



# **THE GOAL ACHIEVER**

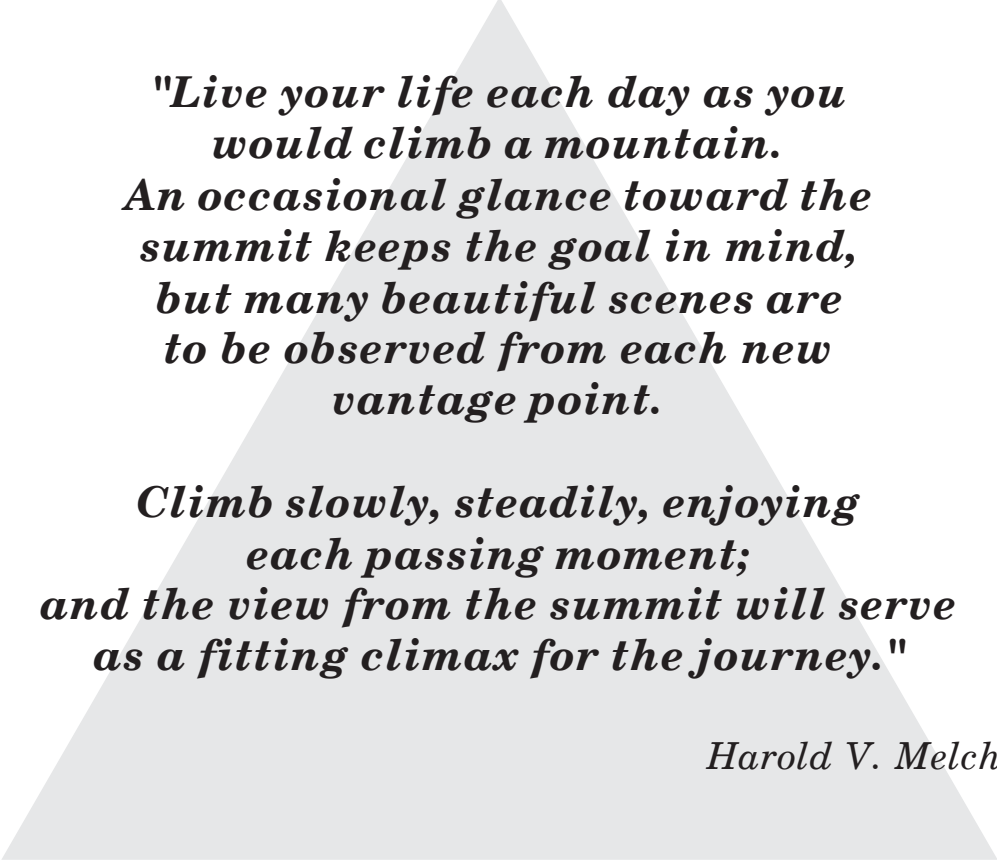
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NAME

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DATE

**I AM A GOAL ACHIEVER**



***"Live your life each day as you  
would climb a mountain.  
An occasional glance toward the  
summit keeps the goal in mind,  
but many beautiful scenes are  
to be observed from each new  
vantage point.***

***Climb slowly, steadily, enjoying  
each passing moment;  
and the view from the summit will serve  
as a fitting climax for the journey."***

*Harold V. Melchert*

# THE GOAL ACHIEVER SEMINAR

The concepts and laws incorporated into The Goal Achiever Seminar are universal. They will work for every person. The Goal Achiever Seminar is designed to assist you in bridging the gap which lies between where you presently are in your life and where you truly want to be.

You can have the things you want, all of them and you will have them when you understand and apply each section of The Goal Achiever Seminar.

Goal Achievers are interesting people; they are productive people. A Goal Achiever frequently accomplishes more with his or her life in one year than most individuals do in an entire lifetime.

Happy, healthy, wealthy individuals are definitely not lucky, however it may appear that they are. They have consciously or unconsciously made a decision - a decision I sincerely hope you will make here and now. A decision to be A GOAL ACHIEVER.

**To become a Goal Achiever** you must decide what you want and make an irrevocable decision to get what you want without violating the rights of others.

***“If you plan on being anything less than you are capable of being,  
you will probably be unhappy all the days of your life.”***

*Abraham Maslow*

Prepare yourself for a magnificent future.  
This is the most effective Goal Setting and Goal Achieving  
Seminar in the world.  
It covers all of the critical lessons you require to become  
A Goal Achiever.

*Describe what your life-style would be like  
if you could reach any goal you choose.*

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***“The quality of a person's life is in direct proportion  
to their commitment to excellence,  
regardless of their chosen field of endeavor.”***

Vincent T. Lombardi

# A GOAL'S PURPOSE

The proper goal will provide you with the necessary incentive to grow in awareness. You are presently a perfect expression of an infinite power. For you, all things are possible. As you become more consciously aware of your oneness with the infinite power within you and its laws of expression, that awareness will be reflected in your results. Every aspect of your life is a mirror reflection of your own level of awareness.

*“Mind is the master power that molds and makes  
and man is mind, and evermore he takes  
The tool of thought, and, shaping what he wills*

*Brings forth a thousand joys, a thousand ills.  
He thinks in secret, and it comes to pass  
Environment is but his looking glass.”*

*James Allen*

## AWARENESS GIVES MEANING TO LIFE

The awareness you are seeking requires replacing old conditioning; conditioning which is genetic and environmental. This is a life-long process for nearly every living person.

Conditioning is a multitude of ideas which are fixed in your sub-conscious mind. Fixed ideas are more commonly referred to as habits.

You have a host of concepts fixed in your sub-conscious mind which require replacing. They are causing the unwanted results you are presently getting. These ideas are holding you back, stifling your growth. They are negative and therefore destructive. Negative habits, if broken and not consciously replaced with positive habits, will be replaced almost immediately by other negative habits. Nature abhors a vacuum.

To be successful in replacing negative habits with positive ones, you must have a good reason. That good reason is a goal.

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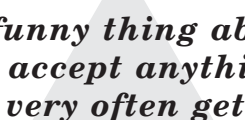
Whenever you have been successful improving habits in the past, you have either consciously or unconsciously set a goal. A reason to do what had to be done. The greater the desire to reach the goal, the easier it is to change your old conditioning. The energy required to do the job was always there, it always will be.

***“Do the thing and you will get the energy to do the thing.”***

*Ralph Waldo Emerson*

So that you can be absolutely certain of improving the quality of your life, it is essential that the goal you choose is something special. Your goal must be something you personally feel very drawn to. It has to be important to you. You don't have to justify to anyone why you want it - not even to yourself. But you must want it - you must really want it, with your heart and soul, otherwise, the goal will not serve its purpose.

When you do select the proper goal, every aspect of your life will improve because of the increased conscious awareness you will develop as you move closer to your goal.



***“It is a funny thing about life;  
if you refuse to accept anything but the best  
you very often get it.”***

Somerset Maugham

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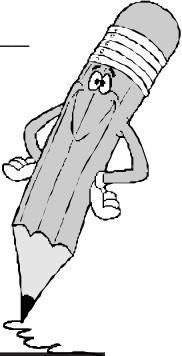
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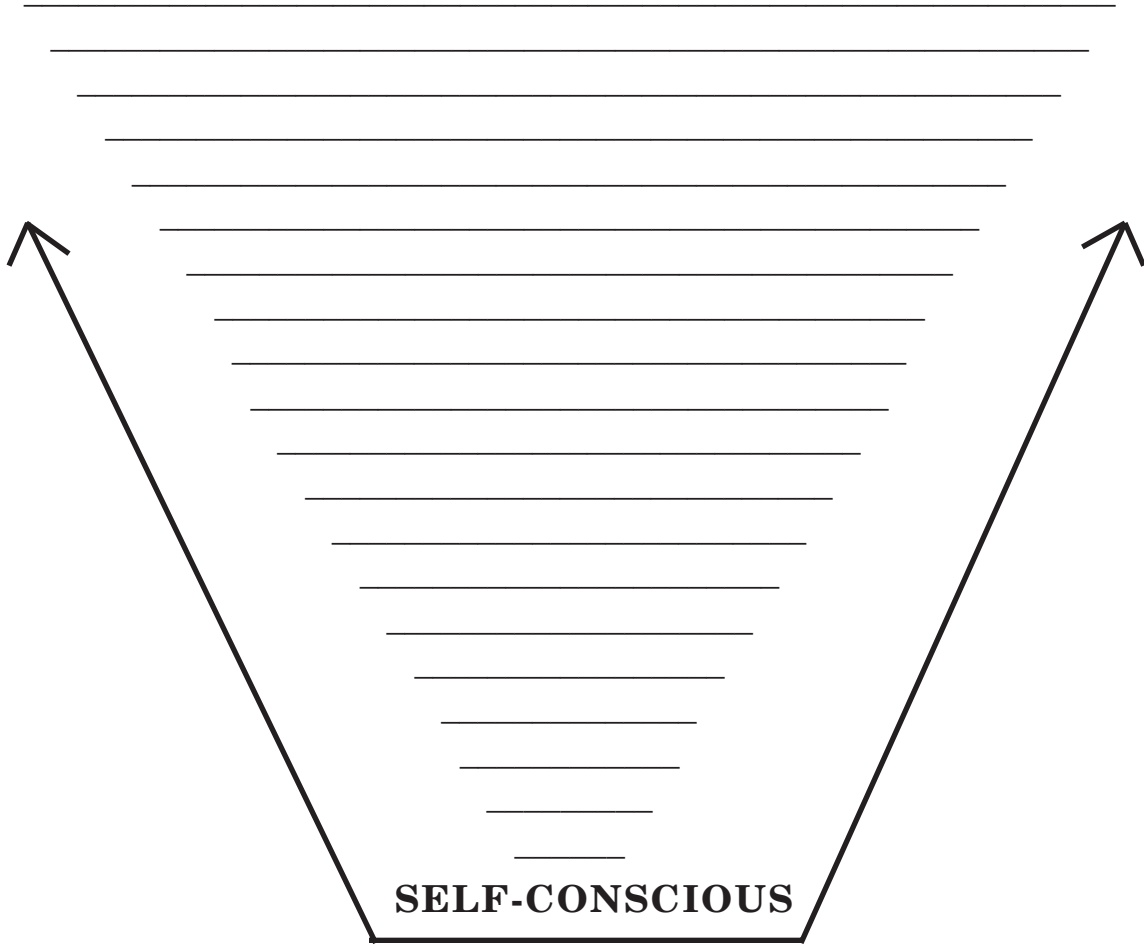
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**... GOALS ...  
WHY THEY ARE NECESSARY**

**DIVINE OR COSMIC**



**SIMPLE CONSCIOUSNESS**

**HIGHER GOALS - IMPROVED RESULTS  
ARE ALWAYS THE EXPRESSION OF A  
HIGHER DEGREE OF CONSCIOUS AWARENESS**

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***"No problem can stand the assault  
of sustained thinking."***

Voltaire



*“Successful people  
are not any smarter  
than anyone else ...  
they have simply  
learned to use  
what they have effectively ...  
  
