

Wallace Wattles' Classic Book

*The Science of
Getting Rich*

Made Easy

with EFT

21st Century Tapping Technique

**Phillip Mountrose
and Jane Mountrose**

**THE SCIENCE OF
GETTING RICH
Made Easy with EFT**

**Summary of Teachings
By Wallace Wattles**

**Made Easy with EFT
by Drs. Phillip and Jane Mountrose**

**Holistic Communications
Arroyo Grande, California**

Notes to our Readers

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Introduction

OUR COMMENTARY

We'll always remember the day we discovered *The Science of Getting Rich*. It was like discovering a priceless treasure. Reading and implementing the teachings in Wattles' classic book has been transformational. Now we want to share the opportunity to take this amazing adventure with as many people as possible.

You may be skeptical about the idea that there is a science of getting rich. We certainly were. We initially thought a book about "getting rich" would be materialistic and unlikely to deliver on its promises. What we discovered astounded us. Wattles' "science book" is both practical and profound, tapping into the purpose of life and our infinite potential.

One thing that triggered our interest was learning that *The Science of Getting Rich* was Rhonda Byrne's inspiration for *The Secret*. She reported that since Wattles' book came into her hands, life has never been the same. Her life took an immediate turn and her wealth soared. We are happy to report that our experience has been similar and know that it can be life-changing for you, too.

Why you may not have heard of Wattles' "Science Book" before now

One reason *The Science of Getting Rich* has not gained more popularity is because the writing style is challenging, being that it was created 100 years ago. We don't want this to stop you because Wattles paints an amazing picture of wealth as a science and more. With this in mind, we have created summaries of the original chapters so you can get a grasp of each of the concepts. We think you'll find these abbreviated chapters reader friendly.

Then, after each chapter summary, we added commentary based on our experience as students of Wattles' teaching, along with our experience as success coaches and energy healers. We take this a step further with EFT, the Emotional Freedom Techniques. If you are unfamiliar with EFT, you can learn the basics in Appendix A of this book. In each chapter, we provide ways that you can use this powerful energy healing tool to clear blocks that could prevent you from fully implementing Wattles' teachings.

Wallace Wattles delineates specific steps anyone can take to become rich. He further leads the reader to a balanced development of the body, mind, and spirit. As a tool for personal and spiritual development, Wattles explains how realizing the desire for wealth and greater life benefits us individually and collectively.

Money and Evolution

Have you ever wanted more money? This may seem like an obvious question, but it is an important one. Just about everyone wants more money, yet many people recoil from the thought of being "too materialistic." Some even take pride in stifling their desire for a fuller and richer life.

If worry about being too materialistic, these thoughts from millionaire mentor Brendon Burchard on *The Science of Getting Rich Made Easy with EFT Audio Series* may help:

Those who serve but don't make money a priority... never make the difference they could have made.

At the same time, you don't have to have massive amounts of wealth to make that difference. I think Mother Teresa and her whole story... is very fascinating. She was able to serve literally millions people. What people don't understand is she also had extremely wonderful financial contacts and financial contributors to make her message and her ability to serve go even higher and higher.

So, it is important to have that level of abundance to make a message go bigger. And I think that people need to constantly realize that in today's economy, we have to control our financial destiny. We have to dictate and decide what we will do and how much money will we make... It's not the end-all, be all. It's not THE most important, but if money is not up there with all your other priorities, including service, then it will never happen.

Wallace Wattles puts this conundrum into perspective. He points out the fact that money is the main resource we use to live fully, to expand and grow. Without a free flow of resources, our development is stunted.

***If you feel drawn to making a difference in the world,
you have to master money.***

Money plays a role in just about everything we do. As Brendon mentioned, money isn't everything, but we have to recognize how important it is. Like taxes and politics, it becomes a taboo subject. When we compartmentalize our awareness of money, it ends up undermining us.

Would it enhance your life to explore nature in exotic places? If so, you need money to get there.

Do you want to help others with your time and resources? This too takes money.

How many times have you wanted to travel, to attend a seminar, or purchase a resource that would further your growth only to decide you "couldn't afford it?" Removing this roadblock is the essence of *The Science of Getting Rich*. It's not primarily about making money. It is about having all the resources you require to live fully. It's about realizing your

purpose and making the difference you long to make in the world. It is about playing a part in evolution and movement toward a better world.

Your Desire for Money is Healthy

From more than two decades of experience as writers, coaches, and energy healers, we would say that the lack of money is the Number One barrier that people who want to do something meaningful with their lives face. Wanting money is healthy. And having money can be healthy when it is used as a tool for development. As Wallace Wattles tells us, having all the resources you need to live fully, expand, and grow is your birthright. In essence, *The Science of Getting Rich* provides an enlightened perspective on becoming wealthy.

While Wattles' "science book" is still relatively unknown, it has inspired many of today's most successful thought leaders to rise to greatness. Here's what Bob Proctor, who was featured in *The Secret*, calls *The Science of Getting Rich*:

***“...the exact Formula to achieve any financial goal
with mathematical certainty no matter what condition
the economy is in.”***

Wattle's Science Meets Quantum Physics

Wallace Wattles was way ahead of his time. He provided a complete guide for mastering the Law of Attraction, starting with the idea that our reality is held in place by our thoughts. What Wattles described as a science a full century ago has now become accepted as true science with the discovery of quantum physics.

Quantum physics proves that we are indeed creating with our thoughts every moment of every day. The idea that we can transition into a different reality by changing our thoughts is now considered to be a proven scientific fact. Here's the challenge for us now: to evolve to the point where we can open to Wattles' science as a practical teaching to make miracles happen in our daily lives.

Your Opportunity

Wallace Wattles blazed a path that many have followed to expand their awareness of themselves and become rich. Most people are still doubters and as you read on, you'll understand why.

Fortunately, the conventional thinking that limits so many people doesn't have to stop you. You don't have to wait for anyone else to recognize the truth. You can join us on this amazing adventure and live life to the fullest. The key is learning to live in a "Certain Way," which Wallace Wattles describes beautifully.

Wattles claims that his scientific method works and his claim has been validated both by some of the greatest minds in history and some of the greatest minds of today. We sense that *The Science of Getting Rich* didn't play a bigger part in *The Secret* because of its directness. Most people are not ready to do what it takes to put the Law of Attraction to work for them. *The Science of Getting Rich* turns the information in *The Secret* into a step-by-step formula that can produce truly magical results.

You are undoubtedly reading this because you long for more. Maybe you want more comfort, more excitement, more opportunities. Maybe you want to do something that matters. At the same time, you may not have any idea how to change the direction in which life is taking you. If this sounds familiar, take hope. We've been there ourselves and know that there's a way for you.

Jane's Story

There was a time in my life many years ago when I took an assessment of my situation and concluded that I didn't matter, that nothing I could do could possibly make a difference or have a positive impact on the world. This was years before EFT came into being and I had a lot to learn. To put it in EFT terms, I was hardly a one-minute wonder.

At the time, I was progressing in a successful career as an architect, but it was not feeding my spirit. I felt like my soul was dying, without having any idea of what that might mean. I knew that I had to do something dramatically different to make life worthwhile.

I didn't know anything about *The Science of Getting Rich* or any of the amazing truths I would find when the Infinite Intelligence of the Universe would bring it to me. I DID know that I could no longer live a "settled for" life, so I set out to discover a new way of being in the world.

Though it wasn't clear to me then, that moment marked a transformational shift in the direction of my life. In response to my desire for change, the universe provided everything I would need to lead an extraordinary life. Step-by-step, things began to change. The right information and the right opportunities have presented themselves again and again at the perfect time.

Since then, along with Phillip, I've had the opportunity to shift into a new career of writing, holistic healing, success coaching, and helping others to create extraordinary lives. In the process, we have learned to live on our own terms. We have an amazing life, living where we want to live, doing the work we love, having lots of free time, and enjoying the fruits of our efforts every day. Most importantly, I now see that I DO matter, that I CAN contribute something positive to the world, and I CAN make a difference.

Ralph Waldo Emerson once wrote: "Every time you wink, the stars move." We all have more impact than we could possibly imagine.

We've winked a lot. Together, Phillip and I have touched thousands of lives over the years. Now we feel more inspired than ever to help people to let go of limits and live fully. EFT has

played a major role in this transformation, providing tools for our own healing and growth, as well as for the advancements of those who have purchased our books and participated in our programs.

I will be forever grateful that the universe brought *The Science of Getting Rich* to us. By the time it came into our hands, we were ready to take it in and allow it to guide us in taking our next steps. With the current economic situation, we believe it is a perfect time for many more people to gain access to these teachings, so they can come fully alive and prosper in all ways.

This may be the perfect time for you. Wherever you are in your life, the universe is showing you that there is more (possibly much, much more) than you ever imagined before today. If you already sense that this is true and want a roadmap to this new reality, you are in the right place.

Here is the first key. Be open to learning something that is completely new. Read Wattles' instructions carefully, and start to apply his extraordinary teachings. And when you do the processes to make it easy with EFT, you can progress with lightening speed as you eliminate roadblocks on your path. You may be able to literally take years off of the progress you would make without the benefit of EFT. So by all means, go for it!

How to Use This Program

The Science of Getting Rich provides secrets to the mysteries of life. We read it again and again and we receive something new each time. Look at this as a study program. Take it seriously and you will reap huge rewards. We devote 10-30 minutes each day to our studies of this information and related information that we list in Appendix C, Resources.

1. **Make time for your studies.** If you are thinking you don't have time for this, think again. This needs to be clear in your mind. **These are among the most important 10-30 minutes of your day.** Preferably, set this time aside at the beginning of the day. It will set the tone for the whole day.

If you are not getting the results you want with your current approach, let us be direct: you are going to need to make some dramatic changes. The only way to get different results is to do things differently. This means changing your mindset and habits to produce better results while enlivening and enriching your daily life.

2. **If you don't know how to do EFT, learn the steps in Appendix A.**
3. **Read the "cliffs notes" type summaries of each of the chapters of Wattles' book** to get the whole picture. This should give you some great ideas for ways that you can start to put *The Science of Getting Rich* to work for you. Pay close attention to his instructions on how you need to think and act in a "Certain Way" to become rich. These are real keys to creating the life you desire.

4. **Keep a journal.** We provide exercises and EFT processes throughout this book to make it easy to incorporate Wattles' teachings. A journal will help you to log and integrate the information. The act of writing is powerful.
5. **Use the EFT** processes to clear the blockages you discover in your studies. If you review the Table of Contents, you will notice that there are a lot of EFT processes in this book. Don't let this overwhelm you. Take one step at a time. Clearing issues can be exciting and enlightening. It can also change your perspective on reality and that is the ultimate goal of the processes in this book.
6. **Apply what you are learning.** This has to be a priority every day.

MAKING IT EASY WITH EFT

***The Science of Getting Rich Made Easy with EFT* draws on a group of techniques that many EFT users call a “modern miracle.”** EFT is definitely unusual. By tapping on a series of points on the body, people often experience dramatic changes in a matter of minutes. We will be presenting ways that you can use EFT to clear out limiting beliefs about what you can be and what you can do with your life. We call our methods the "Getting Thru Techniques" (GTT). These targeted approaches help you to hone in quickly on the source of any difficulty and to clear it effectively with EFT.

If you currently doubt that the science of getting rich could work for you, you will probably be amazed how you will feel when you use EFT to make it easy. Like many people, Law of Attraction Expert Bob Doyle, who you may know from *The Secret*, initially resisted EFT.

Here's how Bob Doyle described his experience with changing beliefs and putting the Law of Attraction to work in his life in *The Science of Getting Rich Made Easy Audio Series*:

Once I learned about EFT and finally stopped resisting it because I couldn't make any logical sense out of it, I realized that this is a much quicker way and that we are dealing directly with the body's energy system. The thing just clicked for me and I realized that this energy that is our limiting beliefs really acts like a force field. It's exactly what it is.

As Bob Doyle and so many others have found, bringing your energy system into balance with EFT can produce dramatic changes in your life. EFT will help you to transition into a more expansive view of yourself and your possibilities. Once you have read the summaries of all the chapters of Wattles' teachings, you'll be ready to go back to the beginning and read each chapter again, along with the commentaries and suggestions for using EFT.

If you're not sure that the idea of getting rich and living fully is possible for you, take heart. EFT is truly magical. When we started to use it in 1998 in our practice as holistic practitioners and trainers, it supercharged our work. Over the years, we have watched thousands of people transform their lives with these techniques. As avid followers of *The Science of Getting Rich*, we also use EFT regularly ourselves to open to our next steps and full potential.

We don't want to leave you without offering a way to use EFT now, so here is the starting place. "Millionaire maker" Marshall Sylver teaches that our thoughts and actions are generated by programs in the unconscious mind. He further explains that there is a Master Program that is like a key to everything else. Would you like to know what it is?

