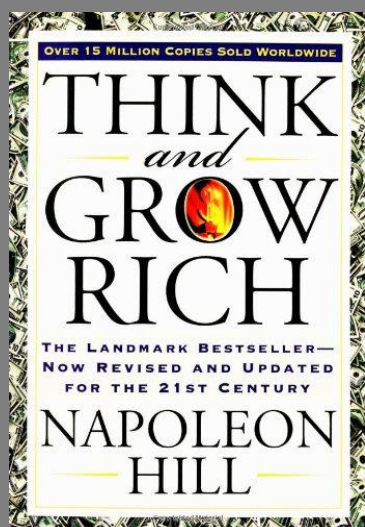


Matthew R Mottola



Think and Grow Rich

Napoleon Hill



Matthew R Mottola

Operation Value Creation



Website



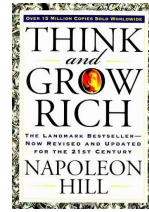
LinkedIn.



Twitter

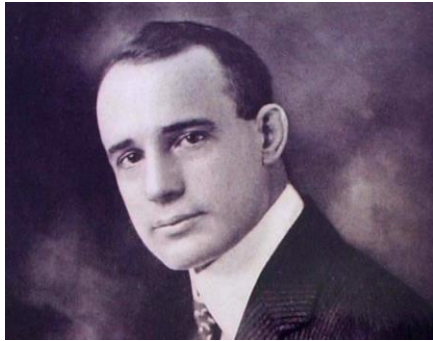


Email



Think and Grow Rich, Napoleon Hill

About the Author



Napoleon Hill, born 1883 into a poor Virginia town was one of the first American authors to connect success with the mind. His writing career began at the age of 13, writing for small town newspapers, but took form during his assignment to interview with Andrew Carnegie in 1908. In this interview Hill noted Carnegie possessed a systematic formula to success. Impressed, Carnegie challenged Hill to spend the next 20 years researching without compensation the most successful people at that time. Hill accepted, and Carnegie opened the doors to men such as

Thomas Edison, Henry Ford, and Alexander Graham Bell to name a few.

In 1928, after 20 trying years, Hill pieced his research into the book “Law of Success”. It was a smashing hit, until one of the darkest times in American history tore apart his dreams. His royalty checks dried up, his dream home was lost, but just like the 20 years prior, his perseverance conquered what seemingly would crush every one of us.

In result to his perseverance, Hill was appointed to FDR’s National Recovery Administration, organized to inspire public confidence. It was here Hill coined one of FDR’s most famous lines: “We have nothing to fear, but fear itself”.

After this experience Hill wrote “Think and Grow Rich” and the rest is history.

Summary

Through desire and perseverance, Hill gives us the privilege to master the very processes he uses to not only survive, but prosper through one of the darkest times in US history. This process isn’t unique to Hill, rather the collective art of the successful men of that time.

* Steps in red = Hill’s steps to riches.

Chapter 1: Introduction

“We are the Masters of our Fate, the Captains of our Souls, because we have the power to control our thoughts”

Key Takeaway: Your actions are the result of thought, and one must use and embrace failure to teach and grow this thought.

Lesson 1: You Are Your Thoughts

Hill introduces us to the concept of thoughts driving action. He begins to discuss desire as the root of thought, and how everything physical started from and was led by the nonphysical (thought). He uses the story of Edwin Barnes to exemplify this drive.

The Story of Edwin Barnes

“I had learned, from years of experience with men, that when a man really desires a thing so deeply that he is willing to stake his entire future on a single turn of the wheel in order to get it, he is sure to win”

– Thomas Edison on his first encounter with Barnes

Edwin Barnes faced all obstacles in his mission to be in business with Thomas Edison. First, he had no relationship Edison, and second, he didn't have the railroad fare to Orange, New Jersey. This would be reason enough to chalk up an excuse for most of us, but Barnes wouldn't let anything in the way of his desire. Thus, he traveled “blind baggage”, meaning hopping on a freight train like in the movies to meet Edison. Upon landing, he presented himself as wanting to go to into business with Mr. Edison. He didn't get “the job”, but rather the opportunity to show Edison value as he took a job of invaluable work to Edison. After months of seeming nothing, Barnes didn't stray, but rather kept his desire to be in business with Edison. Barnes didn't get his break until the new Edison Dictating Machine, in which Barnes said he could sell it, and Edison gave him the contract for distribution. Barnes did so well he earned the phrase, “Made by Edison and installed by Barnes”.