... and so can you!”*

## **GOAL ACHIEVERS HAVE A WINNING ATTITUDE**

Each of you shapes your own life, and the shape of your life is determined to a great extent by your attitude. This is an area that each of you can control, and in learning how to control and direct it, you will have great power over what is going to happen.

Have you ever noticed that the higher you go in any organization of value, the nicer the people seem to be? The bigger the person, the easier it is to talk to them, to get along with them, and to do business with them. Why? They have good attitudes, and people with the best attitudes just naturally rise to the top. They are aware that regardless of a person's station in life we are all equal.

Studies made of the lives of thousands of successful people have shown that they radiate confidence and assurance. They expect success and they get success. You can spot these people by the way they walk, by the way they look and act. You can feel it about them when they enter a room. They may be short and fat, tall and thin, or any possible combination in between, but they have about them an attitude which attracts success. They are aware of their infinite potential and how to develop and utilize it - they are goal achievers.

***Have you ever wanted to own recreational equipment, boats, campers, planes, etc.? If so, describe them.***

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***“Chance favors the prepared mind.”***

Louis Pasteur

# GOAL ACHIEVERS KNOW THAT ATTITUDE IS ...

... the composite of your THOUGHTS, FEELINGS and ACTIONS. Your ATTITUDE is everything about you. It is not just your thoughts; it is not just your feelings; it is not just your actions. It is the composite of all three.

To properly understand what attitude is, it becomes necessary to study the three basic parts of your personality, and how each of them work:

Part One	THOUGHTS
Part Two	FEELINGS
Part Three	ACTIONS

As you seriously study and understand the three parts of your personality and the LAWS governing them, you will become more aware of the type of energy which is set in motion with each mental Attitude.

***“To believe in the things you can see and touch is no belief at all,  
but to believe in the unseen is a triumph and a blessing.”***

Abraham Lincoln

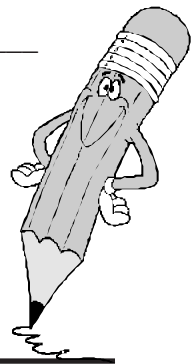
The part of your personality you can see is, of course, your BODY and this is the part that moves into ACTION. The body is the instrument of your mind, and represents one of the ingredients of your ATTITUDE.

The other two parts of your personality are those which cannot be seen. They are the parts Lincoln suggested are the most important; they are the CONSCIOUS MIND and the SUB-CONSCIOUS MIND. The CONSCIOUS MIND deals with THOUGHT and the SUB-CONSCIOUS MIND with FEELINGS. They are the other two ingredients that make up your ATTITUDE.

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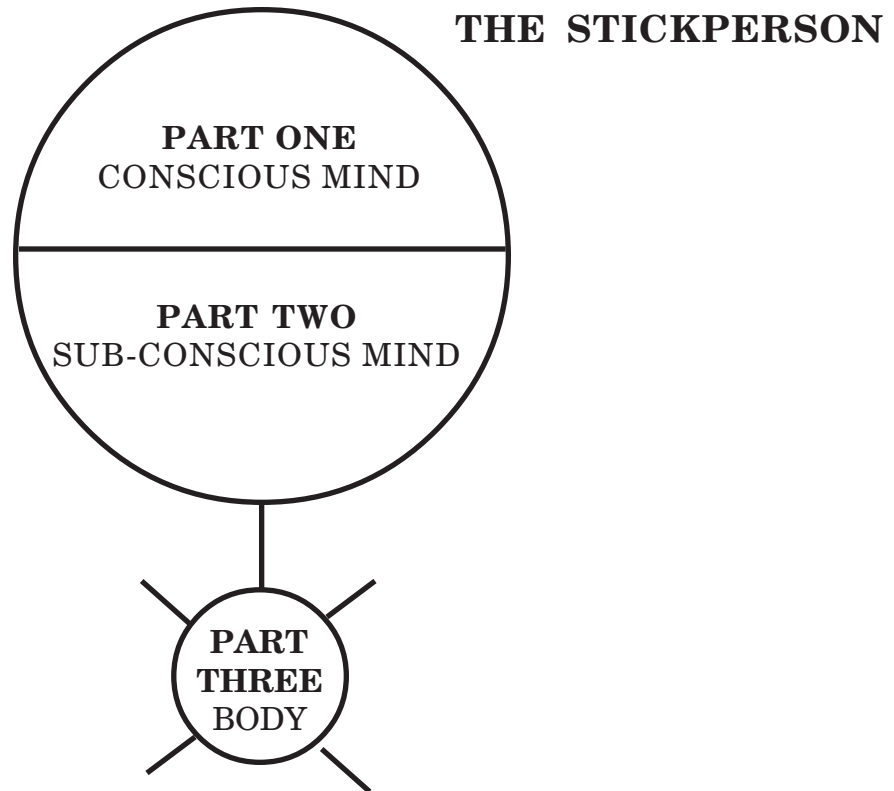
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*Listen to your Seminar CDs every day.*



# OUT OF CONFUSION COMES ORDER

To bring order and understanding to your mind, you must have an image to work with. Since your mind is the unseen part of your personality, you must engage your imagination to build this image. This can be accomplished with ...



The stickperson concept is used in all Bob Proctor Seminars to graphically illustrate the three basic parts of the human personality.

The stickperson, like all other ideas presented in the Seminars, is extremely simple. Do not allow the apparent simplicity to deceive you, for the stickperson concept can reveal to you a wonderful world of power, possibility and promise.

The Seminars are built upon the premise, that you have a power within you that is far superior to any condition or circumstance around you. With **FREE WILL**, your thoughts direct this power to whatever results you choose in this lifetime.





# MENTAL FACULTIES THAT ARE RESIDENT IN YOUR CONSCIOUS MIND

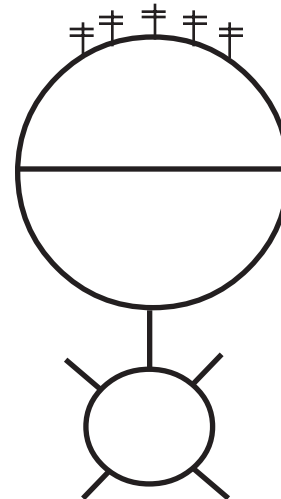
## FIVE SENSES

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## INTELLECTUAL FACTORS

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### PART ONE CONSCIOUS MIND



This is the part of you that thinks and reasons - your free will lies here. The conscious mind can accept or reject any idea. No person nor circumstance can cause you to think about thoughts or ideas you do not choose. The "thoughts" you choose eventually determine the results in your life. All pain, pleasure, and limitation, are either originated in the conscious mind, or accepted uncritically from an outside source.

As you accept a thought, it is impressed upon the second part of your personality (see part two).

***"You become what you think about."***

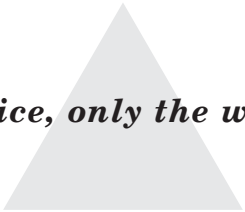
Earl Nightingale

*If you could travel anywhere you wanted on a vacation, where would you go? How would you travel? What would you do when you got there?*

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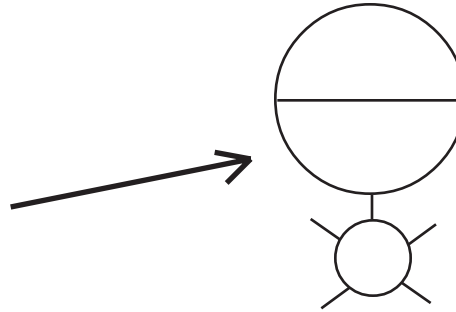


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*“Many receive advice, only the wise profit from it.”*  
Syrus

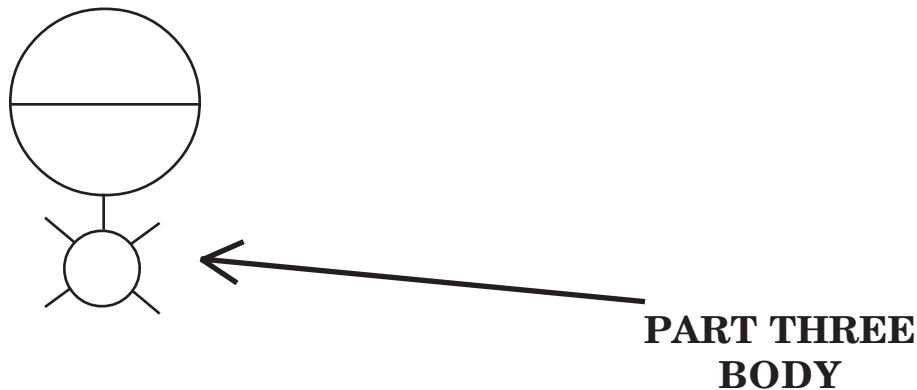
**PART TWO  
SUB-CONSCIOUS MIND**



This part of you is certainly the most magnificent; it is the power centre. It functions in every cell of your body. Every thought your conscious mind chooses to accept, this part must accept ... it has no ability to reject.

This part of you operates in an orderly manner. "By Law", it expresses itself through you, in feelings and action. Any thought you consciously choose to impress upon the sub-conscious over and over, becomes fixed in this part of your personality. Fixed ideas will then continue to express themselves without any conscious assistance, until they are replaced. (Fixed ideas are more commonly referred to as habits.) The sub-conscious mind is the God-like part of you, referred to as Spirit. It knows no limits, save those you consciously choose.

(Read "The Power of Your Sub-Conscious Mind", by Dr. Joseph Murphy)



Although this is the most obvious part of you, the material medium, it is merely the instrument of the mind, or the house you live in. The thoughts or images that are consciously chosen, impressed upon the sub-conscious (which is in every cell of your body), must move your body into action. The actions you are involved in determine your results.

No. 1 - Thoughts, No. 2 - Feelings, No. 3 - Action, No. 4 - Results.

To change results, changes thoughts, feelings and actions. Keep it simple.