The question here is how do you view change? Does it have to be painful and take a long time? Or can it come easily, maybe even in minutes, as so often happens with EFT. We would suggest the latter and offer this affirmation for you explore. This is Marshall Sylver's master program:

Positive change comes easily to me.

Adding EFT

This is a perfect time to remove thoughts that succeeding with this program has to be difficult. If you have doubts that this could occur with ease, use EFT to relieve those doubts. Some suggested affirmations:

- Even though I doubt that the science of getting rich could work for me, I accept myself and know that positive change can be easy.
- Even though I'm not sure that getting rich is a noble goal, I accept myself and I am open to making positive changes easily.
- Even though I'm not really even sure that I want to get rich, I completely accept myself and I am open to making positive changes with joy and ease.
- Even though positive changes haven't come easily before, I know that this can change and I open now to creating a bright future.
- Even though I have my doubts, I am open to the thought that a better life for myself and those I love is on the way.

Do EFT in the normal way with any three of these affirmations (or more if desired), than tap on the points, using any reminder phrase you desire as you tap on the points. Even if you feel relatively comfortable with the "positive change" statement, you can strengthen it even more with EFT. This will set the stage for you to get great results with this program.

Changing Habits

It is commonly believed that it takes 3-4 weeks to change a habit, so you would be wise to focus on the "positive change" affirmation for at least 28 days. In addition to using EFT, you can write "Positive change comes easily to me" on post-it notes and post them all around your environment, so you see them many times each day. Say "Positive change comes easily to me" aloud to remind yourself that it is true for you. If you genuinely believe that following this program can be easy, what might happen?

Also keep this four-week time frame in mind when you approach other changes suggested in *The Science of Getting Rich*. Just reading about something doesn't change it and understanding how to change habits is a key to your success. Application and repetition are essential. Taking steps toward success also feels exciting, when it becomes a habit.

You wouldn't be reading this if something inside you wasn't saying that more is possible. Your journey begins as you turn the page and start to take in the profound truth of *The Science of Getting Rich*.

Preface

SUMMARY OF WATTLES' TEACHINGS

Wattles begins with a statement of his intent: to provide a practical manual for people who want to get rich using a scientific method. It is for those who are willing to take the conclusions of science as a basis for action, without lengthy descriptions of the origins of his conclusions.

Rather than repeat his studies, Wattles asks you, the reader, to prove the truth of his science by acting upon his instructions without fear or hesitation. He promised that every person who follows his formula will certainly get rich, because the science he applied is an exact science, and failure is impossible.

Wattles' Sources

For the benefit of those who wish to investigate philosophical theories and secure a logical basis for faith, he cited some authorities.

This science stems from the theory of the universe that All is One, and One is All. The picture Wattles creates builds on the statement that one intelligent substance manifests itself as the seeming many elements of the material world. For his sources, he cites the foundation of all the Oriental philosophies, as well as those of Descartes, Spinoza, Leibnitz, Schopenhauer, Hegel, and Emerson.

His Promise: It Works

According to Wattles, the plan of action laid down in this book has been thoroughly tested, and bears the supreme test of practical experiment - IT WORKS. His advice: if you want to reap the fruits of these philosophies in actual practice, read this book and do exactly as it tells you to do.

OUR COMMENTARY

This book is for people who want to transition from an ordinary life with limited resources and possibilities to an extraordinary life with abundant resources and infinite possibilities.

The Science of Getting Rich is a self-help book. Its purpose is to show you step-by-step how to become rich using a scientifically proven method. Your challenge is to apply each of these steps in your daily life. Don't try to reinvent the wheel or take shortcuts by only

implementing parts of this book. **Wattles teachings are intended as a whole system that needs to be followed in its entirety.**

Our purpose is to make Wattles' writings more user friendly. As success coaches and EFT energy healers, we want you to succeed with joy and ease. With the addition of EFT, this is possible. You have in your hands the most exciting of opportunities.

Opening Your Mind and Heart

You may be wondering why everyone is not rich now if Wattles' promise is true. There is a simple reason for this: *The Science of Getting Rich* requires a transformation in the way you think, act and exist in the world. **You have to be a dedicated student** and apply what you learn in your daily life. Remember, if what you're doing now is not producing the results you want, you have nothing to lose and everything to gain.

Here's what Marshall Sylver, who we mentioned earlier, says about becoming a millionaire: **"It's not hard, it's just different."** You could call this the missing secret. You will have to discard much of what you have been taught about reality to open your mind and heart to the possibility that Wattles' promise is true and possible for you.

***It is not because things are difficult that we do not dare,
it is because we do not dare that they are difficult.***

- SENECA

Genuine thought is rare and this is what Wattles asks of you. You have to be willing to go beyond much of what you have been taught since childhood, and most of what people around you now hold to be true. **If you do this, the rewards are immeasurable.**

A Transformation in Thinking

This transformation in thinking involves a shift. It takes you from conventional, programmed thinking to enlightened, creative thinking. Wattles is describing a transition to a different plane of reality, which you could view as humanity's next step. This journey takes you from a reality based on fear, limitation, and separation to one characterized by love, possibility, and oneness. If you choose to make this transition, you are still among the first and the path you forge for yourself clears the path for those who follow.

We invite you to open your mind and your heart, moving out of your head into your greatness. **Notice critical thoughts and let them go for now.** Conventional thinking may say things like "This is ridiculous" and "Who do you think you're kidding?" We're just asking you to go beyond these kinds of reactions. Many of our critical thoughts are programs stemming from fears and thoughts of limitation that have been running through our heads for most or all of our lives. They can change, but **you must open your mind to something new.**

YOU HAVE NOTHING TO LOSE AND SO MUCH TO GAIN. Learning to think differently and doing things differently could transform your life, along with the lives of the people you love.

MAKING IT EASY WITH EFT

As coaches, we challenge you to read a chapter or two from this book (about 10-30 minutes) each morning. Once you have read the whole book, you may also want to read the original *The Science of Getting Rich* and *The Science of Being Great* to deepen your understanding.

The purpose of reading and rereading, which Wattles explains, is to access the full power of your mind. You have to shift your default way of thinking from conventional, programmed thinking to creative thinking, because your actions and results are the fruits of your thoughts. You need regular exposure to these ideas to make them your natural perspective and to become a true creator of your life. It's like upgrading your diet from highly processed thinking to highly focused thinking.

The Learning Process

Wattles explains how this works as you progress with the book. For now, look at it like learning to drive a car. Before you ever start driving, you have to learn where things like the gas pedal, brakes, and steering wheel are located and how everything works. But just knowing the locations of these features doesn't make you a good driver.

Next you have to get in the car and drive. It's scary and awkward at first. You may find yourself turning too quickly, not braking quickly enough, or unable to figure out how to turn on the lights when night sets in. With practice, all of this changes, and with enough practice, it becomes so automatic that you reach a point where you sometimes can't even recall how you got from point A to B.

When you learned to drive, you probably never thought of giving up before it became automatic. You saw other people doing it and knew you could do it, too. In fact, if someone had told you that you would never be able to master driving a car, you probably wouldn't have listened. You knew it was going to happen.

You were also open to following the steps you were taught. You probably didn't try to second-guess your instructor or leave out any of the keys for safe and effective driving.

You have to approach your studies of *The Science of Getting Rich* in the same way. The following Learnability Scale outlines the steps you will implement with these teachings.

Steps in the Learnability Scale

1. **Study.** Set aside time to study every day. Learn where things are located and how everything works.

2. **Open to new ideas.** Don't leave out any of the steps. You will only absorb as much of this material as you are open to learning and every element of Wattles teachings is critical for your success.

Have you ever wondered why you can reread the same book and get more out of the second time? It is because you can only learn what you are ready to learn. The same is true here.

3. **Practice.** Apply the teachings until thinking and acting in what Wattles calls a Certain Way become automatic. This will take time, but it's essential.
4. **Avoid naysayers.** Don't let people who don't know how to create what they want convince you that you can't master these teachings. Keep practicing.
5. **Use EFT.** To make it easy, remove any obstacles in your path.
6. **Expect miracles.** As the process becomes more and more automatic, watch miracles unfold in your life.
7. **Enjoy the journey!** Your ultimate joy will come with greater aliveness and growth.

To use this scale, take out your journal now and rate your willingness to learn on a scale of one to ten, with ten being totally willing to implement each of the seven steps. Notice any areas where you are weak and ask yourself why. These are areas you can address with time management and with EFT. The goal is to be high on the scale for each step.

EFT and Continuous tapping

To incorporate EFT, our suggestion as you enter these studies is to use “continuous tapping,” which EFT Expert and Peak Performance Consultant Steve Wells uses with great effectiveness in his work. You can hear about it directly from Steve in this excerpt from *The Science of Getting Rich Made Easy with EFT Audio Series*:

We don't just have to focus on the problem and do the tapping process on that.
We can actually just tap on the points, carry on a normal conversation like we are now, or... listening to this conversation.

Continuous tapping is a simple approach to EFT that you can use any time. Without any evaluation, affirmation or specific focus, simply tap on the points as you read, particularly when you encounter ideas that trigger critical thinking and your concepts of what is possible for you. This “continuous tapping” will open your energy system to receive the information more easily and to connect you with your infinite potential.

Learnability and Continuous Tapping

Continuous tapping is just tapping through the EFT short sequence repeatedly, in this case as you read. You can also use continuous tapping as you discuss a topic that has emotional

intensity and notice what happens. If you want, you can measure the intensity of your reaction before you start and notice how it shifts as you tap through the points.

Start by tapping as you review your results on the Learnability Scale. As you tap, talk with yourself about your expectations, concerns, misgivings, and whatever comes up. Notice how the conversation shifts as you continue to talk and tap. In your journal, jot down any changes you notice in your learnability. Where your ratings are low, be sure to return to the Learnability Scale as you progress with this program. The higher your learnability on a scale of one to ten for each of the seven steps, the greater your prospects for success.

Further Use of Continuous Tapping

Just relax with it and tap as you read this book when you notice fear, doubt, and critical thoughts entering your awareness. Notice how these patterns shift as you tap. As mentioned, the goal is to read with an open mind. You don't have to believe that anything we (or Wattles) say is true. Your results will provide proof. But you will never get to the results if your mind is closed, so having an open mind is a great place to start.

CHAPTER ONE

The Right to Be Rich

SUMMARY OF WATTLES' TEACHINGS

Chapter One sets the stage with Wattles' powerful theory of the purpose of life and the evolution of the universe: greater life. **The object of all life is development and everything that lives has an inalienable right to all the development it is capable of attaining.**

How Does "Getting Rich" Fit into this Picture?

We develop in mind, soul, and body by making use of things. And the purpose of life is to experience more aliveness through the unfoldment of the soul and the development of talents. It naturally follows then that our right to life must include our right to have the free and unrestricted use of all the things that may be necessary to feel more alive on all levels, physically, mentally, and spiritually; in other words, our right to be rich.

Life has evolved to a stage of complexity where each of us needs a great amount of wealth to live in a manner that approaches completeness. Every one of us naturally wants to become all that we are capable of becoming. To understand the science of getting rich is therefore the most essential of all knowledge.

A Positive View on the Desire to Be Rich

Desire is possibility seeking expression, or function seeking performance. It is perfectly right that you should want to be rich. If you are a normal person, you cannot help doing so. It is perfectly right that you should give your best attention to the science of getting rich, for it is the noblest and most necessary of all studies. If you neglect this study, you are derelict in your duty to yourself, to God, and humanity. You can render to God and humanity no greater service than to make the most of yourself.

OUR COMMENTARY

Wallace Wattles' perspective on evolution and the right to be rich can come as a tremendous relief. It takes the guilt out of the desire to have more and to be more. It's an opportunity to choose what is true for you and live on your own terms.

People are recognizing that there is a deeper meaning to life, that each of us is here with a purpose and unique gifts to share. It quickly becomes obvious that we need money to realize our purpose and feel fully alive.

For many, it is also a relief to learn that this book is not about having money to squander on meaningless indulgences. It's not about getting money. Rather it's about understanding money as an essential resource and valuing it for what it provides.

It is about advancing as human beings and helping to further the evolution of the planet. This understanding puts the desire for money into perspective and removes the guilt many people feel about wanting more money.

EFT Expert Brad Yates made this interesting point about the right to be rich on *The Science of Getting Rich Made Easy with EFT Audio Series*:

People often look at an opportunity and say, "I can't afford it." This becomes an all-purpose excuse. If we're afraid of life, if we're afraid of success because success is also our birthright, greatness is our birthright and if there's a part of us that's afraid of that, then not having enough money becomes a convenient justification for being less than we can be.

It's like, "Oh, I could have been a concert pianist but I couldn't afford the lessons. I couldn't afford a good piano. I couldn't afford the rehearsal space."... I think that's where Wallace Wattles says it's not only your right, but it's a sin to settle for less than you can have.

What are you missing because you think "I can't afford it?" You wouldn't be reading this if there wasn't something inside you urging you to be more. This is your opportunity to claim your right to make this desire a reality.