My Barnes Story

The fact I'm writing this to you today defies common logic. I didn't know Preston, I didn't have the credentials to talk to him, and I definitely didn't have any synergies to “go into business” with him. Rather, I had the drive to be Preston. Besides reading everything he wrote and replaying podcast episodes like they were my favorite song, I walked his talk by studying, reading, and making book summaries.

When I would finish a book summary, I'd LinkedIn him the summaries in hopes it would free up his day. Now let me be clear, I was making these even if never responded (he never did). I was doing this because he succeeded this way so I followed suit. I sent them to him just in hopes it would make his life better.

After 7 months and around 10 book summaries later, I had a crucial decision time in my life about which path to go down. Since I wanted to be Preston, I asked him for 30 seconds of his time and even told him a quick sentence of advice would make my year. He ended up giving me his cell phone (I don't know what he was thinking...) and we ended up talking for an hour, with about 2 minutes of actual business advice. I then had this crazy idea that he could be my mentor. In all honesty I had no idea what it meant, I just knew I wanted to make the same impact on the world he did, thus I made a 10 slide presentation demonstrating why he was my perfect mentor and I was his perfect mentee.

The rest is history, but just like Edison with Edwin Barnes, Preston gave me the time of day for two reasons:

- 1: I had proven I was a value adder with no agenda.
- 2: I demonstrated perseverance in maintaining our relationship for over a year.

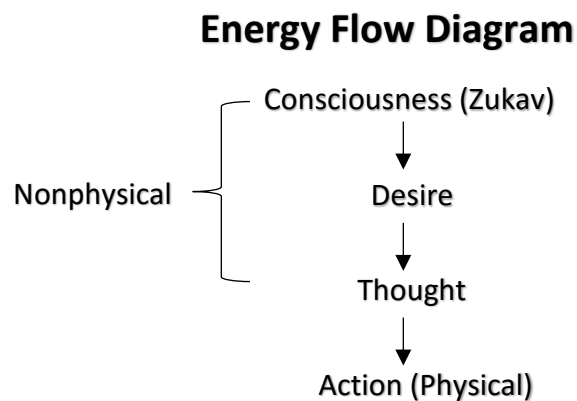
Chapter 2: Desire

First Step: The starting point of all achievement.

Key Takeaway: Desire is the basic building block of your life, thus you must set processes to tailor your desire to drive the thoughts and actions necessary to carry out your meaning.

Lesson 1: Energy Flow

This is the fundamental law of all desire – the root of all action is thought, and the root of all thought is desire, thus since thoughts are like a GPS, desire is what puts and keeps that navigation on course.



Lesson 2: Goal Setting

Have a definite goal and place all of your energy into it.

“Barnes succeeded because he chose a definite goal, then placed all his energy, all his willpower, all his effort-everything-back of that goal”

Lesson 3: No Way Out

You must burn all bridges that allow failure so you keep your state of mind.

Disclaimer: I don’t know if this is exactly true yet in my own life.

Lesson 4: Not Listening to Society

Hill highlights how those that deviate from societal norms are often viewed as crazy.

My Story

When I developed my first startup company with a mission of bringing transparency to Wall Street I was met with criticism from every angle. Here I was thinking everyone would see my mission and be proud of me, yet reactions were as if I had dropped out of high school or done something immoral.

People close to me thought I was crazy, and some even took what I was doing personally as if I was evil just for thinking against the grain.

Let me tell you guys, it takes serious courage to stay against this grain. It is at times lonely and extremely trying, but we learned through Life After Life the power of sticking to your true meaning, and carrying out your meaning through knowledge and love.

Desire Gameplan

Here Hill outlines his exact plan for solidifying desire.

- 1: Determine exact of money you need.
- 2: Figure out how much you offer in return for the amount you desire.
 - Know yourself, your honest self
- 3: Determine an exact date to own your money
- 4: Work on a plan to help you carry out your desire and start immediately by acting on your plan
- 5: Put in writing these desires and timeline

Chapter 3: Faith

Second Step: Visualization of, and belief in, attainment of desire.

“Repetition of affirmation of orders to your subconscious mind is the only known method of voluntary development of the emotion of faith”

Key Takeaway: Our faith is the result of the subconscious state we have created through responsible choice.