***How many cars would you have; what make and model would they be if you could purchase all the vehicles of your choice?***

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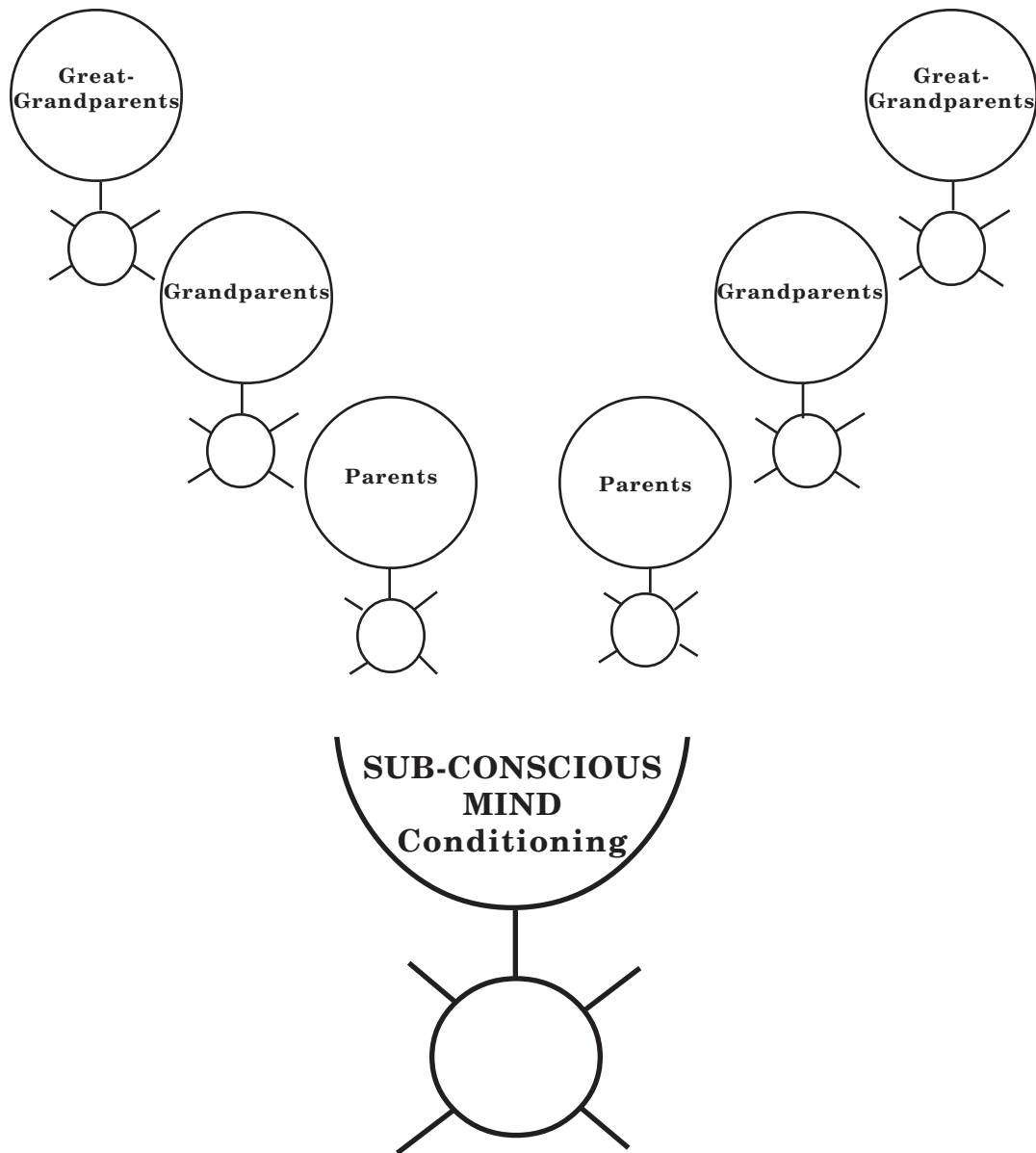


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***“You will become as small as your controlling desire;  
as great as your dominant aspiration.”***

James Allen

# YOU ARE THE PRODUCT OF OTHER PEOPLES' HABITUAL WAY OF THINKING



The attitudes you have, which cause you to think, feel and act toward yourself and others as you do, are largely unsolicited gifts from your parents, teachers and religious sources; in fact, from anyone in authority. When accepted uncritically and acted upon, these attitudes gain control and produce very positive, effective results throughout your life. However, they also can produce results which are unwanted, confusing and harmful.

*If you had the choice, how many homes would you have;  
where would they be and what would they be like?*

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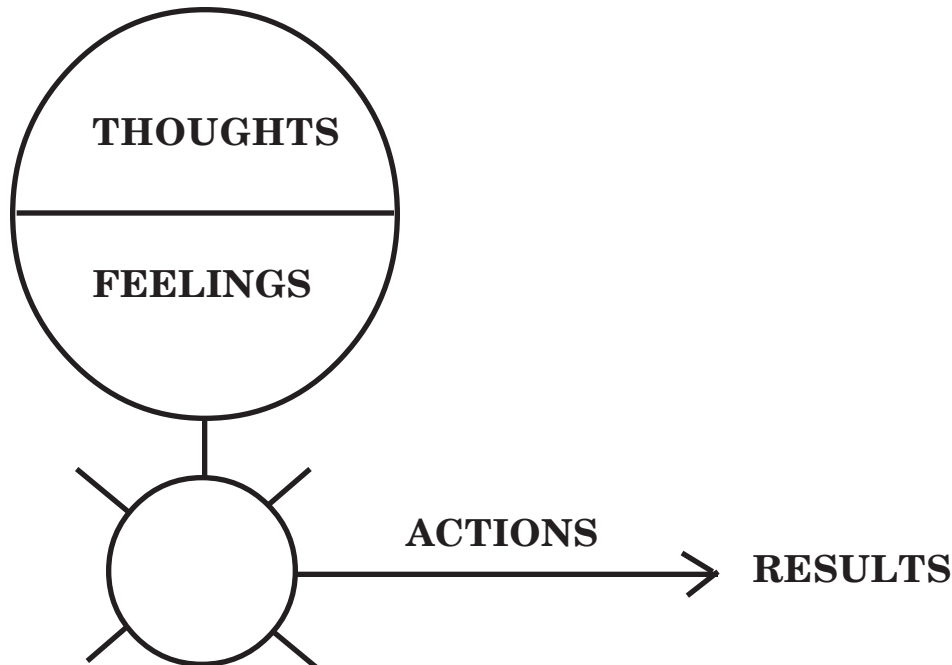
*“To love what you do and feel that it matters -  
how could anything be more fun?”*

Katherine Graham

# ATTITUDE AND GOALS

You either choose your THOUGHTS or accept them from an outside source. These thoughts develop into images or ideas in your conscious mind. You then impress the images upon your sub-conscious mind causing FEELINGS or VIBRATIONS. The FEELINGS or VIBRATIONS cause ACTIONS, and the ACTIONS cause the RESULTS you are getting in your life.

Goal Achievers choose their thoughts carefully and are consciously aware of their actions. Goal Achievers choose thoughts which are expressed in goal-oriented activities.



Your ATTITUDE is a composite of your THOUGHTS, FEELINGS and ACTIONS. The only way you can improve the results you are getting in your life, is to take full responsibility for your ATTITUDE. Only then will you be able to improve your RESULTS.

***“People are anxious to improve their circumstances  
but unwilling to improve themselves,  
they therefore remain bound.”***

James Allen

*If you could hold any position you wanted, what industry would you be in and what would you be doing every day?*

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*“One man with courage makes a majority.”*

Andrew Jackson



# YOUR ATTITUDE IS UNIQUELY YOURS

You can buy another person's car. You can borrow their clothes and you can quite easily steal their money. However, you cannot buy, borrow or steal their ATTITUDE.

You develop or choose your ATTITUDE, and there is no one that can change it for you. Only you can do that. Your ATTITUDE could be compared to the steering mechanism in your automobile - the way it is set determines the direction. As the steering is changed or altered, instantly the automobile changes the direction it is moving.

Consider for a moment, a car that is travelling in a straight line from Nashville, Tennessee to Los Angeles, California. If you moved the steering wheel just one quarter of an inch to the right, the car would probably end up in Vancouver, British Columbia.

The smallest change or improvement in your ATTITUDE will dramatically affect where you will be five years from now, ten years from now, and so on. Over the period of a lifetime, it would be difficult to even guess at how a small improvement in your ATTITUDE, will improve every aspect of your life.

The Goal Achiever is aware that meaningful goals are often the result of small changes in behavior.



***“Small opportunities are often the beginning  
of great enterprises.”***

Demosthenes

*How much money would you seriously like to earn per year?*

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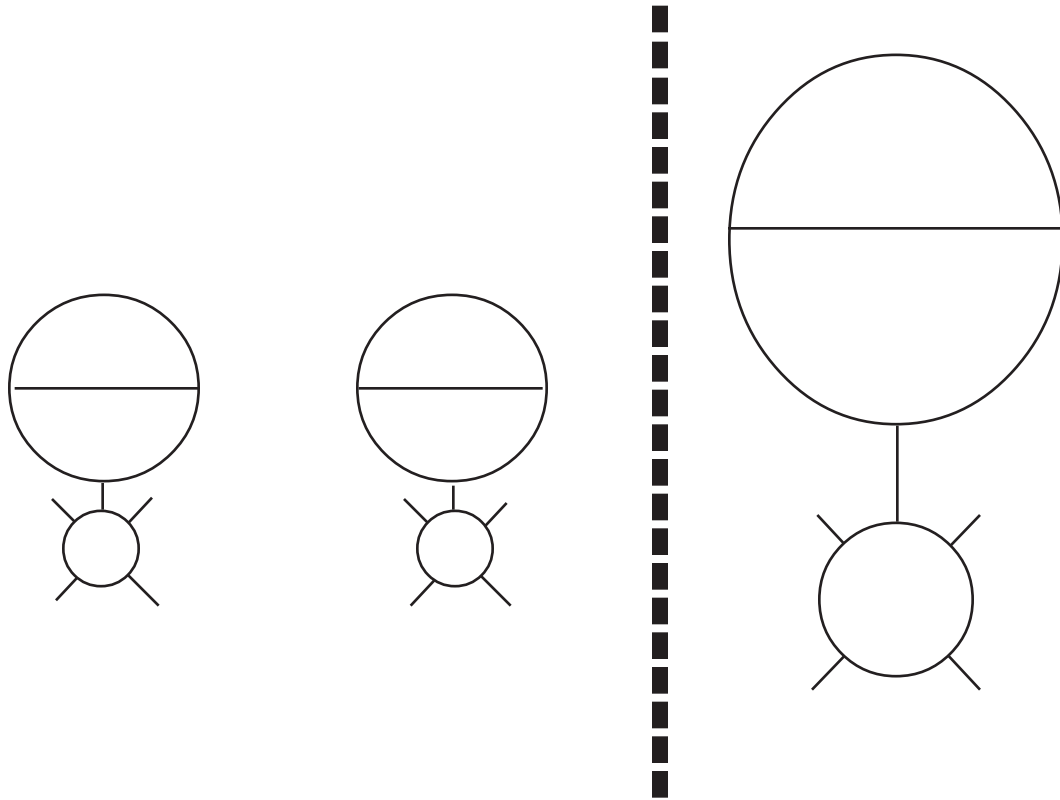
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***“In every work of genius  
we recognize our own rejected thoughts.”***

Ralph Waldo Emerson

# LET GO OF THE PAST

Do not permit old conditioning to prevent you from becoming everything you are capable of becoming, or from enjoying that which is your birthright.



***“You will either step forward into GROWTH,  
or you will step back into SAFETY.”***

Abraham Maslow

To step forward into growth you must get emotionally involved with HIGHER IDEAS, ideas that **are not in harmony** with your present conditioning. The higher idea will cause you to experience a foreign vibration (uncomfortable feeling).