Phillip's Story

As a child, I was fascinated with personal and spiritual growth. What's the purpose of life, the deeper meaning under the surface of things? Clearly there must be much more to life than surviving and making a living.

By the time I reached adulthood, I had compartmentalized my life. There was the exciting search for the deeper meaning of things, and then there was the necessity of making a living. To survive, I eventually became a school teacher.

As everyone knows, school teachers are not paid on performance. In fact, they are hardly paid at all. So although I enjoyed teaching, and learned to do a good job of it, it was quite clear that I was not on a path to financial freedom.

As the years passed, my pursuit of personal/spiritual growth and mastery intensified, especially as a result of teaming up with Jane. We have been blessed with a supportive relationship that inspires both of us to expand and grow. As Jane mentioned in her story, our search led us to the conclusion that we wanted to live on our own terms.

When we reached out to the Universe with our desire to live fully, my teaching experience gained new value. It led us to develop a part-time, then full-time, holistic coaching/healing practice, specializing in teaching and offering certification programs covering topics like holistic hypnotherapy, kinesiology, EFT, and success coaching. We also drew on our

experience to create and publish a number of self-help books, audios, and videos over the years.

Unwittingly, we had followed some of the principles in *The Science of Getting Rich*. We created a comfortable life with some material success, following our hearts and staying on course by taking action.

By the time we started studying *The Science of Getting Rich* in earnest, we were ready to take our work and our lives to a new level. By then, I knew that, from the right perspective, prosperity and personal growth go hand-in-hand. In fact, growing and living fully are at odds with scarcity consciousness. *The Science of Getting Rich* gave us some missing pieces with Wattles' step-by-step instructions, filling in many holes in *The Secret*.

The Secret was a groundbreaking introduction of key success ideas, and it is wonderful that it has reached such a large number of people. It's easy to consume, but it is really just an introduction to the possibilities of becoming a true creator. Most people need to learn more skills to get the kinds of results they desire.

I feel thrilled and blessed to have come across *The Science of Getting Rich*. It is still far ahead of our time. By combining its principles with EFT for clearing blocks, you have a divine marriage. You now have the information and tools to transform yourself, live your dreams, and make the world a better place for everyone.

Your Brightest Possible Future

The greatest motivator for studying and implementing these teachings is having a dream of your brightest possible future. As the song goes,

***If you don't have a dream,
how are you going to make a dream come true?***

Take a moment now to get a glimpse of what your life might be like if you could live on your own terms. A key here is to think in terms of feeling alive and lighthearted, having complete freedom, and enjoying each day. As you go through the following questions, think of there being no restrictions in terms of time, location, money, or any other things that could imaginably limit you.

Being in "THE ZONE"

Let your heart be your guide, and make being happy and enjoying each day your overriding goals. Being joyful is something you can accomplish relatively quickly if you set your mind to it and use some EFT. We're not talking about masking pain. We're teaching you an essential principle: **match your positive thoughts with positive feelings, a state we will refer to as being in "THE ZONE" throughout this book.**

Focus on your heartfelt desires and think in terms of what makes you feel completely free, excited, and joyful about being alive. You can also think of this from the perspective of the end of your life and how you might want to describe what you did to live fully.

- **What kind of work would you do**, if you could do whatever you want and make the greatest possible contribution to the world?
- **Where would you want to live** if you could live anywhere you want to live?
- What would your living environment look like?
- **How would you describe your health** in body, emotions, mind, and spirit?
- **Where would you work** – in an office, at home, on the road?
- **What would you like to do with your free time** – travel, hobbies, time with family and friends?
- **What might you want to learn** through seminars and other forms of study?
- **What else might be essential** to experiencing the greatest possible sense of freedom, joy, and aliveness?

If you haven't thought about these things before, this may take some reflection. As Antoine De Saint-Exupery so beautifully stated:

***Now, here is my secret, a very simple secret.
It is only with the heart that one can see rightly;
what is essential is invisible to the eye.***

Have your journal handy and as you connect with your heartfelt desires, jot down the things that feel energizing. Make this exercise a priority. Having a clear image of your brightest possible future will guide you toward creating a more inspired and fulfilling life. Without it, who knows where life might take you?

Setting Your Goals

To organize your thoughts as you continue with this book, decide on about three to five things you want to accomplish that would make the biggest difference in your life. These will become goals to focus on as you continue with this program. Don't worry about getting them exactly right. You can adjust them or change them completely as you progress.

Make one of these goals an income goal, because we will be discussing money. If you set an income goal that challenges what you believe to be possible, it will bring up objections, fears and doubts that you can clear with EFT. This is a positive step. The aim here is to challenge yourself to reach for more, clear the objections, and open to a larger life.

When you have created your goals, form a picture in your mind of your brightest possible future, noticing how it looks and feels when what you desire is yours. As you focus on this picture of being fully alive and doing great things, do the following:

1. **Measure how excited and alive you feel** between one and ten.
2. **Decide how important it is** to you to create this bright future. Measure it between one and ten, too.

As you do this, also think of the price of staying where you are now versus taking a chance on doing something different to come fully alive. Notice how alive you feel between one and ten if you settle for a conventional life versus if you reach into the realm of infinite possibilities.

3. **Decide how motivated you are to succeed** between one and ten. People who persevere are generally close to ten. **THIS IS CRITICAL!** You first have to commit to living fully. This will motivate you to follow through and continue with this study.

Most people never really commit to being the creators of their best possible life. They may dabble with it or “try it out” for a week or a month and move on to something else. They are settling back into conventional thinking and they have no chance of success.

If you don't want this to happen to you, you have to commit to opening your mind and becoming the creator of the life you came to live. Think again about learning to drive or something else you succeeded in mastering. It's unlikely that you dabbled with it. Remember the seven steps in the Learnability Scale. You have to have complete commitment to realizing your dream.

Following this program has to be a top priority if you want to get substantial results. Remind yourself that this is not hard, it's just different. If you fully commit to following the steps we outline here, we are certain that you can change your life in miraculous ways. Your full commitment will lead you to doing what it takes and **YOU WILL SUCCEED!**

Also have this clear in your mind. You can't spend ten minutes focusing on this new reality and twenty-three hours and fifty minutes on your old reality and expect to make the transition. This discrepancy is the reason so many people don't get the results they desire. They are out of THE ZONE we discussed earlier. They are not in an emotional state that is a vibrational match for the reality they want to create. This can change with EFT.

Remember, your overriding goal is to enjoy life.

MAKING IT EASY WITH EFT

Are you ready to create this bright future now? We hope so. At the same time, just imagining it should bring up some fears and doubts. If money wasn't an issue, think how different your life would be.

This leads us to an important area to address with EFT. A critical step in opening your mind fully to Wattles teachings is to address negative beliefs about money and wealthy people. If you think that wealthy people are evil and/or greedy, you will probably avoid wealth. If your thought is "I don't want to be like that," then you won't ever be wealthy.

We got some great examples of these kinds of beliefs in our research for this book. Here are some examples of negative beliefs that people shared with us:

- Money is the root of all evil.
- Money is dirty.
- It's better to give than receive.
- People who have a lot of money are wasteful.
- Money doesn't mean anything.
- Money can't buy happiness/love.
- Men are more entitled to money than women.
- Rich people take advantage of others.
- Being frugal is noble.
- The bigger you are, the harder you fall.
- Money doesn't grow on trees.
- The rich don't go to heaven.
- It's unhealthy/wrong to put a lot of attention on money.
- I should be satisfied with what I have.
- People won't like me if I'm rich.
- People will think I'm a greedy selfish person if I have a lot of money.
- You have to work hard to make money and get by in this world.
- With money comes stress.
- Having money is too complicated.
- Managing a lot of money is too large a responsibility.
- It's wrong to be preoccupied with money.
- Working class people don't make a lot of money.
- You have to have money to make money.
- People will just use you if you have a lot of money.
- If I had a lot of money, people would try to beg and steal it from me.
- If you have money, you'll never know who your true friends are.
- Wanting a lot of money is too materialistic.
- The desire for money is not spiritual.
- You have to choose between money and family.
- It is honorable to turn away from money.
- People who make a lot of money take huge bonuses and exploit the rest of us.
- Money is power and power corrupts.
- Rich people are arrogant and uncaring.
- People with money lack depth and awareness.
- You have to work in negative environments to make a lot of money.

- It would take too much energy to manage a lot of money.
- Material things are not important.
- Too much money can spoil a person.
- Come up with your own...

Read these limiting beliefs carefully and write a list in your journal of any beliefs you can think of that would prevent you from wanting to have the money you desire to live fully and make a difference in the world. To feel better, you can do some continuous tapping as you read this list.

If you want to attract more money and the freedom to live on your own terms, you have to love money for the opportunities it provides and as a primary resource for your development as a human being. To attract the money and freedom you desire, we have a simple EFT process you can do to wipe out the negative beliefs and open to what is true for you.

Money Monster Reframe

You could call negative beliefs like the ones mentioned here Money Monsters. They devour your possibilities. When you think about one that has power over you, you may even be able to see how this monster looks. Such images come from the unconscious mind. They are holograms for the reality we are creating.

Combining imagery with EFT is highly effective. It adds another dimension that deepens the healing and awareness. You can find more information about imagery in Appendix B.

We assume you don't want to keep your Money Monsters. As mentioned, the first step is to take a few moments and write a list of all the negative beliefs you have about money. Just get your journal and start writing spontaneously. Writing is powerful. Thoughts will well up from your unconscious mind as you write. Don't judge them or edit them; just jot them down.

Now you have something to address with EFT.

Steps in the Money Monster Reframe:

1. Select a single belief statement and Money Monster to address. Being specific is an important key to being effective with EFT. One specific area is called an "aspect."
2. As you focus on this belief and Money Monster, close your eyes for a moment and notice how this monster looks. Some elements to observe:
 - How big is the Money Monster?
 - What color?
 - What do you notice about its features?
 - How do you feel emotionally when you look at it?

- How does it smell?
 - What does it have to say?
 - What else, if anything, do you notice that's noteworthy?
3. Now measure the intensity of your feelings from 1-10.
 4. Do EFT using the following affirmation:
 - "Even though I have this money monster, I completely accept myself and know this can change."
 5. Do a round or two of tapping, with the reminder phrase, "This Money Monster."
 6. Notice how the monster looks when you are done and measure the intensity again.
 7. If necessary, repeat the process until the intensity approaches zero. When the intensity is low, you can also use the Floor-to-Ceiling Eye Roll in Appendix A to remove the last vestiges of the issue.
 8. Close your eyes again for a moment and notice what has happened to the monster. Also ask yourself what the truth is about the original statement. The insights you get when blockages are released with EFT are important, so be sure to write them down in your journal.

Here are two suggestions for getting the most out of this process:

- **Pay close attention to changes in the image.** You should notice that as the intensity of the original statement subsides, the image of the monster also changes. Watch what happens to this hologram. It's a metaphor and you can draw tremendous understanding from the images that emerge in your consciousness.
- **Pay attention to the messages.** As the intensity subsides, you also come more into balance. This means you are more in touch with the truth, which emerges from your deeper self or soul. So as the intensity approaches zero, pay attention also to the message that comes to you about any issue you address with EFT. These soulful insights are important.

EFT can create miraculous changes, which the parts of you that are holding you back may resist. Notice resistance to doing the Money Monster Reframe or any of the EFT processes in this book and don't let them control you. Thoughts like "I don't have time" or "this will never work for me" are coming from limited thinking that is keeping you where you are.

Return to your commitment. Recognize that the part of you that is present, and possibly resisting, when you need to do EFT is not resourceful. THIS IS A KEY. This part probably doesn't believe that EFT or anything can change its situation. Do you want to stay there or do something different to become more resourceful and produce different results?

Remember EFT often takes just five or ten minutes, which you can certainly squeeze in with a bathroom break or some time during the day. Think of the price of keeping your Money Monsters vs. transforming them into opportunities to create the life you truly desire. Use EFT

often to get back in "The Zone," the place where your thoughts and emotions match. This is also the place where you have a dream and know that it is coming true.

Anna's Negative Beliefs About Money

In *The Science of Getting Rich Made Easy with EFT* demonstration videos, Jane did a process with Anna on her negative beliefs about money. The belief that stood out in Anna's mind was that men were more entitled to money and to anything special, for that matter. Not surprisingly, this came from her upbringing, where the men in the family were given this advantage. While the men received favoritism, Anna was often told that she didn't really need things.

The belief was that men need money more to support their families and so on. But as a single mother and soon-to-be grandmother, Anna wanted a shift. She needed to change the pattern of giving to others while shortchanging herself.

To make this shift, Jane and Anna looked at the Money Monster. Anna saw the image of a scale, with a gorilla weighing down one end and nothing at the other end. She immediately recognized the imbalance in herself, feeling that she had to set everything aside for men.