Lesson 1: Responsible Choice (Autosuggestion)

Did you notice the above term? If yes, congrats! If no, go back to Seat of the Soul. That is because Zukav's teachings of responsible choice are the evolved state of Hill's teachings of creating faith.

Hill proposes it your responsibility to promote positive responses in order to create and keep faith.

He breaks down into the analysis of our soul as a mass of energy currents. Currents can be destructive or constructive. The problem is destructive currents voluntarily join your subconscious, while constructive currents must be "autosuggested". He also uses the garden example below.



Each seed is a thought. That thought grows into who you become.

Figure 1: Garden of Energy Currents

If positive, built off faith and desire, you'll have a beautiful flower. If not, you'll have.....



A bunch of weeds.

Lesson 2: Self-confidence Formula:

- 1: I know I have the ability to achieve my goal.
- 2: I understand I am a product of thought.
- 3: I implement autosuggestion.
- 4: I have written my mission, and won't let anyone/thing get in the way.
- 5: I will only engage in win-win experiences, built upon truth and justice. I will also live through my soul by eliminating hatred, envy, jealousy, selfishness, and cynicism.

Chapter 4: Autosuggestion

Third Step: The medium for influencing the subconscious mind.

Key Takeaway: Autosuggestion is using your soul through responsible choice of energy currents.

Lesson 1: Autosuggestion Model

1. Visualization of your goal

- I like starting from where you want to be, then visualizing everything from the end state to the beginning state, starting with the end and showing each step until you reach your current state.

2. Repeat morning and night

3: Write and memorize each morning/night

My Personal Experience

I was never the brightest bulb, but in college I tried a new tactic. I would study my notes of the whole day for 15 minutes before going to bed. I was strongly pressed for time in college, and at times only had those 15 minutes before bed, but I can credit this simple yet powerful exercise to my success in college while allowing me to retain usually the exact words from my professors.

Chapter 5: Specialized Knowledge

Fourth Step: Personal experiences or observations.

Key Takeaway: Success and meaning is acquired through knowledge with a plan.

“Knowledge is only potential power”

Lesson 1: Knowledge Without a Plan

Knowledge without a plan is like driving without directions. Hill brings up an “apprenticeship” as a primary means of knowledge. Nowadays this concept is seemingly abstract in today’s society, but I would advise the concept of “shadowing” and “mentoring”. This means attaching to mentors/ people you want to be, and asking for guidance. For example, this class is my personal mentorship by my role model Preston Pysh. So congrats for taking the steps to do this as well!

Lesson 2: Learning Never Stops

“The way of success is the way of continuous pursuit of knowledge”

Remember the beings teachings of knowledge? Or Zukav’s concept of eternal learning? Hill 70 years prior recommends this same principal.

Lesson 3: Specialized Knowledge

The product of above is specialized knowledge. This is simply the knowledge applied towards and according to your plan. Hill gives the following equation for success.

$$\text{Success} = \text{Specialized Knowledge} + \text{Imagination}$$

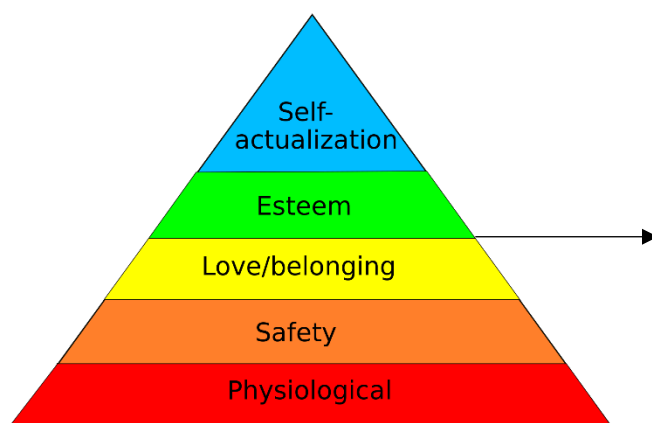
Imagination will be discussed in the next chapter, but first I want to clarify the meaning of success, because the very meaning is different for everyone.

But first:

As long as you are continuously pursuing knowledge in meaning, success will be a side effect.

My Personal Definition of Success: Conquering meaning. According to Zukav, this is the peak of consciousness. In Bhuddism, this is Nirvana. In Christianity, this is “giving it over”. To me it is fulfilling my purpose, which is the fulfillment of love and knowledge through my strengths and weaknesses. The physical names are endless, yet the nonphysical meaning is universal.