It is this feeling of total discomfort you experience which causes you to want to step back into safety, back into your comfort zone. The uncomfortable feeling registers as self-doubt and turns into fear.

Proceed to the higher level and fear will leave you; it always does as the conditioning changes.

*If you could choose any kind of wardrobe,  
what kind of wardrobe would you have?*

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*“The miracle, or the power, that elevates the few  
is to be found in their perseverance  
under the promptings of a brave, determined spirit.”*

Mark Twain

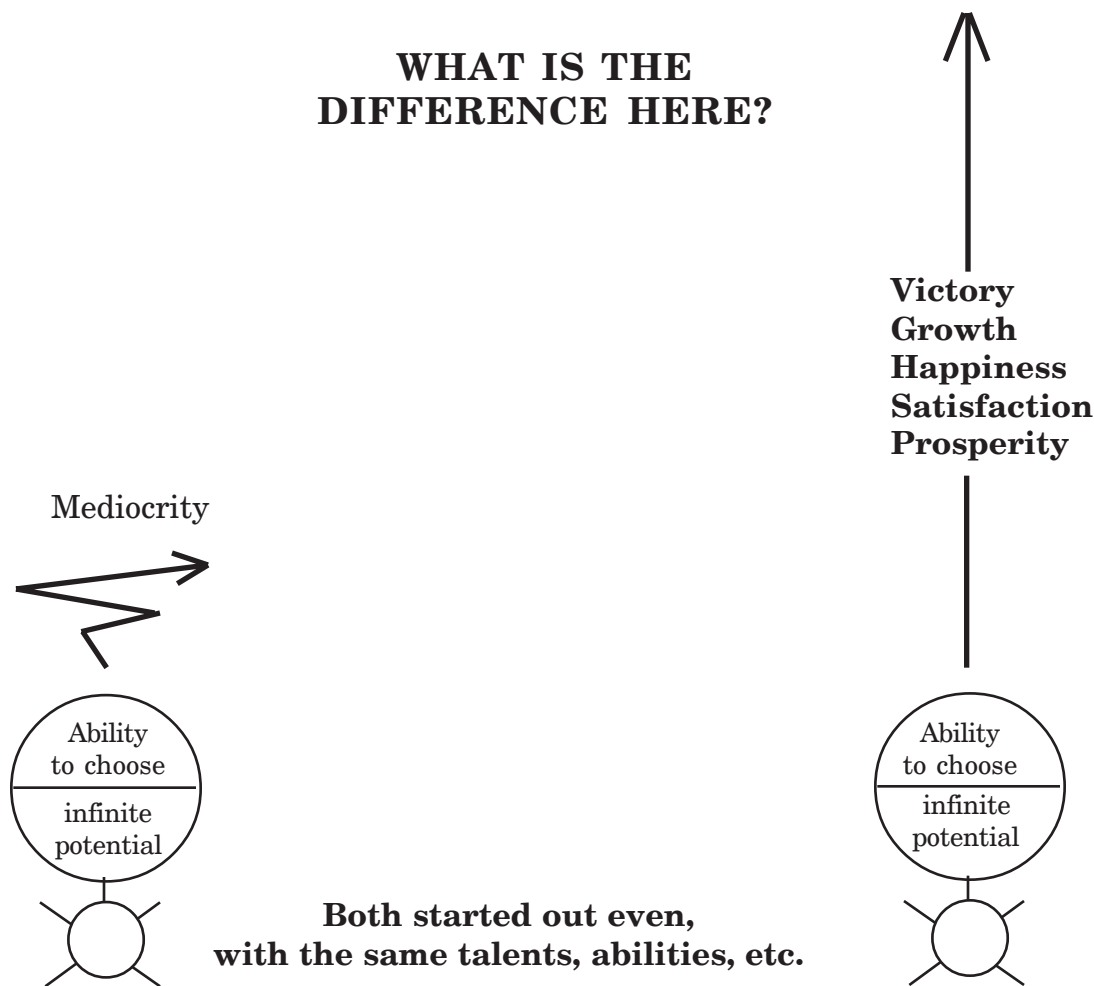
# THINK ABOUT YOUR LIFE

Goal Achievers are sincerely interested in improving the quality of their lives.

They know it is absolutely essential that they have a clearly defined goal or objective that they are working toward.

For you to move from where you are to where you want to be, there are a few rules that YOU MUST follow.

You live in a most exciting, dangerous, demanding and rapidly changing age. There are many unfinished jobs awaiting your skill and intelligence, and there are thousands, even millions of ideas, clamoring to be brought to life.





# CREATE OR DISINTEGRATE

*"In another and better world things may be different,  
but in this world to grow is to change and to change  
is to have grown much."*

*Newman*

One of the most basic and yet dynamic laws of life is "Create or Disintegrate". Every expression of life is moving in one direction or another. Absolutely nothing will remain as it is. You are either improving the quality of your life or you are taking away from it. The choice is yours. It is a decision only you can make. To make no decision is to make a decision. To live a creative life, goals are essential.

## AN EXPRESSION OF SPIRIT

The nucleus of your being is spiritual. Spirit is always for expansion and fuller expression - never for disintegration. All of nature expands and expresses itself in a greater way. Nature knows no failures.

## DISSATISFACTION - THE BUILT-IN MOTIVATOR

Dissatisfaction with life is a healthy creative state of mind. Dissatisfaction has given us cars, trains, and planes. It has taken us out of the cave and put us into the condominium. You would still be illuminating your home with a wax candle if Thomas Edison had not experienced a healthy dissatisfaction with the candle. The fax and the furnace, in fact every new invention which has improved your life-style and given you greater comfort, is the result of someone being dissatisfied with life as it was.

When you become sufficiently dissatisfied with your life as it is, you will begin to think of ways to improve it - you will decide on a goal. Begin to think of how you are living, what you are doing relative to what you are capable of with the potential you possess. Keep thinking this way and you can be sure dissatisfaction will set in if it has not already.

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*Listen to your Seminar CDs every day.*





# HAPPINESS AND PEACE OF MIND

Happiness and peace of mind are not goals, they are conditions of life that all thinking people want, and can most certainly obtain. But they are not and should not be goals. They are the result of a higher degree of awareness which will be yours as the effect of doing what you must do to reach your goal.

You must never mistake a lethargic person with a smile on their face as having peace of mind or being happy. In most cases these people have become simple. The most productive are the happiest. They are serving others, not just getting by. Remember the advice, "The servant is the greatest."

## **Things and money will not make you happy.**

The phrase "*Money won't make you happy*" is a ridiculous statement. It is frequently voiced by individuals who have little or no money as justification for living a meager life.

Neither things nor money were meant to make you happy. Awareness is the only thing which can provide happiness. Things and money were meant to make you comfortable.

Prosperity is the manifestation of big, exciting, service-oriented goals.

"There is no virtue in poverty  
and no sin in great wealth."

One of the first ideas you must free yourself from, if you have not already done so, is that there is virtue in poverty. That could not be true.

*"It is a sin to be poor."*

*George B. Shaw*

Sin is transgression of the law. Money is a reward received for service rendered. Therefore, if you are in a profit-making enterprise and you are earning very little money, you must not be providing much service. The law says "Give and you will receive." If you are not receiving much, you are not giving, and that is a sin. Shaw's statement is accurate.

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***"Unless you try to do something beyond what you have  
already mastered, you will never grow."***

Ronald E. Osborn



# YOUR LIFE BEGAN WITH GOALS

The human being is a goal seeking organism. When you were an infant you had goals, and you attracted whatever assistance you required to achieve those goals. Growth and change were the order of the day from the moment you drew your first breath. To eat, crawl, talk, walk, run, took a lot of effort on your part. You were a proud young goal achiever. Each of your accomplishments brought with them a great deal of joy for a number of people. The same creative state should and can be entered and enjoyed every day of your life.

## MATERIALISTIC GOALS

Materialistic goals are wonderful goals. Money and things have the ability to make you comfortable. You were born with the mental tools to acquire luxury. The more comfortable you are, the more creative you will become. The wealthier you become, the more comfort you will be able to acquire. Then you will not be required to use your precious time or your magnificent mental faculties to seek out the basic requirements which are necessary to survive. You will be free to create and execute big, beautiful ideas which will benefit thousands of other people who lack the awareness you have developed.

## “SEE IT AND WANT IT”

When you are choosing your goal, the only prerequisite is:

***“You must be able to see yourself on the screen of your mind, already in possession of the goal, and you must seriously want it.”***

You DO NOT have to know how you are going to get it.

If you are already consciously aware of how to get whatever it is you want, the objective you have chosen is not a worthwhile goal. You will undoubtedly get it but there will be no growth, no increased awareness. Therefore, the only improvement in the quality of your life will have to be provided by the object you were going after. This is the very reason so many people live such shallow existences. These unfortunate folks are not really living at all, they are dying. Life is growth, and the basic law of your being is create or disintegrate.



**HOW DO I CHOOSE A GOAL?**

**HOW DO I DECIDE WHAT I WANT?**

These two questions are asked more often than any other questions by participants in our Seminars.

# AN OPTIMIST

I've dreamed many dreams that never came true,  
I've seen them vanish at dawn,  
But I've realized enough of my dreams to thank God,  
And to make me want to dream on.

I've prayed many prayers when no answer came,  
Though I waited patient and long,  
But answers have come to enough of my prayers  
To make me keep praying on.

I've trusted many a friend that failed,  
And left me to weep alone.  
But I've found enough of my friends true-blue,  
To make me keep trusting on.

I've sown many seeds that fell by the way,  
For the birds to feed upon,  
But I've held enough golden sheaves in my hands,  
To make me keep sowing on.

I've drained the cup of disappointment and pain  
And gone many days without song,  
But I've sipped enough nectar from the roses of life,  
To make me want to live on.

*Author Unknown*

# YOU DREAM

## LET YOUR IMAGINATION FLY

Take the lid off your marvelous mind and "Dream". Goal Achievers do not limit themselves. There is no reason why you cannot have the good you desire, if you can see yourself with it. Your imagination is one of your most marvelous mental faculties. Do what all Goal Achievers do and use it properly.

## THE DREAMERS ARE THE BUILDERS

*"Dream lofty dreams, and as you dream, so you shall become. Your VISION is the promise of what you shall one day BE; your IDEAL is the prophecy of what you shall at last UNVEIL.*

*The greatest achievement was at first, and for a time, a dream. The oak sleeps in the acorn; the bird waits in the egg; and in the highest vision of the soul, a waking angel stirs. Dreams are the seedlings of realities.*

*Your circumstances may be uncongenial, but they shall not long remain so, if you but perceive an ideal and strive to reach it.*

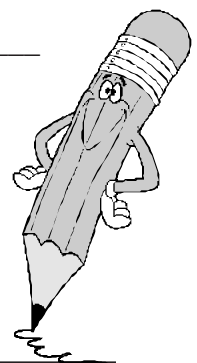
*You cannot travel WITHIN, and stand still WITHOUT."*

James Allen  
from *As A Man Thinketh*

*Notes*

A large rectangular frame containing 25 horizontal lines for writing notes.