Along with the image, Anna felt anger toward herself and her family. She also felt sadness that she denied herself even in areas where there was a real need. With one round of EFT, the anger went from around a nine to a three, and continued to dissipate as they discussed the shift. Anna felt lighter and not as sad. The idea of standing up for herself stood out.

Looking at the scale again, the gorilla was now a monkey enjoying itself at one end of the scale. Anna had now appeared at the other end of the scale with arms outstretched. She now felt triumphant!

There is a Science of Getting Rich

SUMMARY OF WATTLES' TEACHINGS

The science of getting rich is an exact science, like mathematics. If you multiply 5 times 10, you will always get 50. The laws that govern the process of acquiring riches are similar. Once you learn these laws and take appropriate action to obey them, Wattles promises that you will get rich with mathematical certainty.

Doing Things in a Certain Way

Your possibility of getting rich is not limited in any way by who you are. Wattles contends that people who do things in a Certain Way, whether on purpose or accidentally, get rich. Conversely, those who do not do things in this Certain Way, no matter how hard they work or how able they are, remain poor.

This Certain Way relates to what we now know as the Law of Attraction. Like the Law of Gravity, the Law of Attraction is a natural law that like causes always produce like effects. Therefore, any man or woman who learns to do things in this Certain Way will infallibly get rich.

As proof, consider these facts:

1. **Getting rich is not a matter of environment.** If it were, all the people in certain places would become wealthy while those of other places would all be poor. But everywhere we see rich and poor living side by side, in the same environment.
2. **It is not a matter of choosing a certain business.** When two people are in the same business, and one gets rich while the other remains poor, it shows that getting rich is not primarily a matter of being in a specific business.
3. **It is not a matter of having the greatest skills.** Many people who have great skills remain poor, while others who have very limited skills get rich.
4. **Getting rich is not the result of saving, or "thrift."** Many thrifty people are poor, while free spenders often get rich.
5. **Nor is getting rich due to doing things that others fail to do.** Two people in the same business often do almost exactly the same things, and one gets rich while the other remains poor or goes bankrupt.
6. **No one is prevented from getting rich by lack of capital.** It is true that as you get more capital the increase becomes faster and easier, but lack of capital is not a factor.

There Are No Excuses

You may be the poorest person on the continent and deeply in debt. You may lack friends, influence, and resources. But if you begin to do things in this Certain Way, you must infallibly begin to get rich, for like causes must produce like effects.

If you have no capital, you can get capital. If you are in the wrong business, you can get into the right business. If you are in the wrong location, you can go to the right location. You can do so by beginning in your present business and in your present location to do things in the Certain Way that creates success.

Is doing things in this “Certain Way” difficult?

Maybe you are thinking the Certain Way is so difficult that few can follow it. This cannot be true. Talented people get rich, and blockheads get rich. Intellectually brilliant people get rich, and people who are perceived as less intelligent also get rich. Physically strong people get rich, and weak and sickly people get rich.

Of course, some degree of ability to think and understand is essential, but Wattles promises that anyone who can read and understand these words can get rich.

Using Your Gifts and Talents

It is true that you will do best in a business you enjoy. And if you have developed some skills, you will do best in a business that calls for the exercise of these skills. You will learn more about using your skills and talents as you read further.

OUR COMMENTARY

This chapter should be thought-provoking. If you feel yourself pulling back from new ideas, remember that an enlightened mind is an open mind. When you sense resistance, shift back into learning mode. You will have to be teachable and coachable so you can get what you want. You don't have to believe anything you are reading. The key is to be open and do things differently to get different results.

As you apply these methods, you will verify their truth for yourself. The key here is understanding the importance of how you think of yourself and your possibilities. As you build confidence and expand your sense of who you are, magical new opportunities emerge.

It's obvious that people are living in different realities. Some people see life as a bowl of cherries and enjoy every day, while others view life as difficult and continuously get the pits. Wherever you are, you have created it with your most pervasive thoughts. You have also had a taste of redesigning your life and creating a brighter future.

As energy expert Sheila Hollingshead says:

***The seed of perfection is within all that happens.
All we have to do is see it.***

In the eyes of the consensus reality, there is good and bad, better and worse, and so on. When you move to the creative reality we have been discussing and access a more soulful truth, the playing field levels out. We all are equally great souls with the same possibilities for becoming wealthy and doing great things. *Millionaire Mentor* author Brendon Burchard describes the human condition this way in *The Science of Getting Rich Made Easy with EFT Audio Series*:

Every human being I have ever met undervalues what they know, who they are, and what they are capable of. And we undervalue that in very significant ways. We think, "Oh, I'm just this person, so who am I?"

If you are having similar thoughts, this chapter is for you. EFT can be a tremendous help here. As Brendon Burchard says to people who question their ability to reach out and make a difference, "My question often is, 'Who are you not to?'"

With Wattles teachings and EFT, you can choose who you want to be and what you want to do with your life. Here is the fact. **You alone can decide what you are going to create!**

MAKING IT EASY WITH EFT

This chapter provides an opportunity to transform your self-image. You could call the process we present here "Leveling the Playing Field" or "Why Not Me?" The purpose is to become aware of thoughts that say "I can't" and change them into thoughts that say "I can."

You may think you can't become rich because of these kinds of objections:

- Too short, tall, young, old
- The wrong kind of person {in what way?}
- Too ordinary
- Lacking social skills
- Interacting with people is too difficult
- Don't like selling
- Not willing to work hard enough
- Not focused enough
- Don't have enough time
- Too exhausted
- Not willing to make enough sacrifices
- Not worthy or deserving (because?)

- Don't want to make more than spouse, parents, or other important people
- Not good with money
- Wrong gender
- Bad teeth
- Wrong hair color
- Not one of the beautiful people
- From a poor or working class family
- Things never work out for me
- Had it before and wasn't happy
- People won't want to pay me
- Not educated enough
- Not intelligent enough
- Not talented enough
- Not lucky enough
- Other – you name it

With a few of these examples - like not having enough time or not being willing to make the necessary sacrifices - some clearing with EFT can help to change your perspective. It might be surprisingly easy to create the time. EFT may also change your perspective on sacrifice. Maybe it won't be necessary to make the imagined sacrifices.

On the other hand, some time and sacrifice are both required to do anything of value and this book is for people who are willing to break through barriers to making this possible. Ideally, wanting to be more, have more, and do more is important enough and exciting enough to carry you through the challenges.

As with the examples of negative beliefs in Chapter One, we drew these examples from real people who are opening to becoming more. You can do this, too. Get out your journal and write down all of the things about yourself that you perceive as reasons why "I can't." These are illusions, but that doesn't matter. We all have perceptions of ourselves that hold us back. We also can level the playing field by debunking them.

As with the list of negative beliefs about money, just start writing your list and don't question the thoughts that emerge in your consciousness. Once you complete your list, you can use EFT to transform these misconceptions.

One of the things we appreciate most about *The Science of Getting Rich* is its spiritual depth. It is about recognizing your greatness and sharing it with the world. The Infinite Intelligence of the Universe dwells in you just as it dwells in everyone and it wants to manifest its greatness through you. When you can feel in your heart that this is true, you know that you owe it to yourself and the world to make the most of yourself.

Ultimately, there are three important factors to examine here:

- 1. You have to believe you deserve to get rich.**

2. You have to believe you have what it takes to make it happen.

3. You have to be willing to take persistent action. As mentioned, this doesn't have to be difficult. It does, however, require you to prioritize, which a surprising number of people refuse to do.

Having these three elements working together will put you in the flow to move freely toward your goals and EFT can be a miraculous aid in putting all the pieces together.

Steps in the “Why Not Me?” Process

1. This time, you are going to address a group of limitations at one time. You will use eight “Why Not Me’s?” as eight reminder phrases for the short EFT sequence. If you have less than eight items on your list, you can repeat part or all of your list as you tap on the points. If you have more than eight, you can do an extra round to cover all of the perceived limitations you want to release.
2. To measure the intensity, look at the list and get the general intensity of how limited you feel from one to ten. If this seems too complicated, don’t worry about the intensity and skip this step.
3. As another option, notice the image you see when you are thinking of all the “Why Not Me’s?” Particularly notice your posture, how you hold your body. This image is as good a gauge as the SUDS level (one-ten) for noticing the difference when you are done.
4. For the three affirmations, you can use the following three statements (or create your own):
 - “Even though I believe there are some good reasons why getting rich isn’t possible for me, I accept myself and I am open to change.”
 - “Even though I don’t think I have what it takes to get rich, I accept myself and know that positive change is possible.”
 - “Even though my possibilities don’t look good, I also know that I am here for a reason and want to be the best I can be.”
5. Now tap on the eight points and use your eight “Why Not Me’s” as the reminder phrases. Here’s an example:
 - Eyebrow: “I genuinely believe that I’m too old...”
 - Side of the eye: “and I’m not educated enough...”
 - Below the eye: “or focused enough...”
 - Below the nose: “and maybe I’m not worthy.”
 - Chin: “I don’t like selling...”
 - Collarbone: “and I definitely don’t have enough time.”
 - Side of the body: “There are so many reasons this can’t work for me...”
 - Top of the head: “but I’m willing to have an open mind.”

You can use these statements of replace them with your own doubts.

6. Now do another round with the following reminder phrases (or create your own):
 - Eyebrow: "I may not be perfect..."
 - Side of the eye: "but that's okay."
 - Below the eye: "Perfection is not the goal."
 - Below the nose: "I am one with the infinite intelligence of the universe just like everyone else..."
 - Chin: "and I have the same infinite potential that others have."
 - Collarbone: "In fact, I know that I have something unique to offer."
 - Side of the body: "I open now to my uniqueness and my greatness..."
 - Top of the head: "and I claim my right to be rich."
7. When you're done, take a deep breath and give the energy a moment to shift.
8. Notice how the intensity and/or the image of you has shifted.
9. If necessary, repeat the process until the intensity has subsided.
10. Notice the energy of the new you and, if it feels good, bring it fully into your body. Sit or stand up straight and feel the power and beauty of being you.

Here's a BIG "Get Rich" thought: when you fully understand that the same greatness, the same infinite intelligence, the same God, exists in you as everyone else, many other things fall naturally into place. **You deserve the very best in life, just as everyone does.**

You may notice that your posture changes when you think about your greatness. You can lift your spirits and your feelings about yourself any time by simply taking a couple of nice breaths, straightening up your posture, and as EFT Expert Brad Yates often suggests, saying to yourself, "I AM MAGNIFICENT!" Say it out loud three times now and notice how good you feel.

This is a great way to get in "The Zone," where your thoughts about what you want to create and your emotions match. When she finds herself doubting that her goals are coming into her reality, Jane finds it effective to ask herself, "Do you believe that the Universe wants you to have this?" The answer is inevitably "yes," and she feels her belief soar.

Here's another fun and powerful thought you can add here, which is kind of a preview of upcoming chapters. You can also say "I have no idea how this is going to happen, but I know it will, because the Universe is taking care of the details."

Is Opportunity Monopolized?

SUMMARY OF WATTLES' TEACHINGS

People are not kept poor because opportunity has been taken away from them by others who have monopolized the wealth. The universe is a great Living Presence, always moving inherently toward more life and fuller functioning. It is infinitely abundant.

Nature is formed to advance life and its motive is to increase life. For this cause, everything that can possibly minister to life is bountifully provided. There can be no lack.

Could You Be Too Late to Take Your Opportunity?

You may currently be in a business or career with limited opportunities for advancement, and you may wonder if *The Science of Getting Rich* could work for you. The answer is “yes.” It’s never too late. If you start to act in a Certain Way, the universe will present opportunities to transition to a business that is perfect for you.

You do, however, have to approach this with an open mind. At different periods the tide of opportunity sets in different directions. Opportunity flows with the needs of the whole, and our particular stage of evolution. **You have to be willing to go with the tide rather than trying to swim against it.**

Can the Supply of Wealth Run Dry?

You may be thinking that if everyone did this, there wouldn’t be enough wealth to go around. It is unlikely that this will happen. Even if it did, though, no one is kept in poverty by a shortness in the supply of riches. The visible supply is great, and the invisible supply is inexhaustible.

Everything you see on earth is made from one Original Substance, the raw material out of which all things proceed. New Forms are constantly being made, and older ones are dissolving. But all are shapes assumed by One Thing.

There is no limit to the supply of Original Substance. The universe is made out of it; but it was not all used up in making the universe. The spaces in, through, and between the forms of the visible universe are permeated and filled with the Original Substance. Ten thousand times as much as has been made might still be made, and even then we should not have exhausted the supply of universal raw material.

Nature is an inexhaustible storehouse of riches. It responds to our needs and it will not let us be without any good thing. This is also true for us collectively. Humanity is abundantly

rich. If individuals are poor, it is because they are not doing things in a Certain Way that would make them rich.