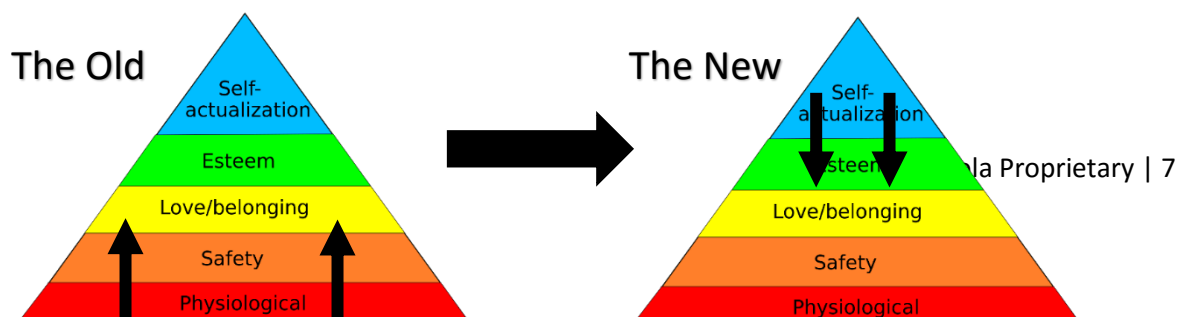
I would like to highlight the works of Abraham Maslow in his hierarchy of needs to exemplify this.



Maslow explains the needs of humanity through this pyramid. At the top is self-actualization. This actualization is unique to everyone, but it is the highest state of being. It is the understanding of consciousness, which results in (as a side effect), the success of your meaning. This could be anywhere between Mother Teresa and Thomas Edison. However, no visual better exemplifies the progression of meaning than Maslow's pyramid.

Here is where I want to flip everyone's thought process on it's head. Most people would look at this triangle and work upwards starting with the physiological. I flip this on it's head by working downwards.

Self-actualization isn't the product, but the reason for success at all other levels. From gaining self-actualization you build esteem. With esteem you attract likeminded energy, thus bringing love/belonging from like energy. With this circle of energy and desire already instilled, safety and physiological needs come as a side effect.



Chapter 6: Imagination

Fifth Step: The workshop of the mind

Key Takeaway: There are two forms of imagination, *synthetic* (personality) and *creative* (soul), which are in magnitude the results of your ability to grow through nature's law.

Lesson 1: Creative and Synthetic

Synthetic: Old ideas, concepts, plans into new combinations.

Creative: Brand new, and a product of direct communication with infinite intelligence. As Hill says, "It is through this faculty that one individual may "tune in" or communicate with the subconscious minds of other men".

Hill was WAY ahead of his time in the analysis of imagination, as his work predates generations of neuroscience and psychology. I know he's smiling wherever he is at the revolutionary discoveries popping up today.

First, he highlights how greats like Edison are able to combine synthetic and creative imagination in changing their worlds for the better. They were able to reach far beyond the mind limits most of us unknowingly live by today to see things others simply couldn't. As Hill puts it, some will master synthetic imagination, but the greats will use their mastery of synthetic imagination and combine the ability of creative imagination.

I know this sounds like the classic entrepreneur path of school is pointless, book smarts are irrelevant, but this couldn't be farther from the truth. In order to be able to bring out creative imagination, one must already have mastered the synthetic. This means before Edison created never before seen innovations, he had understood and mastered what was already there.

How Is This Relevant Today? *Right Brain vs. Left Brain*

This concept brought up by Hill is most relevant in today's society as synthetic imagination (left brain) is on the brink of replacement through cloud computing AI and automation. Without getting too into this debate, I'd like to highlight the difference, and put this out for you guys: *We have been trained to be the very robots replacing us.* Alert the skeptics of motionless thought, for that even a cloak of ignorance can't suppress the direction and motion Hill warned to us 80 years ago!

Reference: My Article



Lesson 2: THE SECRET-Natures Way

“Nature advertises this “secret” in the terms of biology, in the conversion of a tiny cell, so small that it may be lost on the point of a pin, into the human being now reading this line”

The Secret: Everything starts as a microscopic form of energy and forms into its physical presence. In relation to yourself, this means your being is the result of your smallest energy currents compounding into the person you are today.