*Listen to your Seminar CDs every day.*





# GOAL ACHIEVERS MAKE THEIR GOALS WORTHWHILE

There are people who always play it safe. They never tackle more than they are sure they can handle without effort and risk. Thus they invite neither triumph nor defeat. They never learn the greatness of their mental ability, nor the strength of their endurance. On the contrary, Goal Achievers are potential pathfinders, eagerly in search of a trail to blaze. Make sure your goal is big and interesting enough to really fire up your emotions.

## GOAL ACHIEVERS MAKE THEIR OWN DECISIONS

Only YOU can decide what your goal is going to be. Although another person - your spouse, parent, employer or associate - may offer suggestions, YOU and only YOU, can make the final decision. There is no one in the entire world who is capable of setting your goal for you. If they try, and they probably will, do NOT permit it to happen. You will not commit yourself to someone else's goal or one you set to please someone else.

## GOAL ACHIEVERS CHOOSE WANTS NOT NEEDS

**YOUR GOAL SHOULD BE SOMETHING YOU WANT**, not something you need. There is no inspiration in needs; **THERE IS INSPIRATION IN WANTS**. The goal does not have to be logical, in fact, you will probably be much more inspired if it is totally illogical. The road to your goal may be a rough one, therefore it is very important for you to be very emotionally involved with the idea of reaching your goal.

***MAKE IT BIG***

***AND***

***MAKE IT BEAUTIFUL***

# Notes

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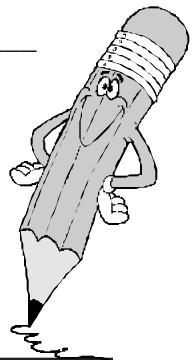
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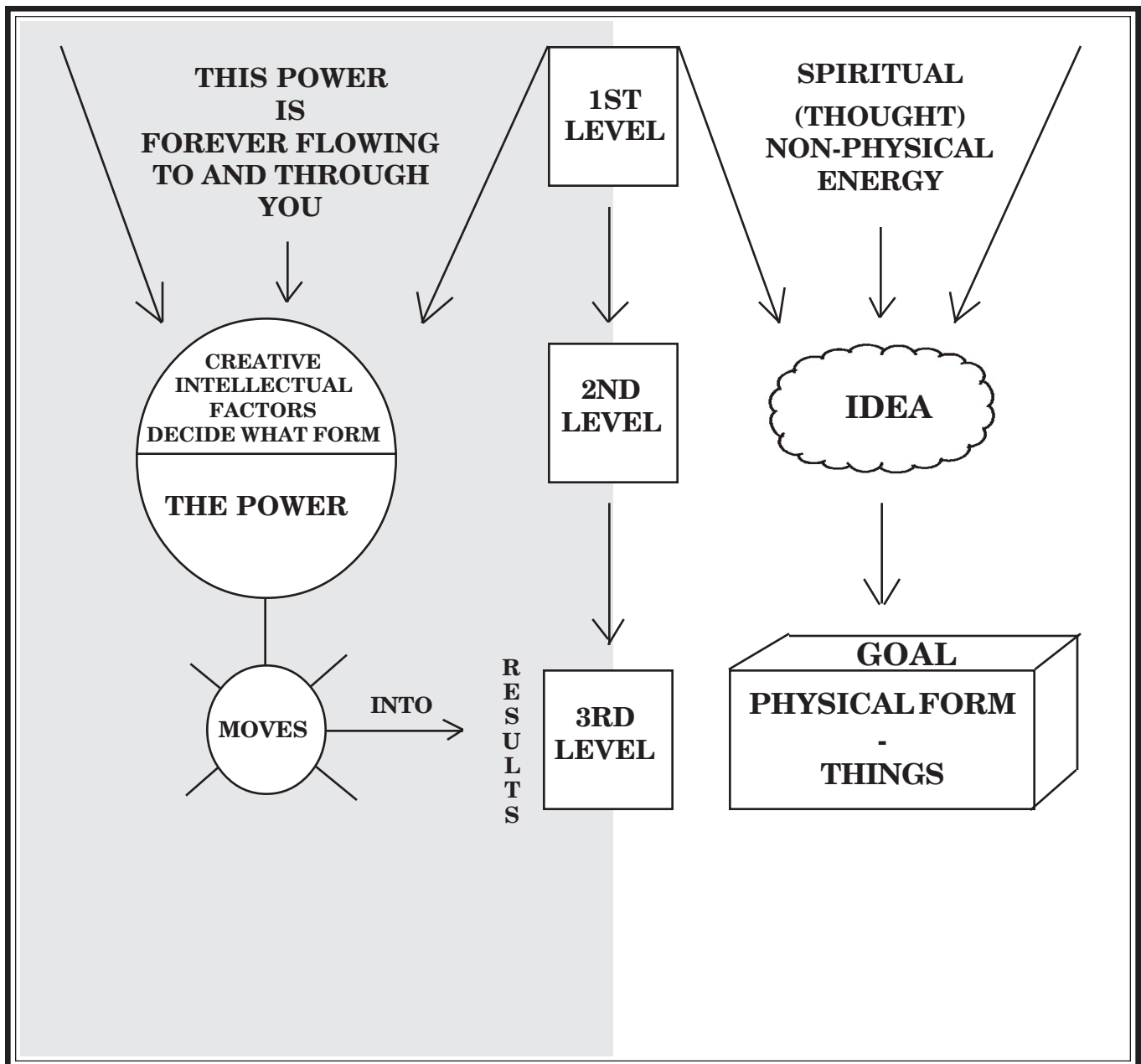
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***"Imagination is more important than knowledge."***  
Albert Einstein



# ONLY ONE SOURCE OF SUPPLY



**You must understand that you already have - in substance if not in physical form - all that is necessary to produce any result in your life.**

# IT'S UP TO ME

*I get discouraged now and then  
When there are clouds of gray,  
Until I think about the things  
That happened yesterday.*

*I do not mean the day before  
Or those of months ago,  
But all the yesterdays in which  
I had the chance to grow.*

*I think of opportunities  
That I allowed to die,  
And those I took advantage of  
Before they passed me by.*

*And I remember that the past  
Presented quite a plight,  
But somehow I endured it and  
The future seemed all right.*

*And I remind myself that I  
Am capable and free,  
And my success and happiness  
Are really up to me.*

*James J. Metcalfe*

# MY WANT LIST

1. \_\_\_\_\_  
\_\_\_\_\_
2. \_\_\_\_\_  
\_\_\_\_\_
3. \_\_\_\_\_  
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4. \_\_\_\_\_  
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5. \_\_\_\_\_  
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6. \_\_\_\_\_  
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7. \_\_\_\_\_  
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8. \_\_\_\_\_  
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9. \_\_\_\_\_  
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10. \_\_\_\_\_  
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**IF YOU KNEW IT WAS IMPOSSIBLE FOR YOU TO FAIL  
WHAT WOULD YOU CHOOSE?**

Notes

Lined area for writing notes, consisting of 21 horizontal lines.

*“Success is a journey, not a destination.”*

Ben Sweetland



# MY WANT LIST

- 11. \_\_\_\_\_  
\_\_\_\_\_
- 12. \_\_\_\_\_  
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- 13. \_\_\_\_\_  
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- 14. \_\_\_\_\_  
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- 15. \_\_\_\_\_  
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- 16. \_\_\_\_\_  
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- 17. \_\_\_\_\_  
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- 18. \_\_\_\_\_  
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- 19. \_\_\_\_\_  
\_\_\_\_\_
- 20. \_\_\_\_\_  
\_\_\_\_\_

**IF THEY CAN DO IT, YOU CAN DO IT!**

*Think of others whose accomplishments you have admired,  
describe your dreams about being like them?*

1. \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



2. \_\_\_\_\_  
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\_\_\_\_\_  
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\_\_\_\_\_

*“Quality is never an accident;  
it is always the result of high intention, sincere effort,  
intelligent direction and skillful execution;  
it represents the wise choice of many alternatives.”*

Willa A. Foster



# MY WANT LIST

- 21. \_\_\_\_\_  
\_\_\_\_\_
- 22. \_\_\_\_\_  
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- 23. \_\_\_\_\_  
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- 24. \_\_\_\_\_  
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- 25. \_\_\_\_\_  
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- 26. \_\_\_\_\_  
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- 27. \_\_\_\_\_  
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- 28. \_\_\_\_\_  
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- 29. \_\_\_\_\_  
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- 30. \_\_\_\_\_  
\_\_\_\_\_

**IF YOU PLAY IT SAFE, YOU WILL BE SORRY!**

# Notes

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***“Don't wait for your ship to come in,  
swim out to it.”***

Author Unknown



# PRIORITIZE YOUR GOALS

1. Review your Want List a number of times. You should have 30.
2. Place the 30 Wants in three groups of ten - A, B and C. The 10 "A" goals are your most important goals; the 10 "B" are less important goals, and the 10 "C" goals are the least important.
3. Take the "A" list and prioritize the 10 goals in order of importance 1 through 10. Number 1 being the most important, and number 10 the least important.
4. Prioritize your 10 "Bs" and 10 "Cs" in the same manner as you did with your "A" list.

When you have completed each list "A" through "C" you will have your "A-1" goal selected. This will be the most important goal and the one you focus your conscious attention upon. This is the goal you place on your goal card and carry loose in your pocket or purse. You will find many or most, if not all, of the other goals you have chosen will come to you as you move toward your "A-1" goal. The other 29 goals will become stepping stones.

## GOAL SETTING REQUIRES SERIOUS THOUGHT



***"A goal that is casually set and lightly taken  
is freely abandoned at the first obstacle."***

Zig Ziglar

# Notes

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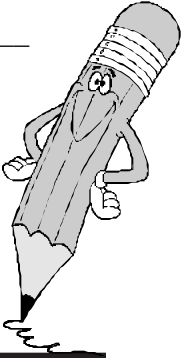
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*“Some men see things as they are and say why?  
I dream things that never were  
and say why not?”*

George Bernard Shaw



# “A” GOALS

1. \_\_\_\_\_  
\_\_\_\_\_
2. \_\_\_\_\_  
\_\_\_\_\_
3. \_\_\_\_\_  
\_\_\_\_\_
4. \_\_\_\_\_  
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9. \_\_\_\_\_  
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10. \_\_\_\_\_  
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**THINK! THINK! THINK!**

# Notes

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*Listen to your Seminar CDs every day.*



# “B” GOALS

1. 

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2. 

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3. 

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4. 

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5. 

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7. 