Original Substance

The Original Substance is intelligent. Wattles calls it "stuff that thinks." It is alive, and is always impelled toward more life. It is the nature of life to seek more life, and of consciousness to seek fuller expression. The universe of forms has been made by Formless Living Substance, throwing itself into form in order to express itself more fully.

You are not kept poor by lack in the supply of riches. Wattles demonstrates a little farther on that even the resources of the Formless Supply are at the command of anyone who will think and act in a Certain Way.

OUR COMMENTARY

Notice Wattles' reminder to have an open mind. We cannot overstate this. Be a good learner and you will be richly rewarded.

***Out of abundance, he took abundance
and still abundance remained.***

- THE UPANISHADS

There are no limits to what is possible for you if you are a good student of The Science of Getting Rich. The Infinite Intelligence of the Universe runs through every cell of your body just as it runs through everything. Its greatness wants to express itself through you. It wants you to be rich, live fully, and grow. If money is not flowing freely, this cannot happen.

This insightful chapter provides an opportunity to examine the areas in your life where you feel that something is lacking. By now you should be getting a sense of the big picture. From this perspective, the first thing that holds us back is our thinking. As we evolve, we gradually let go of our perceptions of limitation, and connect more and more fully with the infinite resources of the universe.

One way to create a new habit that will bring more abundance into your life is to look at the way money flows for you. It flows to you from other people and flows back out to other people. A simple practice for increasing the perception of flow is to notice how you feel about letting go of money and to find ways to let go of it more easily.

This process of letting go can become enjoyable and benefit others as you benefit yourself. It's very simple. Pay just a little more than you normally would for small things to get a higher quality or something you would enjoy more. Pay larger and more frequent tips. Make more and larger donations when the opportunity arises to help others. Buy better quality.

These small acts gradually create shifts in thinking that open you to receiving more. If you are not in the habit of giving, you may be surprised how good it feels to give to others. It also loosens your hold on money, which comes from a perception of lack.

MAKING IT EASY WITH EFT

One of the easiest ways to connect head on with perceptions of lack is to examine your checkbook or primary money flow. Imagine yourself now taking out your checkbook or going online and preparing to pay your bills. Notice the thoughts that come into your mind in this situation. Also notice the emotions you feel.

If you are like most of us and have not yet trained your mind, you may find yourself having thoughts and feelings like these examples:

- Anger because there's never enough money
- Fear of getting further behind every month
- Guilt about having spent money
- Overwhelmed by the cost of living
- Unable to hold on to money
- Resentment at having to let go of money
- Fear that things might get lean again soon
- Feeling close to the edge of running out of money
- Resentment toward credit card companies for manipulating customers
- Procrastinating which leads to late payments which leads to higher fees which means pain which leads to more procrastination
- Hoping if you don't pay it will just go away
- Pain of watching your pile of money getting smaller every month
- Powerless to create more money
- Feeling like a bad provider and being afraid of losing the love of one's family
- Resenting oneself for having to pay for unwise purchases
- Hopelessness or despair about never getting out of debt and never getting ahead
- Feelings of guilt about owing money
- Feeling that you'll never get ahead
- Feeling physically sick, heart pounding, etc.
- Worrying about what would happen if something happened to one's husband
- Calling oneself stupid because of problems managing money
- Feeling the need to be vigilant to make sure there's enough
- Resenting being overcharged by greedy corporations and financial institutions taking inflated profits and salaries
- Feeling trapped by these corporations and institutions

- Worrying about the rising costs of everything
- Worrying about where the supply is going to come from

With this process and all of the processes in this book, the purpose of bringing up these thoughts and emotions is to change them. Take them lightly. You are looking at obsolete programs in your mind, most of which you received in your early childhood. They have nothing to do with the magnificent being you truly are.

Your Perceptions of Limitation are Misunderstandings

This is an important point in exploring the things that hold you back. These thoughts are not indications of being inadequate or inferior in any way. They are just misunderstandings that you can change now that you know better. Like all habits, you first have to become aware of these programs.

This is another great area for journaling. Imagine sitting down to pay your bills and notice the thoughts and emotions you normally experience. Write them all down as a neutral observer, without judgment. The opportunity to change these thoughts and feelings is transformational.

The Free Flow of Money

The fact is that money can flow powerfully and happily into your life (and your wallet or checkbook) **and out of your life** (and your wallet or checkbook). Further in this book, Wattles discusses gratitude. A way to shift your perspective about paying bills is to look at the bill and first think of why you are grateful for the benefit provided to you.

As an example, when you pick up the electric bill, think about the lights, music, computers, heat, cooking, and all the benefits you get from this service. We are tremendously grateful to have all of these things and we are happy to exchange money for electrical power. In fact, we can't imagine our lives without it. We wouldn't be writing this book and sharing this message without the benefits of electricity.

We also are grateful that we can pay the sanitation company to remove our trash so we can focus our attention on other things. With these examples, you can probably think of ways that you can change your perspective on your bills. Then you can make it easy with EFT.

From "Pain of Paying" to "Power of Paying"

The focus in this chapter is to transform the "pain of paying" into the "power of paying." When your finances feel like they are out of control, paying becomes painful and it is easy to feel like a victim. In this chapter on opportunity not being monopolized, and the previous one about feeling limited by circumstances, Wattles points out the answer it not "out there." It's within you.

Regardless of appearances, you are not a victim of circumstances. You can step up at any time, take responsibility for yourself and claim your right to be rich. EFT can be a lifesaver in helping you to transform any situations where you feel like a victim. The Miracle Reframe that we present in this chapter is surprisingly simple and powerful. With some EFT, you can shift to a position of power where you feel in control of your financial situation, rather than settling for feeling that it controls you.

The Miracle Reframe with EFT

This is a simple variation on the EFT Short Sequence that we have been using for a few years with amazing results. It works quite well on just about any issue. And it's easy. We have even used it to address some of our own physical challenges with positive results.

The Process

1. Pick a single specific issue to address, and measure the intensity of emotion in the usual way. In this case, focus on the pain of paying, the feeling you get when you look at your checkbook, or the way you perceive the flow of money in your life.
2. The special feature with the Miracle Reframe is using this phrase for the affirmation:
 - Even though I have this _____, I know that anything is possible and miracles are happening now.
3. Repeat the affirmation three times and complete the tapping as usual, while focusing on your specific issue in the reminder phrase.
4. When you are done, take a few nice, deep breaths to allow the energy to reconfigure and measure the intensity again.
5. Repeat EFT if necessary in the usual way.
6. In this case, with paying bills and releasing money, take a moment or two to reflect on what you want to think and feel as you pay your bills in the future. Gratitude may be a key here.

You will probably be amazed how good you feel when you do the Miracle Reframe! We attribute its effectiveness to the power of the affirmation statement. It accesses a high vibration, which seems to break through dense energy with ease, leaving the user feeling great. It's a wonderful process for getting in The Zone, the state where you feel joyfully energized and enlivened by the bright future before you.

CHAPTER FOUR

The First Principle in the Science of Getting Rich

SUMMARY OF WATTLES' TEACHINGS

With an overview of our infinite potential in place, Wattles now presents three fundamental statements that summarize how everything is created in this universe.

1. **There is an original thinking substance from which all things are made.** In its original state, this substance permeates, penetrates, and fills the interspaces of the universe.
2. **A thought in this Intelligent Substance produces the thing that is imaged by the thought.** This means that thought is the only power that can produce tangible riches.

Every form and process you see in nature is the visible expression of a thought in Original Substance. As the Formless Stuff thinks of a form, it takes that form. That is the way all things were and are created.

3. **People can form things in their thoughts,** and by impressing their thoughts upon formless substance, can cause the things they think about to be created.

People are thinking centers, capable of original thought. If we can communicate a thought to original thinking substance, we can cause the creation or formation of the thing we think about.

How This Works

When a person has a thought-form, he or she takes material from the forms of nature and makes an image of the form which is in his or her mind.

If the thought of a house of a certain construction is impressed upon Formless Substance, it might not cause the instant creation of the house. Instead, it would cause the turning of creative energies working in trade and commerce into channels that would result in the speedy building of the house. If there were no existing channels through which the creative energy could work, then the house would be formed directly from primal substance, without waiting for the slow processes of the organic and inorganic world.

As mentioned earlier, you get rich by doing things in a Certain Way. To do so, you must become able to think in a Certain Way.

The First Principle – Thinking Truth

A person's way of doing things is the direct result of the way he or she thinks. To do things in a way you want to do them, you have to learn to think the way you want to think. This is the first step toward getting rich.

Thinking the way you want to think means to think truth regardless of appearances. We all have the power to think what we want to think, but it takes far more effort than it does to think the thoughts that are suggested by outward appearances. Thinking according to appearance is easy. Thinking truth regardless of appearances takes sustained attention, and the expenditure of more power than any other work you are called upon to perform.

This practice is essential! Every appearance in the visible world tends to produce a corresponding form in the mind that observes it. This can only be prevented by holding the thought of the TRUTH.

Viewing the appearance of disease will produce the form of disease in your own mind, and ultimately in your body, unless you hold the thought of the truth. **There is no disease. The reality is health.**

Viewing the appearances of poverty will produce corresponding forms in your own mind, unless you hold to the truth. **There is no poverty; there is only abundance.**

To think health when surrounded by disease, or to think riches when in the midst of poverty, requires power. He who acquires this power becomes a MASTER MIND.

When you realize this, you lose all doubt and fear. You know you can create what you want to create. You can get what you want to have, and you can become what you want to be.

Practical Application

Wattles concludes this chapter by instructing readers that the science of getting rich begins with the absolute acceptance of the three statements at the beginning of this chapter and the first principle presented above. He maintains that you must lay aside all other concepts of the universe and dwell on this until it is fixed in your mind, and has become your most habitual thought. He suggests reading the three statements over and over again, fixing every word upon your memory, and meditating upon them until you firmly believe what they say.

If you experience doubt, cast it aside. Do not ask why these things are true, nor speculate as to how they can be true. Simply take them on trust.

OUR COMMENTARY

In many ways, the reality shift Wattles presents here turns things upside down and inside out. We shift from thinking what we are taught about how things work in our reality.

We now learn that there is no limit of what is possible. We realize that our thoughts of limitation are actually creating our results, and we can change our results by changing our thoughts.

We explored this with the "pain of paying" and we return to it here. We ask you to focus on your beliefs about money and what is possible for a reason. In *The Science of Getting Rich Made Easy with EFT Audio Series*, EFT Success Expert Margaret Lynch compares the pain we all experience around the area of money to chronic physical pain. "It's on your mind a lot and it doesn't feel good."

Fortunately, you can relieve the pain with EFT. And if it returns, you can do EFT again. As you work through your discomfort around money, your life will change in magical ways. It's critical to understand that things are the way they are because you think the way you think.

The Importance of Your Thoughts

When you recognize the importance of your thoughts, you become empowered. You can open to the possibility that you can create anything you want with your thinking. If you think in small and limited ways, that's what you will get. But if you elevate your thoughts and think bigger, that's what you will get.

Thinking bigger and in less limited ways takes practice and discipline (remember the Learnability Scale). Many people won't do this for a number of reasons. One of the biggest ones is doubt that this is true or that it will work for them.

We can promise you that it's worth the effort. You can be the rare person who commits to mastering *The Science of Getting Rich* and benefitting from all the good that will come to you and others as a result. You can create your own good luck.

Remember, it's not hard. It's just different. The real truth is that if you discipline yourself to maintain a high score on the Learnability Scale from the Preface and persevere with this program, your life will flow with greater and greater ease. That's when miracles happen.

We also want to highlight a critical point Wattles makes in this chapter. He talks about trusting that all of this is true without knowing how or why. In this regard, we enjoy telling ourselves "I don't know how this is going to happen, but I know that everything is going to work out fine." Expect to be surprised and delighted by your results and you will be.

When you think about a goal, like doubling your income, you may find yourself thinking something like this: "You must be kidding! It'll never happen." When this occurs, remember that your job is not to know how. Follow your doubt up with something like this: "**I don't know how this could possibly happen, but I know that everything is going to work out fine.**" Notice how different you feel when you do this. And if necessary, use EFT.

Maintaining a Low-Information Diet

It's essential to maintain a high level of belief. To make this easier, Wattles suggests being on a "low information" diet when it comes to news, books and media. The mainstream media focuses mainly on negative events, gossip, and what's wrong with the world. The media reinforces the perspective that you are a helpless victim and advertisers capitalize on this viewpoint.

This is contrary to the picture Wattles portrays. You are a creator of your life. To succeed, you have to shift your focus and vibration toward what you want rather than what you don't want. Interestingly, in our research of wealth mentors, they generally say the same thing: **steer clear of the news.**

In your free time, you can selectively feed your mind with inspiring and uplifting resources to support you in creating a better world. You'll find a list of resources in Appendix C.

MAKING IT EASY WITH EFT

All of us think like we are being held back by limitations. The journey to wholeness involves letting go of these perceived limits and adapting a more expansive perspective.