Nature has showed us how everything material started with intangible energy and built into matter. The law can be translated as following:

Natures Law = Energy + Matter

This process is the same Hill uses to obtain wealth, and what I would classify as meaning.

Wealth/Meaning = Desire → Thought → Action

Natures Law of Exchange

The law of exchange is not discussed in the book, but is an extremely important law of nature, and takes the above equation to the next level of understanding.

It is also the foundation and meaning behind money, thus in order to conquer money you **MUST** understand nature's natural currency.

Currency is nothing but a biological exchange. I give, you get. You give, I get. Whether it's food at the grocery store, or a one for one trade, this economic transaction is nothing but a transaction of value.

Economically, this is in the form of currency. Naturally, this is in the form of exchange, and we are in fact engaging in exchange every breath we take. How? We are **giving** CO2 per breath, while **getting** oxygen. Meanwhile, plants are **giving** oxygen, and **getting** CO2. See the trend? Although we're not Venmo'ing actual currency, we're engaged in exchanging value.

Now translate this to society, and currency becomes the **mean** rather than the end. Why? Because currency is completely artificial, especially with paper currency. Rather, the real money (value), is in the form of what you give.

So what is the meaning behind this? Our personal value, what we offer society, or nature, is reflected by the degree we can give rather than the amount we **charge** or **make**. Salaries are dependents, they can be changed for any reason and are completely subjective. However, value is independent since it is nature's value, the "intrinsic value", and will always have a set value.

So how can you use this? Work towards value, NOT pay. Look at opportunities for the learning and responsibilities they offer instead of the benefits or "vanity" metrics they offer. Hill would offer that you should pick every opportunity according to your personal value chain, meaning the planned attainment of your meaning/success.

Example: McDonald's Automation

We all know about McDonald's and their kiosks. But what's the relationship between value have to do with these kiosks?

Simple, the value of workers is not their dollar salary, but rather the processes and value they bring to the organization. If you're flipping burgers your value is the ability to make these burgers, if you're a cashier your value is creating a positive vibe.

Fast forward to today with kiosk opportunities, and there job is being questioned because rather than focus on value they've focused on their salary. Rather than petitioning for employee training programs, or innovations to make them more valuable, they've protested for higher wages, the "dependent", instead of increasing their value, the "independent".

Sadly we all see their ill-directed fate in regards to the kiosks, but the tragedy isn't in their loss of job, but rather their loss of value opportunities.

Lesson 3: Anything Is Possible

"The only limitation is that which one sets up in one's own mind"

I know, it sounds like a cheesy Nike T-Shirt campaign, but the principle holds true.

Chapter 7: Organized Planning

Sixth Step: Crystallization of desire into action.

Key Takeaway: Natures Law of exchange is centered around giving not getting, and the Master Mind group helps one plan and refine their means of giving.

Lesson 1: GO-GIVER- Give Value

“Your value is established entirely by your ability to render useful service or your capacity to include others to render such service”

Hill brings our analysis above into fruition as he examines Nature's Law of Value. He seems to bridge Nature's Law of Exchange with Nature's Secret to desire by focusing on the power of giving.

For those that have watched my video on how I'm able to talk to you guys today you understand the magnitude of this power. For those that haven't, I wouldn't be talking to you today if it weren't for this principle.

Lesson 2: What is Capital

Just because a pack of Oreo's costs two dollars doesn't mean it's "worth" two dollars. Rather, this price tag is an educated guess of what the merchant thinks you'll pay. In economics classes they call this the law of supply and demand. In nature they call this the law of exchange discussed above.

We need to think of capital as purely a means, NOT the end. When we do this we see capital for what it really is, a medium of value to a psychological exchange. And when we wrap our heads around this, we understand making capital isn't about the dollar amount but the processes behind it. My favorite example is structural unemployment- unemployment due to technological advances where once skilled workers are now unskilled. Going back to the McDonalds example, if the cashier thinks of her job according to the salary, she is doomed to be out of value when a better process inevitably comes up. The inevitable process is today, and if that cashier was worried about her pay check rather than her skill she's not only void of skill but void of a paycheck.

Hill refers to this capital by saying,

“Capital consists not alone of money, but more particularly of ***highly organized, intelligent groups of men who plan ways and means of using money efficiently for the good of the public, and profitably to themselves***”.

So what is capital? Nothing but a brain.

Lesson 3: What is Organized Planning?