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***“Believe and your belief will create the fact.”***

William James

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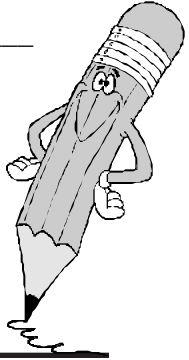
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***“The demands on our creative abilities  
have doubled in every generation.”***  
Peter F. Drucker





# “C” GOALS

1. \_\_\_\_\_  
\_\_\_\_\_
2. \_\_\_\_\_  
\_\_\_\_\_
3. \_\_\_\_\_  
\_\_\_\_\_
4. \_\_\_\_\_  
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5. \_\_\_\_\_  
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6. \_\_\_\_\_  
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7. \_\_\_\_\_  
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8. \_\_\_\_\_  
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9. \_\_\_\_\_  
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10. \_\_\_\_\_  
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**LIFE IS MEANT FOR LIVING!**

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***"The worst bankrupt in the world  
is the person who has lost his enthusiasm."***  
 H.W. Arnold



# GOALS MUST BE SPECIFIC

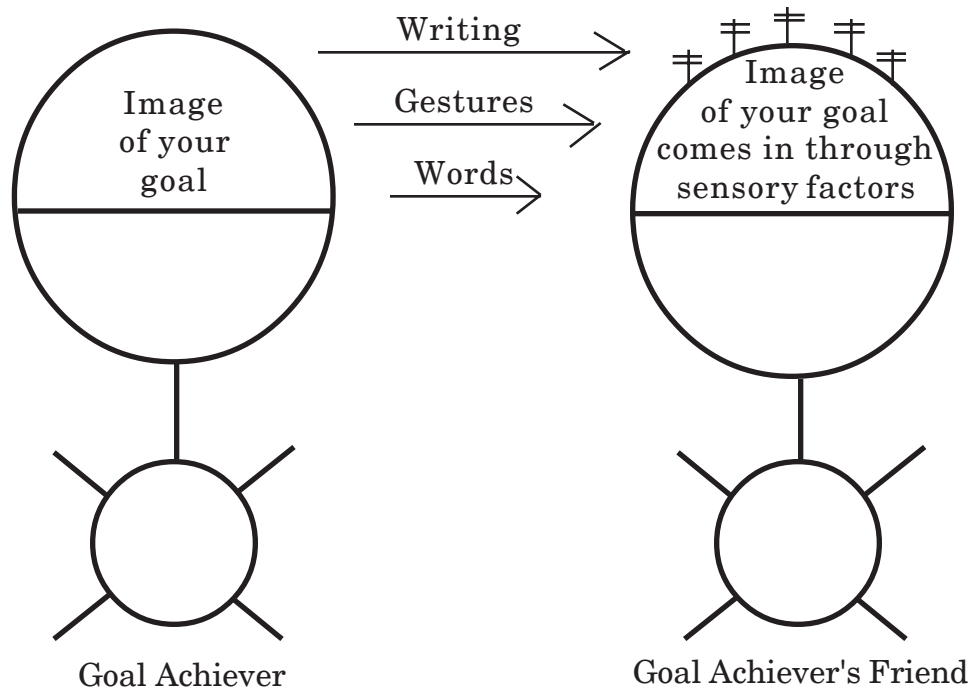
Achieving goals is a creative process. The first step in the creation of your A-1 goal takes place in your conscious mind. Through the aid of your senses and/or your imagination, you must form a very clear, concise image of yourself already in possession of your goal. This image or picture should then be painted with words in as much detail as possible.

Making a clear, concise written description of your goal will help you clarify and crystallize the image in your conscious mind.

## PICTURE OR IMAGINE YOUR GOAL IN THE PRESENT

It is vitally important that your image be in **the present**, not the future. The mind only deals with **the present, the now**. Build your image as if you are already in possession of the good that you desire. The moment you consciously entertain yourself in possession of your goal - **YOU ACTUALLY HAVE YOUR GOAL ON A CONSCIOUS LEVEL**. You must therefore begin thinking and talking like the person who has the goal. Consciously reaffirming your goal by rewriting your image as often as possible every day will strengthen the image in your mind.

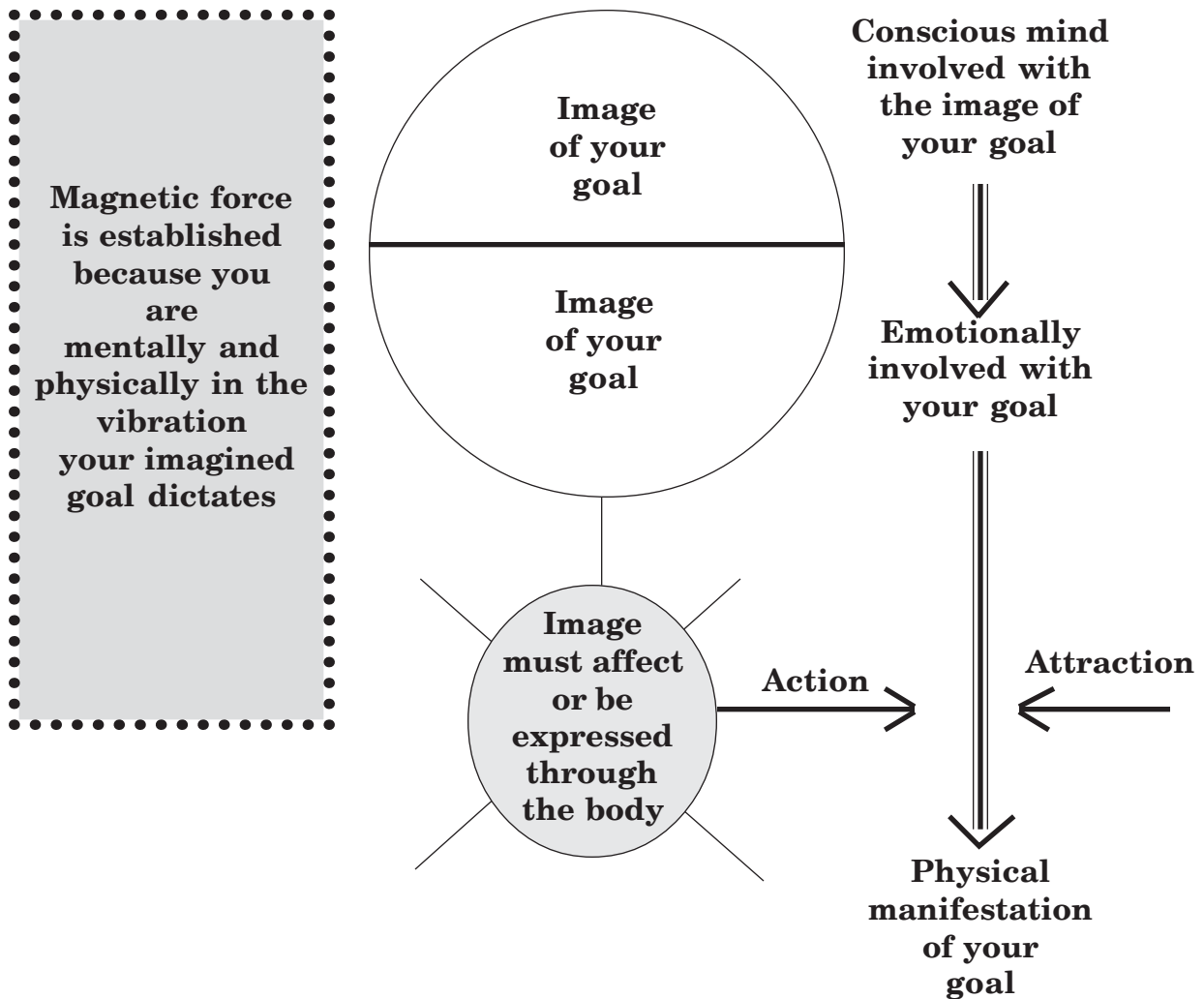
*You can share only what you have and as long as you continue to consciously think about it you have it.*





# AUTO-SUGGESTION

Through the power of auto-suggestion your image will be properly deposited in the treasury of your sub-conscious mind. The sub-conscious mind is often referred to as universal intelligence. When the image of your goal is properly planted in your sub-conscious mind, the image is not only automatically expressed through your body in vibration or actions, that image affects everything in the universe that is in harmonious vibration with it. Your firmly planted image sets in motion a magnetic force to attract into your life all that is in harmony with it.



1. Let yourself relax.
2. Let yourself FEEL yourself in possession of your goal.
3. Talk, walk, feel and act like you already have your goal in physical form.

*"I do the best I know how,  
the very best I can;  
and I mean to  
keep on doing it to the end.*

*If the end brings me out all right,  
what is said against me will not  
amount to anything.  
If the end brings me out all wrong,  
ten angels swearing I was right  
would make no difference."*

*Abraham Lincoln*

# ORDER OF VISUALIZATION

*“The exercise of the visualizing faculty keeps your mind in order, and attracts to you the things you need to make life more enjoyable, in an orderly way.*

*If you train yourself in the practice of deliberately picturing your desire and carefully examining your picture, you will soon find that your thoughts and desires proceed in a more orderly procession than ever before.*

*Having reached a state of ordered mentality, you are no longer in a constant state of mental hurry. ‘Hurry’ is ‘Fear’, and consequently destructive.*

*In other words, when your understanding grasps the power to visualize your heart’s desire and holds it with your will, it attracts to you all things requisite to the fulfillment of that picture, by the harmonious vibrations of the law of attraction.*

*You realize that since Order is Heaven’s first law, and visualization places things in their natural order, then it must be a heavenly thing to visualize.*

*Everyone visualizes, whether they know it or not. Visualizing is the great secret of success.*

*The conscious use of this great power attracts to you multiplied resources, intensifies your wisdom, and enables you to make use of advantages which you formerly failed to recognize.”*

*Genevieve Behrend  
"Your Invisible Power"*

These observations of Genevieve Behrend are some of the best I have ever studied. I have spent many, many hours seriously thinking about these lines, and I would strongly recommend you do the same. You will be richly rewarded for your effort.

Bob Proctor

*Describe what you want to be doing in five years.*

1. \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



2. \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
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***“The highest reward for a person's toil is not what they get for it,  
but what they become by it.”***

John Ruskin



# PAINT YOUR PICTURE WITH WORDS

Once you have chosen your “A-1” goal, it is vital that you have a crystal-clear picture, in every detail, of your goal in writing. The degree of success skyrockets with those who have their goal in writing.

Build the picture of your goal in your mind and then make a written description of the goal. You should be relaxed as you consciously paint the mental image in words. Describe yourself **already** in possession of your goal. As you make your written description you will be developing cells of recognition in your brain. In the future, every time you think of your goal, you cause these brain cells to increase in amplitude of vibration. When this happens the image you have impregnated into the cells will flash on the screen of your mind.

Your vision or image must be as real in your mind as the chair you are sitting on. This image is going to be turned over to your sub-conscious mind, which will do all of the work. You must always remember that the sub-conscious mind only receives what you turn over to it. This is the spiritual side of your personality, and spirit always gives you in physical form, an exact replica of the image you give to it - this is the Reciprocal Law by which the spirit operates.