One way to do this is to look at our burdens and simply let them go. Limiting thoughts weigh us down, like we are carrying the weight of the world on our shoulders. We have a simple technique for removing this weight.

The Backpack Process

We return again to the power of imagery with the image of a backpack. Imagine you are carrying your burdens in a backpack that's draped over your shoulders and notice the picture that comes to mind. You may find this quite revealing.

Once you have the picture, you can ask yourself what's inside. Here are examples of the kinds of burdens people have found in their backpacks:

- Lack of trust in the support of the universe
- Feeling there is not enough for me
- The burden of not having much savings
- Having to provide for two households (from a divorced dad)
- A mountain of debt from a broken marriage and the resentment of it
- Old abuse issues
- Not feeling loved
- Having to do everything myself
- Bankruptcy and a failed business
- Focusing on the money running out

- Feeling I can't serve others and make a lot of money
- Being alone
- Hopelessness that abundance will never come
- Negative people around me
- Responsibility for others' emotional and financial wellbeing
- Feeling trapped
- Everything seems difficult
- Being limited by health issues

You can imagine how each of these burdens would impact a person's life. Fortunately, EFT can lighten the load and preferably, eliminate them altogether. Exploring a topic like this with EFT can be transformational. It can bring challenges that were previously unconscious into one's awareness. And where there is a challenge, there is also a solution.

The Process

1. As suggested, imagine your burdens as being stored in a backpack that you carry on your shoulders wherever you go.
2. The image of a backpack is powerful. Take a moment, close your eyes and notice some things about this backpack. Have your journal handy, so you can jot down your observations of the following:
 - How big is the backpack?
 - What color is it?
 - How heavy is it?
 - Take it off your shoulders and get a closer look. What's inside?
 - How is carrying this backpack impacting your life and your possibilities?

Now decide if you want or need to continue to carry these burdens. If not, you're ready for some EFT.

3. Measure the feeling that goes along with carrying this backpack between one and ten.
4. Use the Miracle Reframe or the standard Short EFT Sequence to clear the emotion.
5. Take a few deep breaths. Then check back with the image. What, if anything, has happened to the backpack?
6. If necessary, repeat the process. Also use the Floor-to-Ceiling Eye Roll if the intensity is two or less to clear the last remaining traces of the imbalance.
7. When the intensity is close to zero, return to the image. Notice the difference of the weight on your shoulders and feel the freedom. focus on what's happening now and ask yourself how you might view your burdens differently from now on.

Jay's Burdens

In *The Science of Getting Rich Made Easy with EFT* video demonstrations, Jane asked Jay about the burdens that were weighing him down. Reflecting on it, the biggest burden Jay noticed was feeling that he didn't have the support of the universe, as if it somehow had decided to bypass him.

When asked about the backpack, Jay said it was cartoonishly big. It was a grey-black color with big rocks inside. Carrying the backpack was draining and his future looked grey. As he described it, he sat stooped over in his chair.

The feelings Jay associated with carrying this burden were tiredness and a fear of lack with an intensity of nine. He wanted to change this, so they did some EFT to see what would happen.

After one round, the backpack was smaller. Now it was more like a daypack in a more hopeful green color. There were still rocks inside, but they were more like light lava rocks, with holes in them.

For Jay, reflecting on being supported by the universe now brought up recognition that he was not in tune with the unity of things. He was holding himself apart and recognized that this was not an effective strategy. A second round of EFT really shifted things. The backpack was now cartoonishly small. It was an even more hopeful yellow color with small pebbles inside. What a shift!

Then Jay decided that it would make sense to let go of the backpack altogether. It had become laughable. Maybe a cartoonishly small character would want it.

Afterwards, Jay felt very different. As mentioned, when they started the process, he was leaning forward under the weight of the imaginary backpack. By the end, he had naturally straightened up. He felt optimistic and looked forward to having a deeper connection with the universe from that day forward.

The most powerful part of EFT is the way it allows us to return to the truth. As the intensity of an issue subsides, we connect with our wholeness and inner wisdom. Reinforcing the profound messages we receive at these times can be transformational. In this case, Jay opened to an opportunity to have a deeper connection with source.

CHAPTER FIVE

Increasing Life

SUMMARY OF WATTLES' TEACHINGS

Get rid of the last vestige of the old idea that there is a Deity whose will it is that you should be poor, or whose purposes may be served by keeping you in poverty.

The Intelligent Substance which is All, and in All, and which lives in All and lives in you, is a consciously Living Substance, which some call God or Source. As such, It must have the nature and inherent desire of every living intelligence for increase of life.

Life, by the act of living, multiplies itself. It is forever Becoming More. Every thought we think, every fact we learn, and every talent we cultivate drives us on to know more, to do more, and to be more. To make this possible, we must have more. We must have things to use, for we learn and do and become only by using things.

We must get rich, so that we can live more.

The desire for riches is simply the capacity for larger life seeking fuller expression and fulfillment. It is the desire of God that you should get rich. He wants you to get rich because he can express himself better through you if you have plenty of things to use in giving him expression. He can live more in you if you have unlimited command of the means of life.

Wanting Real Life

One caveat: it is essential that your purpose is in harmony with the purpose that is in All. You must want real life, not the mere pleasure of sensual gratification. You really live only when you experience all possible development in body, mind, and spirit, without excess in any.

You do not want to get rich for the gratification of animal desires, but the performance of every physical function is a part of a normal and healthful life. Nor do you want to get rich solely to enjoy mental pleasures, to get knowledge, to gratify ambition, to outshine others, or to be famous. Similarly, you do not want to get rich solely for the joys of the soul and for the good of others.

You want to get rich to eat, drink, and be merry when it is time to do these things; to surround yourself with beautiful things, see distant lands, feed your mind, and develop your intellect. You want to get rich to love others and do kind things, and be able to play a good part in helping the world to find truth.

About Altruism

Realize that extreme altruism is no better and no nobler than extreme selfishness. Both lack balance. **You can help others more by making the most of yourself than in any other way.** You can make the most of yourself by getting rich, so it is right and praiseworthy that you should give your first and best thought to the work of acquiring wealth.

Remember, however, that the desire of Substance is for ALL, and its movements must be for more life to ALL. It cannot be made to work for less life to any, because it is equally in ALL, seeking riches and life.

You do not have to take anything away from anyone. You don't have to drive sharp bargains, cheat, or take advantage of others. You also don't have to covet the property of others, or look at it with wishful eyes. No one has anything of which you cannot have the like without taking what they have away from them.

Becoming a Creator

You are to become a creator, not a competitor. You are going to get what you want, but in such a way that when you get it every other person will have more than they have now.

The competitors are like the monster reptiles of the prehistoric eras. They play a necessary part in the evolutionary process, but the same power that produced them will dispose of them in due time. And it is well to bear in mind that they have never been really rich. Riches secured at others' expense on the Competitive Plane are never satisfactory and permanent. They are yours today, and another's tomorrow.

If you are to become rich in a scientific and certain way, you must rise entirely out of competitive thought. **You must never think for a moment that the supply is limited or that someone will beat you to what you desire.** That cannot possibly happen. You are not seeking anything that is possessed by anybody else. You are causing what you want to be created from Formless Substance, and the supply is without limits.

Remember to look beyond appearances. Look always at the limitless riches in Formless Substance, and KNOW that what you desire is coming to you as fast as you can receive and use it. Nobody can prevent you from getting what is yours on the Creative Plane.

OUR COMMENTARY

Many people exist in a no-man's land. They reject the Competitive Plane. This is understandable since this lower plane is fueled by fear, greed, materialism, and selfishness.

The desire to transcend the limitations of the Competitive Plane is a positive step. The challenge many people face is that once they reject the Competitive Plane, they don't know what to do. They are lost between two worlds. This happened to us and we see it happening to a lot of people now.

Wattles provides the solution. The next step lies on the Creative Plane. Here creativity, inspiration, and love abound. There is no lack or dog-eat-dog competition in the creative world. You follow your calling, fulfill your purpose, and everyone wins. You could see the Creative Plane as humanity's next step.

The goal, then, is to live on the Creative Plane, so joy, love, and freedom can flourish for you and everyone. The challenge is not many people are there yet, so your mission, should you choose to accept it, is to help to blaze the trail for yourself and those who follow.

MAKING IT EASY WITH EFT

For this transformational chapter, we share our Reality Shift with EFT. With this process, you can make the transition from the Competitive Plane to the Creative Plane. This is not to say that the transformation is complete with a single process. Instead, the Reality Shift is a process you can return to whenever you want to lift yourself out of the fear, lack, separation, and limitation of the Competitive Plane.

The Reality Shift with EFT

This process, which draws again on the use of imagery, is one of our favorites. You can use it to shift your reality with virtually any issue. Here are the steps.

1. Pick a specific issue to address with EFT. This can be anything, but in relation to the transition from the Competitive Plane to the Creative Plane, you might want to focus on fear, lack, aloneness, or limitation, all of which hold you in a competitive frame of mind.
2. Measure the emotional intensity from one to ten.
3. Now close your eyes for a moment and ask yourself what this issue would look like if it was a landscape or possibly a symbol, accepting whatever comes to mind. The landscape is a powerful image, with a number of insightful elements. Ask yourself the following questions and jot down the responses in your journal:
 - How does the landscape (or symbol) look?
 - What colors are in this landscape (or symbol)?
 - How does the sky look?
 - What details do you notice in this landscape (or symbol)?
 - What sounds, if any, do you associate with this scene (or symbol)?
 - How does it feel emotionally?
 - What, if anything, do you smell?
 - Anything else you notice?
4. As with other images, this landscape (or symbol) is your baseline, which you can return to as you do EFT.

5. Start the tapping with the following affirmation:
 - "Even though I have this _____, I know my reality can shift."Repeat this affirmation three times, as usual.
6. Complete the short tapping sequence in the usual way. If the intensity is high with this or any EFT process, you may want to start with two continuous rounds of tapping. This often reduces the intensity dramatically.
7. Take a few nice, deep breaths and return to the image. Notice what, if anything, has changed. Measure the intensity again from zero to ten.
8. If necessary, repeat the EFT. When the intensity is close to zero, look again at the landscape (or symbol). Notice how it looks now and what the differences signify. As you focus on the shift, also notice where you see yourself in relation to the Competitive and Creative Planes.

The Competition Monster

The shift from the Competitive Plane to the Creative Plane is significant. In *The Science of Getting Rich Made Easy with EFT Videos*, Jane did a process with Cynthia on making this shift. In this case, Cynthia saw an image she called the "Competition Monster," a variation that worked for her.

This is an example of being flexible with the techniques and allowing each process to unfold in its own way. You may set out with one thing in mind and end up with something different, and that's okay. When you are open, the unconscious mind will take you exactly where you need to go.

In this case, Cynthia had a problem moving forward with her life, realizing her dreams and goals, because she was afraid of returning to her old patterns. Earlier in life, she had wealth from a career as a lawyer and from her marriage. Unfortunately, it came with a lot of the negative trappings of competition that Wattles describes.

Some years ago, she ended the marriage, seeking a more balanced life. Since that time she had aimed to stay clear of the pressures and restrictions that ruled her earlier life. By association, this included staying clear of wealth. She couldn't see how she could have a more balanced life that included being rich.

When Cynthia thought of the transition from the Competitive Plane to the Creative Plane, she saw a Competition Monster in the form of a tiger stalking her. After doing a few rounds of EFT with Jane, she felt that "competition was not engulfing" any longer. The image of the stalking tiger had turned into an adorable little kitten.

The tiger initially was wild and uncontrollable (fear of competition). Relieved, she now realized that she could pick up the kitten and play with it, or put it in another room if needed (living on the Creative Plane). By the end of the process, she was open to creating both balance and wealth.

A few weeks after the Competition Monster Reframe, Cynthia reported she felt freer and happier and was able to pursue more opportunities. This is a great example of what Wattles describes as increasing life. She was also more in The Zone.

CHAPTER SIX

How Riches Come to You

SUMMARY OF WATTLES' TEACHINGS

Here Wattles makes the profound point that Original Substance wants to live and do and enjoy all that is possible through humanity. God wants you and every person to have all that you can or will use for the living of the most abundant life. He is saying, "I want hands to build wonderful structures, to play divine harmonies, and to paint glorious pictures. I want feet to run my errands, eyes to see my beauties, tongues to tell mighty truths and sing marvelous songs," and so on.

If you fix upon your consciousness the fact that the desire you feel for the possession of riches is one with the desire of Omnipotence for more complete expression, your faith becomes invincible.

A New Way of Doing Business

When you rise from the Competitive to the Creative Plane, you open to opportunities to view business in new ways. **The goal is to give to every person more than you take from them.** If you give people more in use value than you take from them in cash value, then you are adding to the life of the world with every business transaction.

No man becomes rich unless he enriches others.