Hill breaks his process called organized planning into the following steps:

- 1: Associate yourself with like energy people to create a direction and put your plans into action (Master Mind Group).
- 2: Determine what you offer in this group.
- 3: Meet at least twice a week.

4. Always maintain flawless harmony with your group.

Chapter 8: Decision

Seventh Step: The mastery of procrastination.

Key Takeaway: All successful men have the power of sticking to decisions.

Lesson 1: Coming to a Decision

Just as Zukav talks about responsible choice, Hill refers to decision as only yours. He says decision must come from the confidence within yourself. He mentions Ford, who he says was slow to change his mind once he made a decision.

Lesson 2: Holding Your Decision Accountable

Hill uses something true to every one of us, The American Revolution, to demonstrate the power of a Master Mind group in holding yourself accountable. He shows us how John Hancock, Sam Adams, and Richard Henry Lee were the true fathers of our country as they proceeded to American independence even after the British made it clear they were committing treason and would be put to death if they failed. Hill contributes their ability to stick to their decision strongly in the Master Mind group.

Lesson 3: Success Must-Haves

Hill points to these forces as success must-haves:

- Desire
- Decision
- Faith
- Persistence
- Master Mind
- Organized Planning

Chapter 9: Persistence

Eight Step: The sustained effort necessary to induce faith.

Key Takeaway: Persistence is the bridge of desire and action, can only be accumulated through fixed habits.

Lesson 1: Planned Desire

“Broadway will give any beggar a cup of coffee and a sandwich, but it demands persistence of those who go after the big stakes”

Persistence, the result of creating fixed habits, is the means to carrying out faith and desire. He breaks it down into these 4 steps:

- 1: A definite purpose backed by burning desire for its fulfillment.
- 2: A definite plan, expressed in continuous action.
- 3: A mind closed tightly against all negative and discouraging influences, including negative suggestions of relatives, friends and acquaintances.
- 4: A friendly alliance with one or more persons who will encourage one to follow through with both plan and purpose.

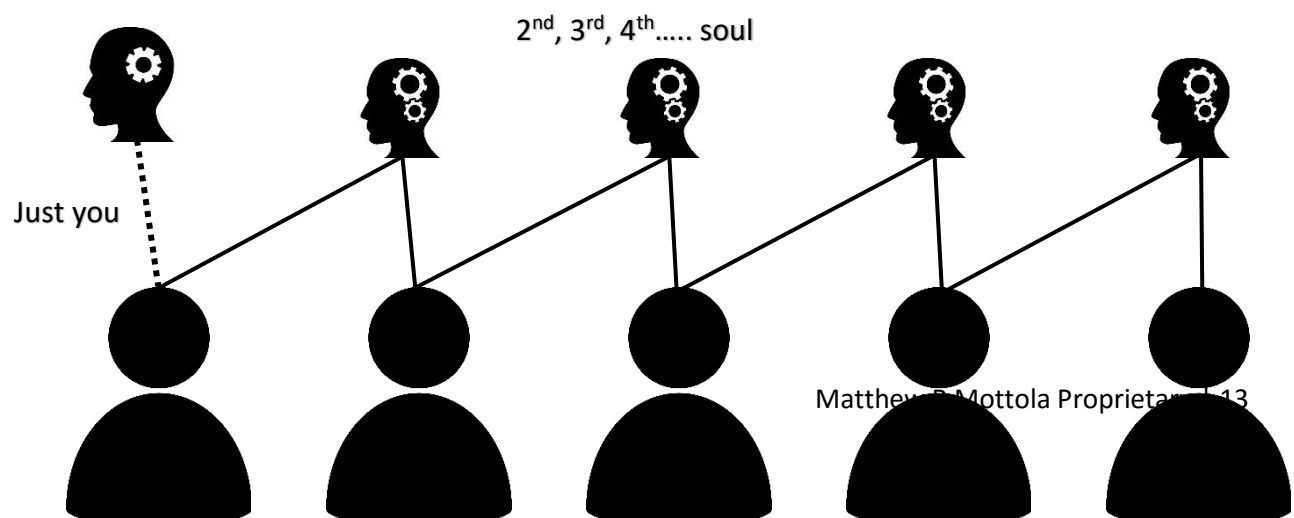
Chapter 10: Power of the Master Mind

Ninth Step: The driving force.