1. MAKE A WRITTEN DESCRIPTION OF YOUR GOAL AND RECORD IT ON A CD.
2. MAKE A WRITTEN COMMITMENT TO USE YOUR RELAXATION AND VISUALIZATION CD DAILY TO VISUALIZE YOUR GOAL, AND RECORD YOUR COMMITMENT ON A CD.
3. WRITE A LIST OF POSITIVE AFFIRMATIONS AND RECORD THEM ON CD.

**YOUR GOAL, COMMITMENT, AND AFFIRMATION  
SHOULD ALL BE RECORDED ON THE SAME CD  
WITH YOUR OWN VOICE  
USING A LOT OF EMOTION. LISTEN TO IT DAILY.**



***“Doing at once what needs to be done,  
will increase the possibility of success.”***

Leland Val Van De Wall

# *Notes*

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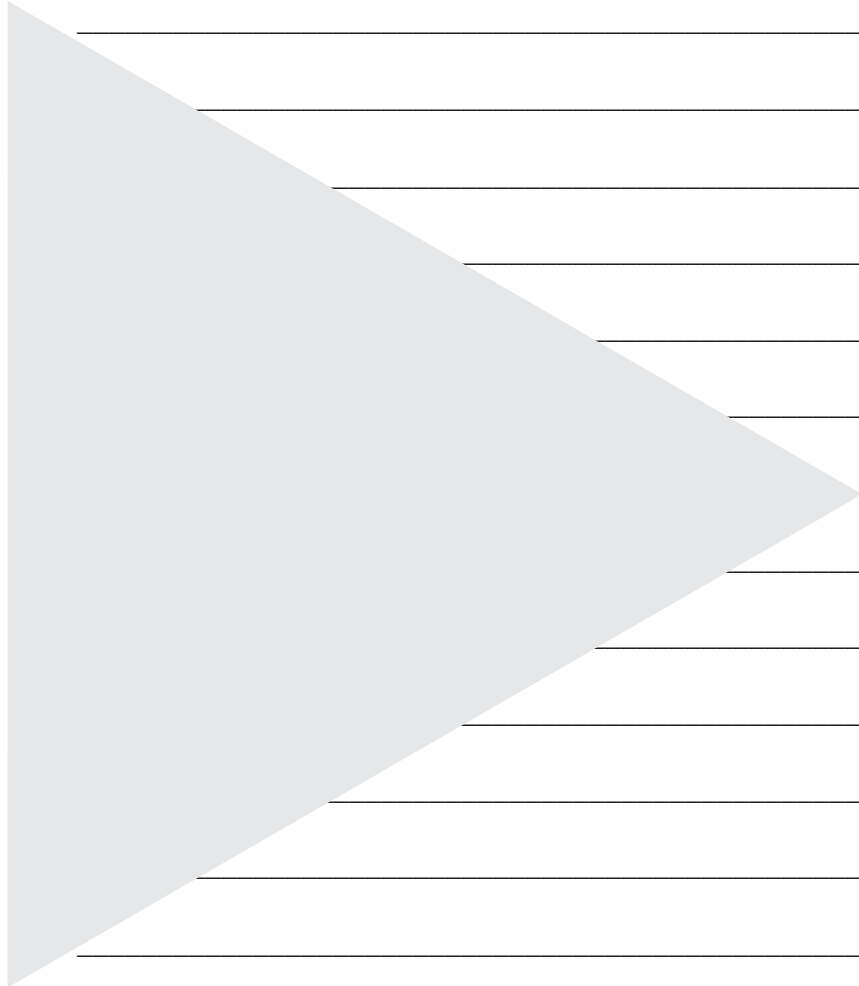
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*Listen to your Seminar CDs every day.*



**WRITTEN DESCRIPTION OF YOUR GOAL**



A set of horizontal lines for writing, partially covered by a large light gray triangle pointing to the right.

**WRITE IT CLEARLY - WRITE IT NOW - WRITE IT OFTEN**

*Notes*

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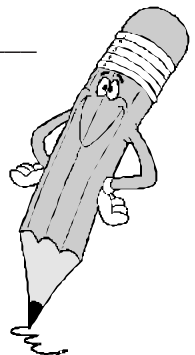
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*Listen to your Seminar CDs every day.*



**PLANT THE SEED  
CULTIVATE YOUR MIND  
KEEP IT WEED FREE  
GIVE YOUR GOAL ENERGY  
IT WILL GROW**

**VISUALIZATION EXERCISE**

Now that you have your goal in writing, you have the picture impregnated into cells of your brain. Let yourself completely relax; with the aid of your relaxation and visualization cassette see and feel yourself in possession of your goal, as often as possible but at least once a day. Every time you get involved in your visualization exercise you do three important things:

1. You cause your image to crystallize and add all or any missing parts until it is perfect.
2. You put yourself in the vibration you must be in to attract what you require.
3. You become more comfortable with your new self-image which will enable you to live it all of your waking hours.

After each visualization exercise you should re-write your image, in every detail, always in the present tense. Remember your goal is not something you are going to get, it is something you already have **INTELLECTUALLY** and **EMOTIONALLY**.

It is only a matter of time until you have it **PHYSICALLY**. Visualization gives energy to your goal.

**AT THIS POINT, FIND A COMFORTABLE PLACE AND  
LISTEN TO YOUR NUMBER SEVEN CD.**

***“The only thing that can grow, is the thing you give energy to.”***

Ralph Waldo Emerson



**WRITTEN DESCRIPTION OF YOUR GOAL**

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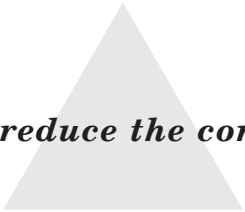
***WRITE A DESCRIPTION OF YOUR PERFECTED IMAGE***

*Have you ever wanted to take lessons in tennis, golf, flying, etc.?  
Choose a date to begin and describe how you will participate.*

1. \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



2. \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



***“Genius is the ability to reduce the complicated to the simple.”***

C.W. Ceran



# GOALS TAKE TIME

How much time do I give myself to reach my goal?  
A common question.

**No one has ever developed the awareness of how long it takes for a non-physical seed to manifest in form. You must guess.**

1. The moment you consciously entertain the image of yourself in possession of your goal you have it on the first level of creation (intellectual). You have created a non-physical seed.

2. You then plant the image (non-physical seed) in the proper environment - your sub-conscious mind (universal intelligence), and let yourself get emotionally involved with the image of your goal. You now have your goal on the second level of creation.

3. The moment you get emotionally involved with your goal, the image instantly and automatically begins to move into physical form. It is vitally important that you not only understand but also believe in this creative process.

The common error most people make when guessing at the time it will take to reach the goal is that they give themselves too much time.

Northcote Parkinson's law comes into play here:

***“Work expands to fill the time allotted for it.”***

## THE LAW OF GENDER

4. The law of gender decrees that all seeds have a gestation or incubation period before they manifest in form. We understand this law of life when we are dealing with physical seeds. We must understand the non-physical seeds (ideas) are subject to the same law.

We plant the physical seeds in the proper environment - fertile soil; we fertilize the seed, and give it the energy required for healthy growth. We keep the seed free of life-sapping weeds. Then we patiently wait as one who understands, with perfect faith and positive expectation that the tiny microscopic seed will grow into perfect physical form.

# *Notes*

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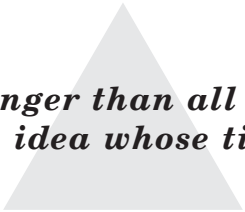
***“Accept the challenges,  
so that you may feel the exhilaration of victory.”***  
General George S. Patton



Professional gardeners and farmers will quickly tell you what the gestation period is for almost all physical seeds like carrots, potatoes, corn and they will tell you to the day, because of their awareness. Humans did not always have this awareness.

The day will most assuredly come when we will be aware of what the incubation period is for non-physical seeds. However, until that day arrives you must guess. If the day arrives you have chosen and you have not reached your goal, or there are no visible signs that you will ever reach your goal - don't despair. You chose the wrong time. Give yourself an extension of time and keep going.

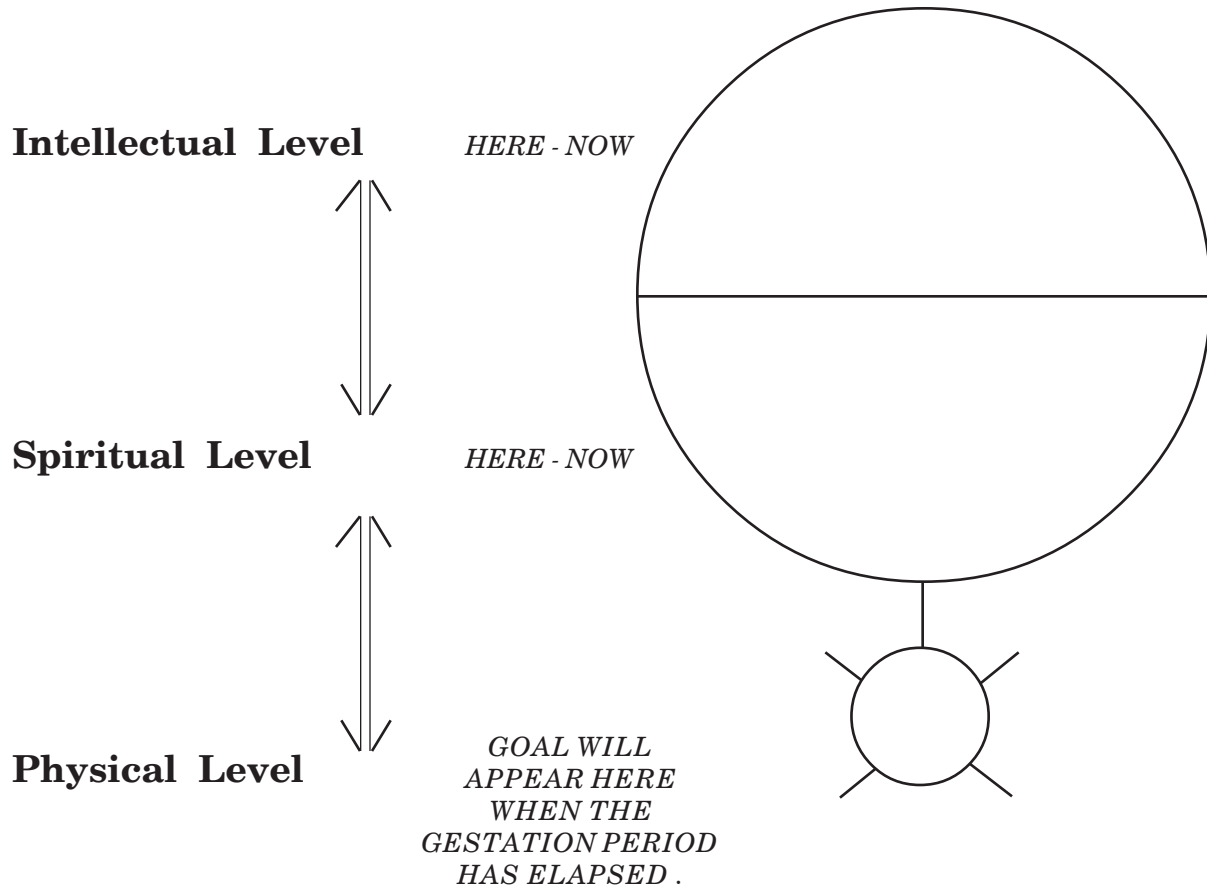
5. Never change the goal - change the time - change the plan, but keep focused on the goal. You will receive it on the third level of creation, the physical level.