- ANDREW CARNEGIE

Scan your business transactions, and if you are selling anything that does not add more to your buyers' lives than what they give you in exchange, you can afford to stop it. You don't have to beat anybody in business. If you are in a business that aims to beat others, Wattles suggests that you get out of it at once.

On a related note, if you have people working for you, you obviously have to take from them more in cash value than you pay them in wages. Nonetheless, you can organize your business so it offers opportunities for advancement. Then each employee who wishes to do so can advance a little every day. Your business can be like a ladder that provides opportunities for employees to climb to riches themselves.

How Riches Reach You

It is also essential to realize that you are to cause the creation of your riches from Formless Substance. However, it does not follow that riches are going to take shape from the atmosphere and come into being before your eyes.

Let's say, for instance, that you want a beautiful new car. This doesn't mean that you are to impress the thought of this amazing car on Thinking Substance until it is formed without hands, and suddenly materializes in your garage. Instead, hold the mental image of this car with the most positive certainty that it is being made, or is on its way to you. Have absolute and unquestioning faith that the car is coming. Never think of it, or speak, of it, in any other way than as being sure to arrive.

Claim what you desire as already yours.

Your desire will be brought to you by the power of the Supreme Intelligence acting upon the minds of men. If you live in Maine, it may be that a person will be brought from Texas or Japan to engage in a transaction that will result in your getting what you want. When this happens, the whole matter will be as much to that person's advantage as it is to yours.

Don't forget for a moment that the Thinking Substance is everywhere. It is through ALL, in ALL, communicating with ALL, and can influence ALL. The desire of Thinking Substance for fuller life and better living has caused the creation of all the cars already made, and it can cause the creation of millions more.

Ask Largely

The desire you feel for riches is the Infinite seeking to express Itself in you, so you need not hesitate to ask largely. All that there is of possibility is seeking expression through you and every person.

God wants those who can play music to have pianos and every other instrument, and to have the means to cultivate their talents to the fullest extent. He wants those who can appreciate beauty to be able to surround themselves with beautiful things. He wants those who can discern truth to have every opportunity to travel and observe. He wants those who can appreciate dress to be beautifully clothed, and those who can appreciate good food to be luxuriously fed.

Your part is to focus and express your desire to God.

OUR COMMENTARY

Now that Wattles has made the transition to the Creative Plane, he discusses what it means to be a creator rather than a competitor. The challenge in this transformation is making the critical shift from viewing yourself as a victim of circumstances beyond your control to being

the true creator of your life. It is also the most freeing transformation in perspective that you can possibly make.

As long as you see yourself as a victim of current economic conditions, your heritage, or any other perceived limitation, your reality will mirror your victim perspective, and there's not much that anyone can do for you.

From Victim to Creator

On the evolutionary journey, each of us has to make the decision to take control of our life.

***You are the only one who can decide to become a creator
and the only time you can create is now.***

Many people wait for that perfect time in the future to take control of their lives, and it never comes. We discussed commitment earlier and hope that you have committed to change. You can start living AS IF what you desire is already yours and enjoy it now.

Another key point about becoming a creator is Wattles' suggestion to "ask largely." There are no limits in terms of size and opportunity other than what we put on things. If you want a million dollar income, for example, the first thing that will hold you back is whether you believe that it is possible.

If you believe that earning a million dollar income is difficult, you will find proof that it is. If you believe, as suggested earlier, that it is not hard, it is just different, and that positive change is easy, you can find proof of this as well. Just reach as high as you can without losing belief that what you want to create is possible.

If you find that your most pervasive thoughts doubt that what you want will ever happen, you are defeating yourself. There is no good or bad here. The key is to increase your ability to stay in The Zone, the place where you feel joyful and believe in your dreams. As you progress, you will see evidence that you are getting results and your belief will increase. The EFT process we share here may help, too. We designed it to build belief and make reaching your goals seem possible for you now.

MAKING IT EASY WITH EFT

When EFT is not working with releasing stuck emotions, it is almost always because there is something you need to understand consciously. Keep this in mind when you do EFT and ask yourself what that might be.

Here's a common showstopper: EFT doesn't generally work when the user views him- or herself as a victim. As you may have experienced, the transition from the Competitive Plane to the Creative Plane is a reality shift. To make the shift, you have to come to a conscious

understanding of what you are creating and decide that it is time to change. **No one is responsible for your situation except you.**

This may seem harsh at first, but consider this. If you didn't create the situation you are in now, you wouldn't be able to create something different. Law of Attraction Expert and EFT lover Bob Doyle says that taking responsibility for something you have created is extremely empowering. He goes on to say, "Then change that and do something about it. You can attract a whole new set of different circumstances."

With the teachings and tools you have here, anything is possible. The point is this:

***You are a true creator,
and you have the power to take charge of your life.***

Bringing What You Want Down to Size

Think of the income goal that you created in Chapter One. Notice how it looks and feels to you. Ask yourself: in terms of being realizable, is your income goal big or small? Is it close or far away? The aim here is to bring it close to you and down to a size that you can handle.

When we first read *The Science of Getting Rich*, we were excited, as many people are, about the idea that we could create a life where money would never be an issue. We set an income goal that would allow us to live fully, to be, do, and have everything we could possibly desire.

We understood that if we wanted to realize this goal, it would have to be believable, that is, in The Zone. Considering this, Jane noticed that this goal looked and felt large and difficult. In her mind, it was like a large dark blob looming over her. It didn't look like it could ever happen, but Jane knew that she could bring it down to size with EFT. After a few rounds, our income goal became so small and felt so easy, she could hold it in her hand and in her heart. This changed everything for her and our income has grown steadily ever since.

If you already have an income goal that feels close and that is a size that is easily realizable, you may want to challenge yourself a bigger goal for the purpose of this exercise. We all have what Harv Eker, creator of the Millionaire Mind Intensives, calls a financial "set point," a limit of what we believe we can accomplish financially. Your current income or the income you tend to gravitate to is your financial set point.

To open to the infinite possibilities that exist on the Creative Plane, you can change your financial future and bring what you want down to a size that feels realizable.

Process for Changing Your Financial Future

1. To begin, imagine yourself standing with your financial goal.
 - Notice how large (or realizable) it is and how close it is.
 - When you reach out to touch it, does it slip away?

- Is it clear or out of focus?
 - Is it soft and friendly or _____?
 - How do you feel about it emotionally?
2. Notice everything you can about its characteristics and jot down a summary of your observations about your financial goal in your journal.
 3. Ask yourself, from one to ten, how possible does it feel that you can reach your financial goal? Be honest with yourself and remember that any experience of limitation is just a misunderstanding that you can clear to open to your infinite potential.
 4. Substituting this image for the landscape in the last process, do the Reality Shift. Use the instructions in Chapter Five.
 5. Repeat the process, if needed, to bring the intensity down close to zero.
 6. When you are done, check back with the image of your financial goal.

When your financial goal looks like it is closer and easier, making it a reality will feel much more possible. You may even be able to hold this goal in the palm of your hand and/or in your heart. Find the place that feels right for you and keep it close.

Joe's financial Goal

Phillip worked with Joe on his financial goal of doubling the income from his coaching business within a year. When he visualized his goal, he saw large clear numbers, representing the money he wanted to make. Although clear, the numbers were positioned uncomfortably close to him, as if they hovered over him. He felt intimidated by the thought of earning so much money.

Doing the Reality Shift with EFT, Joe's financial goal morphed into a huge skyscraper. He stood at the base of it, looking way up at the towering structure.

After a few rounds of EFT, the pressure associated with this image eased. He could now view the skyscraper from a comfortable distance. He could see clearly and felt comfortable that he could access the big building whenever he chose and go there at his own pace.

Joe realized that his goal, represented by this skyscraper, was solid, and it would be there for him. He didn't need to feel pressured or worry any more to accomplish his goal. He felt much more confident now.

Every person's experience with a process like this is different. In Joe's case, the skyscraper didn't become smaller. Instead, it became accessible, and he felt comfortable with his financial goal. Joe was now in The Zone with his goal.

CHAPTER SEVEN

Gratitude

SUMMARY OF WATTLES' TEACHINGS

The last chapter left off with the need to convey your desires to the Infinite. You have to relate yourself to the Formless Intelligence in a harmonious way, which is surprisingly simple. **You can sum up the process of coming into unity with God in one word: GRATITUDE.**

The Law of Gratitude

There is a Law of Gratitude, and observing this law is essential. The Law of Gratitude is the natural principle that action and reaction are always equal, and in opposite directions.

Here's the process for coming into perfect unity with the Infinite:

- Believe that there is one Intelligent Substance, from which all things proceed.
- Believe that this Substance gives you everything you desire.
- Relate yourself to it by a feeling of deep and profound gratitude.

Reaching out with gratitude is liberating. It cannot fail to reach the Infinite, and the reaction is an instantaneous movement towards you.

If your gratitude is strong and constant, the reaction in Formless Substance will be strong and constant. The movement of the things you want will always be toward you. The more gratefully you fix your mind on the Supreme when good things come to you, the more good things you will receive, and the more rapidly they will come.

The Awesome Power of Gratitude

Also note that gratitude will keep your feet on the Creative Plane. It alone can keep you looking toward the All, and prevent you from falling into competitive thought. **This is critical. Falling into the error of thinking of the supply as limited is fatal to your hopes.**

The value of gratitude is not limited to getting you more blessings in the future. It keeps you from dwelling on negative thoughts about things as they are. The moment you permit your mind to dwell with dissatisfaction upon things as they are, you start to lose ground. Dwelling on the inferior is to become inferior and to surround yourself with inferior things.

On the other hand, to fix your attention on the best is to surround yourself with the best, and to become the best. The Creative Power within us makes us into the image of that to which we give our attention. **The grateful mind is constantly fixed upon the best.** As a

result, it tends to become the best. It takes the form or character of the best, and will receive the best.

The Emergence of Faith

Also, faith is born of gratitude. The grateful mind continually expects good things, and expectation becomes faith. The reaction of gratitude upon one's own mind produces faith; and every outgoing wave of grateful thanksgiving increases faith. Without a living faith you cannot get rich by the creative method, as you'll see in the following chapters.

It is necessary, then, to cultivate the habit of being grateful for every good thing that comes to you and give continuous thanks. And because all things have contributed to your advancement, you should include all things in your gratitude.

Society's Evolution

Do not waste time thinking or talking about the shortcomings or wrong actions of corrupt corporations, institutions, and politicians. Remember, society is evolving. Such as it is, the organization of the world has created your opportunity. All you get really comes to you because of the powers that be. If it wasn't for politicians, we would fall into anarchy, and your opportunity would be greatly lessened.

God has worked a long time and very patiently to bring society up to where it is in industry and government. And He is going right on with His work. There is no doubt that He will do away with corrupt institutions and politicians as soon as it is humanly possible.

In the meantime, remember that the powers that be maintain the transmission lines along which your riches will come to you, and be grateful to them all. This will bring you into harmonious relations with the good in everything, and the good in everything will move toward you.

OUR COMMENTARY

The power of gratitude is living proof that claiming your right to be rich can be immensely enjoyable and enlightening.

When you start each morning with expressions of gratitude for the blessings you have and those that are coming your way, your life is or can be truly miraculous. Your whole perspective on reality shifts when you feel gratitude.

Gratitude is a quality of the heart and a vibration that resonates most purely with the energy of the Creative Plane. If you practice expressing gratitude every day, your outlook on life will shift in wonderful ways. You will find yourself noticing things to be grateful for throughout your day. When this happens, it is evidence that you are making the transition to the Creative Plane. For example, we are grateful for the opportunity to share this information

with you and for the positive changes that will be happening for those who read this book. Thinking about it warms our hearts.

Morning and Evening Gratitude

The morning habit of expressing gratitude BOTH for what you have and for the blessings that are coming your way needn't take extra time. As a way to start the day, you can think of what is in store on this day and what you want to have happen. Then after you have completed your expressions of gratitude for the blessings you currently enjoy, you can express gratitude that the things you desire will be coming during the day.

This may include an actual thing, like a pay raise, or something of value at another level, like making a positive connection with another person. You can express your gratitude in the shower, while you make breakfast, or in the car on the way to work. **Giving thanks aloud increases the power. Try it and find out for yourself.**

You can further strengthen this energy by expressing gratitude for the day's many blessings as you retire at night. This brings some "good vibes" for relaxation as you drift off to sleep.

MAKING IT EASY WITH EFT

You can probably imagine how EFT can help you in your expressions of gratitude.

What if you don't feel grateful for your life now? In challenging times, this can occur. EFT can be a powerful catalyst for shifting ambivalent feelings about what you are experiencing now into proactive feelings about creating your brightest possible future.

Being Grateful for Your Challenges

If what you have read so far is true, it is also true that the challenges you currently face can serve a positive purpose for your growth.

Remember that the transition to the Creative Plane involves a dimensional shift from viewing oneself as a victim of circumstances to becoming a self-empowered creator. Part of this transition involves understanding that everything happens for a reason. When you can get a sense of what the positive outcome of your current situation might be, your perspective can change. When you can continue to focus on what you want to create in the face of appearances to the contrary, you are exercising your muscles as a creator.