Key Takeaway: Power is merely organized and intelligently directed knowledge. The best way to acquire this is through organizing yourself around smart people, as we are the sum of emotional/intelligent currents flowing around us.

Lesson 1: Power of the Mastermind Illustrated

Put simply, we are the product of who we surround ourselves with. This couldn't be more true than when it comes to intelligence.



Chapter 11: The Mystery of Sex Transmutation

Tenth Step: Transferring sexual energy into creativity.

Disclaimer: This isn't like middle school puberty class.

Key Takeaway: Our heart aligns us with the universe, thus to be successful you must align sexual energy with your heart.

Lesson 1: The Heart

The heart is our north star, as love opens the flood gates of creativity. This message has been central from *Life after Life* to *Seat of the Soul*.

Why exactly? Because love is our means to the universe. Remember the reflection of life in each NDE? In every experience the being stressed love in every intention you have.

So how can you do this from Hill's perspective? By attaching love through autosuggestion to every intention.

Lesson 2: Can't Always Learn From the Past

Contrary to most conversations about history, all 3 books thus far have emphasized the dangers in using past experiences as a guide.

The problem stems from the fact the Universe isn't bound to physical limitation. To take it a step further, the universe isn't attained through physical existence.

Seventh Inning Stretch

I know what you're thinking, we're 14 pages deep in a "summary" and we've already referenced McDonalds, puberty, and sex, what more can we possibly talk about? The best part obviously! Buckle up, because Hill gets deep into the unconscious. It is here you see his mastery, and here you see how Napoleon Hill is the early version of Gary Zukav.



Chapter 12: The Subconscious Mind

Eleventh Step: [The connecting link.](#)

Key Takeaway: Success is the result of understanding your subconscious and having the willpower to control energy currents to further the meaning of your soul instead of your personality.

Lesson 1: Infinite Intelligence

To me, the infinite intelligence means the Universe. In Life after Life it is the being. In Spirit of the Soul it is consciousness. In each case, infinite intelligence is the pinnacle of being and the source of meaning.

Lesson 2: Ready or Not

“You are living daily in the midst of all manner of thought impulses which are reaching your subconscious mind without your knowledge. Some of these impulses are negative, some are positive.”

At all times you are voluntarily influencing your subconscious. How? Through every thought impulse.

Think of it like this, **each thought is a magnet, pattern, or blueprint.**

These patterns, magnets, and blueprints aren't equal. In fact, while negative impulses voluntarily enter your subconscious, it takes autosuggestion for those positive to make a mark.

Lesson 3: Positive/Negative Emotions

Hill classifies the following 7 positive and negative emotions.

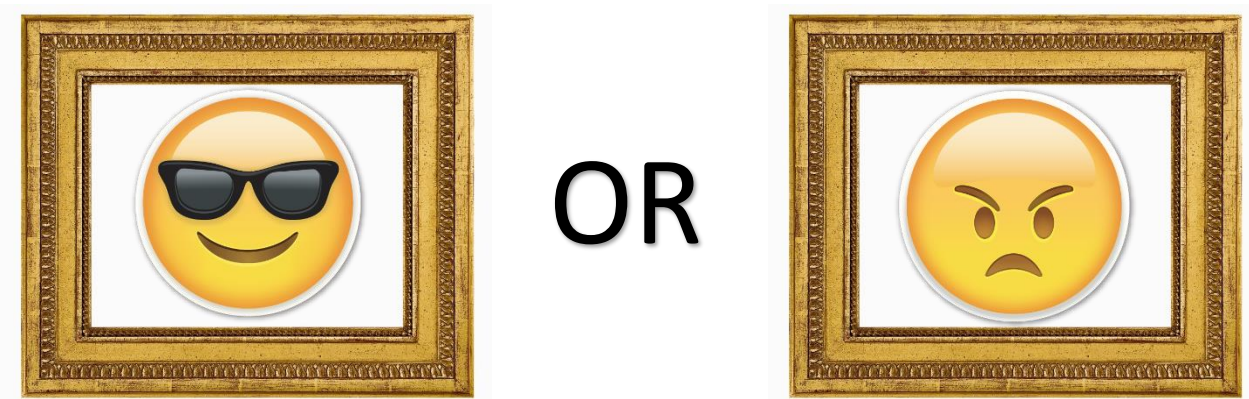
Positive Emotions

Desire
Faith
Love
Sex
Enthusiasm
Romance
Hope

Negative Emotions

Fear
Jealousy
Hatred
Revenge
Greed
Superstition
Anger

These emotions create your personal frame, meaning the way you shape the world. The choice is yours:



Sidenote: This wasn't in the book, but the average time to form a habit is 21 days. These emotions you feel are habits, not actions, thus you must treat them as such.