***“There is one thing stronger than all the armies in the world  
and that is an idea whose time has come.”***

Victor Hugo

# NOW YOU KNOW, SO YOU CAN BELIEVE



You already have your goal on the spiritual and intellectual levels of your life. Give thanks for it, enjoy it, and act as if you have it, **BECAUSE YOU HAVE.**

Understand, it is only a period of time until you can touch it with your physical body or enjoy it on the physical level, or until you can show it to someone else on the physical level. You can already share it with them on the other two levels, through words and feelings.

***“The future belongs to those  
who believe in the beauty of their dreams.”***

Eleanor Roosevelt

# THE DECIDING FACTOR

## BELIEF

In every book there are countless stories of men and women who had great purpose and high ideals; they worked toward and reached incredible goals. Time after time these people came up against obstacles or circumstances that would have stopped the average person. These people would find themselves in situations which appeared devastating - they might have lost fortunes, loved ones or possibly had to battle some great physical problem. But they never appeared to waiver; it seemed as if nothing could stop them.

You very likely can think of a number of people you know personally, or know of, who might be giants in your industry when it comes to producing results.

The record of history in sports is filled with such examples.

What made these people great was their BELIEF - it was unshakable. No one and nothing could disturb nor destroy their BELIEF.

It could very easily appear as if some emotional or capricious God had singled out, reached out and touched these individuals, and that is what caused them to do such great things.

Everyone, including YOU, has been touched, blessed, endowed with the tools. You must develop a BELIEF based on understanding, as these people did for themselves.

Their faith was not blind; the kind which is easily shattered by the first knock that comes along. Their faith had a strong foundation based on understanding.

It was not difficult for them to Believe, because they KNEW and understood their role in the creative process of life.

*If you had the opportunity to redecorate and refurnish your home, would you? If you would, describe how would you do it.*

1. \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
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2. \_\_\_\_\_  
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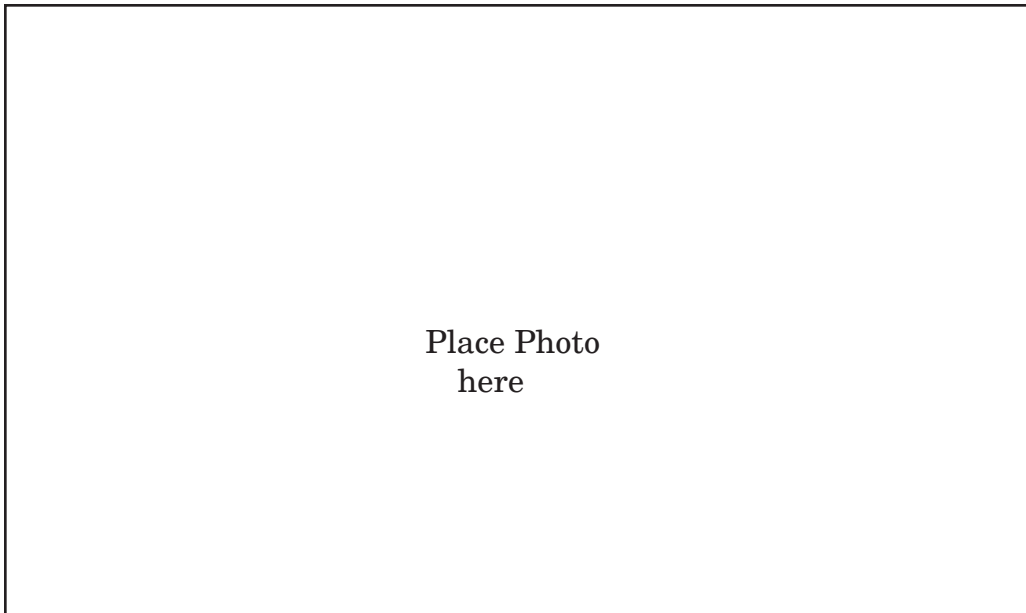
*“There is something that is much more scarce,  
something rarer than ability.  
It is the ability to recognize ability.”*

Robert Half

# A PICTURE IS WORTH A THOUSAND WORDS

Use your sensory factors whenever possible to assist you in getting a clear image of your goal.

Have a photograph taken of you with or in your goal and get two copies made, or cut two pictures out of a magazine of your goal; paste one picture here in your book and carry one with your goal card.



I will have this photo by \_\_\_\_\_  
Date

\_\_\_\_\_  
Signature

# Notes

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***Repeat Andrew Carnegie's advice to Napoleon Hill -  
10,000 times.  
Burn it into your mind.***





***“Any idea that is held in mind, that is emphasized,  
that is FEARED or REVERED will begin AT ONCE  
to cloth itself in the most convenient and appropriate form  
that is available.”***

*Andrew Carnegie  
as given to Napoleon Hill*

***YOUR GOAL CARD IS A SYMBOL,  
CARRY IT EVERYWHERE,  
EVERY DAY***

Don't be discouraged if you find days when "it doesn't work", or if you find that you reach a plateau. Plateaus are experienced occasionally in the learning process, and you may experience a negative swing, which is part of the natural rhythm process of your life. Persistence during such periods will be required, but it will be worth the effort.

Write your goal on your goal card. Carry it loosely in your pocket or purse, and touch it often. This card is only a symbol, when you touch it the cells of recognition in your brain will be triggered, and the image will flash on the screen of your mind. Remember, the picture that you hold in your mind most often, will eventually be expressed in physical form or circumstance.

<b>MY GOAL</b>	
BY _____	20 _____
_____	
_____	
_____	

# REVIEW WHAT YOU HAVE ALREADY ACHIEVED!

1. You chose your goal.
2. You consciously built a mental image of your goal.
3. You made a written description of the mental image of your goal.
4. You have planted the image (the non-physical seed) in universal intelligence (your sub-conscious mind).

## ATTRACTION AND ACTION

Spirit or universal intelligence works in your world from the **outside in through attraction**, and from the **inside out through action**. It never expresses itself other than perfectly. The imperfection is in our individual or collective ways of thinking and acting.

Universal intelligence will always look after the **Attraction**. You must take full responsibility for the **Action**. Continually see and feel yourself as the person you want to be. You do that by keeping the image in your conscious mind and in the present tense. Let yourself be emotionally involved with that image. This mental activity keeps you in the vibration you must be in to attract whatever you require.

(refer back to Order of Visualization by Genevieve Behrend on page 63.)

# DESIRE

The image of your goal properly planted and constantly nourished with positive, expectant thought-energy will cause your goal to develop into a burning desire.

*“Desire is the effort of the unexpressed possibility within you, attempting to express itself through you in physical form.”*

*Wallace D. Wattles*

## FEELING IS THE LANGUAGE OF THE SUB-CONSCIOUS MIND

When you develop the desire you will feel what you should do - **DO IT!** Even in the early stages before the desire has developed strength, those feelings of what you should do will be there - **DO THEM!** Your sub-conscious mind is giving you the direction to your goal. Many of the actions will require you to do things you are not in the habit of doing and old habits die hard. The old habits will fight back. You will be tested many times every day. Discipline and persistence come in to play in the early stages. However, by following your new feeling these positive actions will soon replace the old habits.

## THE NEXT STEP

As you follow your feelings and take each step ahead toward your goal you will quickly become aware of the changes which take place in your conditions, circumstances, and environment as a result of your new actions.

Through reason (thinking) you will adapt to these changes and a new awareness will form in your mind. **You will then and only then see (feel) the next step,** and so on and so on to your goal.

Without the higher awareness which developed because of the changes you would not be able to see the next step. The good that people wish for is always here, they are not aware of it. Now you are, enjoy it - you have earned it!

# THE RIGHT ROAD TO A BRIGHT FUTURE



*"If a person advances confidently in the direction of their dream,  
and endeavors to live the life they have imagined,  
they will meet with success unexpected in common hours."*

Thoreau

# THE GOAL ACHIEVER GETS THINGS DONE

The world has always cried for men and women who can get things done, for people who are self starters, who see a task through to its finish.

It isn't how much you know, but what you get done, that the world rewards and remembers.

The biggest handicap to success, is not a lack of brains, nor a lack of character, or willingness. It is weakness in getting things done.

Millions of people are held back from success because they don't know how to get things done, more than any other single reason.

These millions of people who fail to do something great with their lives know what to do - and almost do it on time. They almost win promotions. They almost become leaders. They may miss by a minute or an inch, but they do miss, because they never invested the time and energy to chose a goal and give direction to their life.

The "Almosts" are not lazy. Often they are busier than the very effective few. They putter around all day long and half the night, though they fail to accomplish anything of any real importance.

They are held back by indecision, by a lack of organization in their work and by an over attention to minor details.

You don't have to work harder, you must work more effectively. You must learn to make your work count.

**The Goal Achiever** makes their work count.

**The Goal Achiever** raises the world's standard of living.

**The Goal Achiever** wins the big share of the world's rewards.

**The Goal Achiever** is the person who has a clearly defined goal, has made a list of goal achieving activities for each day and will not permit the "Almost's" to distract them.

# **THE GOAL ACHIEVER MAKES IT HAPPEN**

The Goal Achiever does a tremendous amount of work in a minimum period of time. They have a long list of projects, which they complete daily. Goal achieving projects - in other words, work that counts. They are not just busy, for the sake of busy-ness; they are effective because they have a tremendous respect for goal achieving matters which need to get done.

## **PRODUCTIVITY BECOMES AUTOMATIC**

The Goal Achiever develops an awareness which enables them to “Automatically detect those projects, in their daily lives, that are goal achieving and which call for immediate attention, they then act on them until they are successfully completed”.

## **THE GOAL ACHIEVER IS A PROFESSIONAL**

The Goal Achiever very rarely ever rushes; and is seldom in a panic. Hurry, Rush, and Panic are mental states that individuals who do not have a goal experience whenever they have a lot to do. They also cause confusion wherever they go. Goal Achievers always have a lot to do; they know they will get it done, and they complete their projects in a calm confident manner. They are professionals.

# THE GOAL ACHIEVER'S DAILY ACTIONS

for \_\_\_\_\_ 20 \_\_\_\_\_

**THESE SIX GOAL ACHIEVING ACTIVITIES MUST BE COMPLETED TODAY.**

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*Goal Achievers are in action every day before the masses even start to get ready for their day.  
Goal Achievers make daily commitments, and keep them.  
These six actions WILL BE DONE TODAY before I lay my head on a pillow.*

# THE BEGINNING



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