you would," say, "If you can, you will."
- o When you become part of anything, it becomes a part of you.

➤ **YOUR TRIALS AND SORROWS DEVELOP YOU**

- o Trouble is the common denominator of living.
- o It is the great equalizer of life.
- o Whatever good or bad fortune comes your way, you must give it meaning and transform it into something of value.
- o Growth is the process of responding positively to change.
- o Growth means change and change involves risks, stepping from the known to the unknown.
- o All your growth depends on activity.
- o It comes only through continuous effort and struggle.
- o You will have no development, without effort.
- o Nature chips and pounds you to bring out your possibilities.
- o She will strip you of wealth, humble your pride, humiliate your ambition, let you down from the ladder of fame, will discipline you in a thousand ways, if she can develop a little character.
- o Everything gives way to that.
- o Wealth is nothing, position is nothing, fame is nothing, who you become inside is everything.
- o What happens to you is not as important as how you react to what happens.

➤ **NOTHING IN LIFE IS TO BE FEARED**

- o It's time to face the things that scare you, and open the door to freedom.
- o It's an old psychological axiom that constant exposure to the object of your fear will immunize you against that fear. Do what you fear and fear disappears.
- o Your obstacles will melt away if, instead of cowering before them, you make up your mind to walk boldly through them. To fight fear, you must act.
- o To increase fear, simply wait, delay, put off, postpone.
- o Nothing in life is to be feared. It is only to be understood.
- o Your success and freedom are but a determined action away.

➤ **EIGHTY PERCENT OF SUCCESS IS SHOWING UP**

- o The only way to start to improve your life is to start.
- o When you are sure you're on the right road there is no need to plan your journey too far ahead.
- o Don't burden yourself with doubts and fears as to the obstacles that may bar your progress.
- o You can only take one step at a time.
- o You don't need to know all the answers in advance.
- o Just have a clear idea of the goal you want to reach.

- o Always remember, if you can get up the courage to begin, you have the courage to succeed.
- o It's the job you never start that takes the longest to finish.
- o Go after what you want and you'll get it.

➤ **YOU CAN PLANT A DREAM**

- o The purpose of a goal is to focus your attention.
- o Your mind reaches toward achievement when it has clear objectives.
- o Magic begins when you set some goals.
- o It is then that your internal switch is turned on, the current begins to flow, and your power to accomplish becomes a reality.
- o Deciding what you want is the indispensable step to getting the things you want out of life.
- o If you don't know where you're going, how can you expect to get there?
- o There is no achievement without goals.