To conquer habits, reference here: (Charles Duhigg Summary)

Chapter 13: The Brain

"Thought is energy traveling at an exceedingly high rate of vibration"

Twelfth Step: A broadcasting and receiving station for thought.

Key Takeaway: Our level of consciousness is a product of our responsible choice, which is a direct reflection of our capacity to send and receive vibrations.

Lesson 1: Sending/ Receiving

Long before we had the brain technology we have today, Hill broke the brain into a broadcasting and receiving station.

These stations picked up the vibration of thought, as thought is nothing more than varying rates of vibration. I refer to Zukav's use of consciousness here. High levels of conscious mean high vibrations of thought while low vibrations mean low consciousness of thought.

So which sends and which receives?

"Creative imagination is the "receiving set" of the brain, which receives thoughts released by the brains of others".

The subconscious is the sender. It is what broadcasts your vibrations of thought, and is influenced by autosuggestion. In fact, Hill says the **3 principles to broadcast are:**

- Autosuggestion
- Subconscious Mind
- Creative Imagination

Lesson 2: Thought Dimensions

This isn't a conspiracy theory I swear, BUT it is way out of the normal realm of thought.

I believe Hill is proposing there are different dimensions of energy, with intensity of vibration being the level of dimension. This presence of dimension is the product of consciousness, and with each level comes meaning. In order to be successful, which I propose as being self-actualized, one must attain their highest dimension.

Hill uses the example of an airplane pictured below. While the normal thought process, especially Western society fixated on a physical presence, is on ground level, those that can grasp and understand the nonphysical are at the level of the airplane.

Stepping Up



Universal level of consciousness



The average Joe

Chapter 14: The Sixth Sense

WARNING: Be ready for chills. This chapter had me in full chills. I won't tell you when, but be ready.

Thirteenth Step: The door to the temple of wisdom.

Key Takeaway: Your energy, which comprises of your intention and vibrations, attracts similar energies no matter your physical form.

Lesson 1: Law of Attraction

Attune your energies to the energy you want to be. The author did this with his invisible Master Mind group, and the results are chilling.

Instead of me butchering the story, here is the exact transcript of Edison's "imaginary" speech to him.

You are destined to witness the discovery of the secret of life. When the time comes, you will observe that **life consists of great swarms of energy**, or entities, each as intelligent as human beings *think* themselves to be. These units of life group together like hives of bees, and remain together until they disintegrate *through lack of harmony*. These units have differences of opinion, the same as human beings, and often fight among themselves. These meetings which you are conducting will be very helpful to you. They will bring to your rescue some of the same units of life which served the members of your cabinet during their lives. These units are eternal. They never die! **Your own thoughts and desires serve as the magnet which attracts units of life** from the great ocean of life out there. Only the friendly units are attached-the **ones which harmonize with the nature of your desires**.

Ready for the chills? The next week he went to see Edison (still living) and tell him about this experience. Edison smiled broadly, and said, "Your dream was more a reality than you imagine it to have been".

We've all heard cheesy sayings like "You are the sum of the 5 people your around most". Hill brings this to fruition, as our thoughts are the energy that creates the matter of our life.

Chapter 15: How to Outwit the Six Ghosts of Fear

Key Takeaway: Take inventory of yourself, and recognize how many ghosts you are scared of so you can take control of your soul.

Lesson 1: The Six Enemies

Hill lists the six fears as:

1. Poverty
2. Criticism

3. Ill Health
4. Loss of Love of Someone
5. Old Age
6. Death

Before these books I was dead set on death. I would at times be stuck in bed almost paralyzed with fear. What gave me clarity was this: **We can only control our intention, and our intention is our own personal journey towards self-actualization through love and knowledge.**

Lesson 2: Fear is JUST a State of Mind

“Fear of poverty is a state of mind, nothing else!”

As a recent graduate who took a gamble living off savings in hopes of gaining management knowledge with a startup, I can tell you guys it’s hard. It’s testing, people won’t tell you what you want to hear, and it takes raw toughness to stick to what you know is your truth.