As a note, if you are in a situation where you can't imagine any possible good, just be open to recognizing it sometime in the future and keep your sight on your bright future.

Three Ways to Use EFT to Increase Gratitude and Faith

- 1. Continuous Tapping:** One simple suggestion is to use continuous tapping, which was described in the Preface. Just tap continuously through the points in the Short Sequence to strengthen your feelings of gratitude and your “faith” in the blessings that are coming your way as you repeat your gratitude statements a few times. Notice how you feel before and after. You may be amazed.
- 2. Gratitude Affirmation:** To strengthen gratitude when there are changes you'd like to see in your life, use a gratitude affirmation with the short sequence, as follows:
 - “Even though I wish _____ was different, I am grateful for what I have and the many blessings that are coming my way.”
- 3. When it's Hard to Be Grateful:** Try this affirmation with the Short Sequence when you're finding it difficult to be grateful for the challenges you currently face:
 - “Even though I wish _____ was different, I am open to a positive outcome that will further my growth and connection with my infinite potential.”

If gratitude feels challenging, also consider the Reality Shift, which you learned in Chapter Five. When the process is complete, notice if there is a shift in your experience of gratitude.

CHAPTER EIGHT

Thinking in a Certain Way

SUMMARY OF WATTLES' TEACHINGS

Now we come to the initial steps toward getting rich. First, you formulate your desire for the things that make for a larger life and get these desires arranged into a coherent whole. Then you can impress this Whole Desire upon the Formless Substance, which has the power and the will to bring you what you want.

Determining Exactly What You Want INTENSELY

To start, you must determine what you want, and be definite. Many people fail to impress Thinking Substance because they only have a vague and misty concept of the things they want to do, to have, or to become. You can never get rich, or start the creative power into action, by sending out unformed longings and vague desires. It is not enough that you should have a general desire for wealth "to do good," or a wish to travel, see things, live more, etc. Everybody has these desires.

As you determine exactly what you want, realize that your desires have to be strong enough to hold your thoughts directed to your purpose in the same way the magnetic pole holds the needle of the compass. Go over your desires. Determine what you truly want and create a clear mental picture of it as you wish it to look when you get it.

Impressing Your Desire on the Infinite

Once you have formed your vision, your focus turns to receiving by impressing your desire on the Infinite. **You do this by holding your vision with unshakable PURPOSE to attain it, and with steadfast FAITH that you will attain it.**

See the things you want AS IF they were actually around you now. See yourself as owning and using them. Live in the new house. Wear the fine clothes. Ride in the automobile. Go on the journey and confidently plan for greater journeys. Think and speak of all the things you have asked for in terms of actual present ownership. Imagine an environment and a financial condition exactly as you want them, and live continuously in that imaginary environment and financial condition.

Dwell upon your mental picture until it is clear and distinct, and then take the Mental Attitude of Ownership toward everything in that picture. Take possession of it, in mind, in the full faith that it is actually yours. Hold to this mental ownership and do not waiver for an instant in the faith that it is real.

The methods set forth here are for people whose desire for riches is strong enough to overcome mental laziness and the love of ease, and make them work. The more clear and definite you make your picture and the more you dwell upon it, bringing out all its delightful details, the stronger your desire will be. The stronger your desire, the easier it will be to hold your mind fixed upon the picture of what you want.

Spend as much of your leisure time as you can in contemplating your picture. And remember gratitude. Be as thankful for it all the time as you expect to be when it has taken form. **The person who is sincerely grateful for the things he or she owns only in imagination has real faith. He or she will get rich and cause the creation of whatever he or she wants.**

The Importance of Purpose and Faith

If all you do is see the picture clearly, you are just a dreamer. You will have little or no power for accomplishment. As mentioned, behind your clear vision must be the purpose to bring it out in tangible expression. And behind this purpose must be an invincible and unwavering FAITH that the thing is already yours and you have only to take possession of it.

Having learned that faith and purpose make the difference between the scientist and the dreamer, you're ready to learn the proper use of the Will.

OUR COMMENTARY

Here Wattles hones in on the necessity of having a dream and wanting it badly enough so it will stay in your thoughts. Having INTENSE DESIRE, as Wattles describes it, is critical to your success and being in The Zone. Wattles doesn't specifically refer to experiencing strong emotions. You could surmise that this is a reflection of his era.

For clarity, look at having intense desire this way:

- **INTENSE DESIRE = Strong Positive Emotion**
- **STRONG POSITIVE EMOTION = excitement, expectation, exhilaration, aliveness, and more**

Make What You Want a Reality for You NOW

Your aim, which is worth reiterating, is to build such strong expectation and excitement that you feel AS IF what you want is a reality for you now. **Aim to feel fully alive NOW and notice the things that repress this aliveness.** Remember where Wattles started: the purpose of life is to live fully and grow.

In Chapter One, we began the journey with the creation of three goals and a vision of your brightest possible future. We want to return to this now to deepen your awareness and commitment to your dream.

As success coaches, we have seen firsthand the importance of striving for the things that make you feel most alive and passionate about life. In Chapter One, we asked you to create a picture of your brightest possible future in your mind. We also asked you to measure how alive and excited this bright future feels on a scale of one to ten.

Connecting with Your Greatest Aliveness and Excitement

We have consistently seen that a person will only commit fully to a goal that is close to a ten in aliveness and excitement. This makes sense. Again, we are here to live fully and grow. The things you are here to do are the things that make you feel most alive and the desire to live fully is your best possible motivator.

If you are not completely excited and fully committed to your goals, your desire will wane sooner or later. We have seen this over and over again. But when you understand that your goals are your reason for being alive, they take on immediate importance. They also produce a new level of commitment.

Pursuing your heartfelt desires enhances aliveness and settling for anything less represses aliveness. We don't generally see people consciously choosing to repress aliveness, but we do see this happening every day out of lack of awareness. If you observe the people around you, you will see that most people repress their aliveness. As you start to grasp *The Science of Getting Rich*, your awareness changes and you will gravitate more and more toward greater life.

This is a good time to review your goals and your vision of your brightest possible future. It's also a good time to mention that if you didn't set any goals, your Learnability Scale rating is currently low. Remember the saying, "If you don't have a dream, how are you going to make a dream come true?"

Stay Focused on Learning

You may want to review the Learnability Scale in the Preface. If you want the science of getting rich to work for you, you have to be available to learn. Remember, implementing Wattles' teachings isn't hard, but it IS different. **You have to do things differently to produce different results.**

Focus again on your heartfelt desires and the life you truly want to create. If necessary, you can revise your goals to open fully to your brightest possible future.

***Expect your every need to be met.
Expect the answer to every problem.
Expect abundance on every level.***

- EILEEN CADDY

To follow up on the importance of faith, remember that your job is to decide what you want and to have strong expectation that it is happening now. You can't possibly have the overview that the Infinite Intelligence of the Universe possesses, so you have to have faith that what you want is coming.

Using Faith Statements

Remember, whenever doubt arises, you can draw on something like one of the following Faith Statements:

"I have no idea how this is going to happen, but I know it will."

or

"This may look unlikely now, but I know everything is going to work out fine."

or

"I know that anything is possible and miracles are happening now."

These are all expressions of faith and we have been amazed at their effectiveness. When we removed the pressure of thinking we had to know the "HOW," we felt much lighter.

Find a statement like one of these that works for you. When you know in your heart that the Infinite wants you to have what you want just as much as you do and maybe even more, your faith will expand. **Trust will replace your desire to know the details.**

MAKING IT EASY WITH EFT

Now we return to the process you learned in Chapter Six, where you explored making your financial goals realizable. You can use this same process with your image of your brightest possible future.

As mentioned above, when you look at your goals and your image of your brightest possible future, your reaction may be something like "This'll never happen," it won't. Or if you're thinking "We'll see." When this happens, you are not impressing your desire on the Infinite.

Maybe you can't find a Faith Statement that works for you. Fortunately, this can change with EFT. These kinds of doubts are normal as you stretch yourself with the aim of living life to the fullest. Fear and uncertainty are normal reactions to expansion and growth. If you weren't experiencing any doubt, fear or uncertainty, this would indicate that you weren't stretching yourself enough, so look at them as positive indicators that you are changing.

We hope you are ready to move beyond your doubts with EFT. **YOU CAN** get to a place where you are sure that your brightest possible future is becoming a reality and this process can help.

Process for Connecting Fully with Your Brightest Possible Future

1. To begin, imagine that you are on a road with your past extending toward the horizon behind you and the road to your future extending out directly in front of you.
2. Focus in on the image of your brightest possible future and notice the following:
 - Notice how big your image of this bright future is and how close it is.
 - When you reach out to touch it, does it slip away?
 - Is it clear or out of focus?
 - How possible does it feel?
 - How do you feel about it emotionally? Let your fears and doubts come up so you can clear them with EFT.
3. Notice everything you can about the characteristics of your brightest possible future and jot down a summary of your observations about your connection to this bright future in your journal.
4. Substituting this image for the landscape, do the Reality Shift as you did earlier to clear any fears and doubts that are coming up. Use the instructions in Chapter Five.
5. When you are done, check back with the image of your bright future and notice any changes. Pay particular attention to any details that weren't there before that are coming into focus now.
6. Repeat the process, if necessary.
7. You may also want to distill your image into a symbol by asking yourself if there was a symbol for your brightest possible future, what would it be? You can then focus on this symbol to evoke the feelings of living in this wonderful future.
8. As you complete the process, also return to the Faith Statements. Now you are likely to be in a resourceful state of mind where you can find one that works for you. You may even find yourself feeling lighthearted about it. If your Faith Statement can reflect this lightheartedness, all the better.

From now on, remember to use your Faith Statement whenever doubt raises its head. Practice will make it stronger and your faith will grow. The ultimate goal with your brightest possible future is to make it real for you now, so you can see yourself living this life today. You want to always keep it clearly in front of you, where you can see it and touch it with ease.

CHAPTER NINE

How to Use the Will

SUMMARY OF WATTLES' TEACHINGS

To create wealth in a scientific way, you need only to use your will power upon yourself, to think in a Certain Way.

It is as wrong to coerce people by mental power as it is to coerce them by physical power, even if it is “for their own good.” You cannot know what is for another person’s good anyhow. You don’t need to apply power or force to anyone in any way whatsoever. Nor do you need to apply your will to things to compel them to come to you. That would simply be trying to coerce God and you do not have to compel God to give you good things any more than you have to use your will power to make the sun rise.

Original Substance is friendly to you. In fact, it is more eager to give you what you want than you are to get it.

Legitimate Use of Will

When you know what to think and do, use your will to stay on course with thinking and acting in the Certain Way. This is all you need to do:

- Form a mental image of what you want
- Hold that vision with faith and purpose
- Use your will to keep your mind working in the Right Way.

The more steady and continuous your faith and purpose, the more rapidly you will get rich. If you can make only POSITIVE impressions upon Substance, then you will not neutralize or offset them with negative impressions.

How the Infinite Responds

Once formed, the picture of your desires, held with faith and purpose, is taken up by the Infinite, and permeates it to great distances – possibly even throughout the universe.

As this impression spreads, all things are set moving toward the realization of your vision. Every living thing, every inanimate thing, and all things yet uncreated are stirred toward bringing into being that which you want. And all things begin to move toward you. The minds of people everywhere are influenced toward doing the things necessary to the fulfilling of your desires, and they work for you.

A Caution about Doubt and Disbelief

You can check this movement toward you by making a negative impression in the Formless Substance. Doubt and disbelief are as certain to start a movement away from you as faith and purpose are to start one toward you.

This is where most people who try to make use of "mental science" in getting rich fail. Every hour and moment you spend in giving heed to doubts, fears, worry, and disbelief sets a current away from you in the whole domain of Intelligent Substance.

Focus on the Solution, Not the Problem

Now you know where the will comes into play. It is by your will that you determine where to focus your attention. Focus on what you want, not what you don't want.

Things are not brought into being by thinking about their opposites. Health is not attained by studying disease and thinking about disease. Righteousness is not promoted by studying sin and thinking about sin. No one ever got rich by studying poverty. Medicine as a science of disease has increased disease. Religion as a science of sin has promoted sin. And economics as a study of poverty will fill the world with wretchedness and want.

Do not talk about poverty. Don't investigate it or concern yourself with it. **WHAT CONCERNS YOU IS THE SOLUTION.** If you want to help the poor, help them to find solutions. Always know that getting rich is the best way you can help others.

Avoid Doom and Gloom

Stay away from books or papers that fill your mind with gloomy images of want and suffering. You cannot help others in the least by focusing on these things. Poverty and suffering can be done away with, not by increasing the number of people who think about suffering, but by increasing the number of people who purpose with faith to get rich.

Also, remember that people must be taught to become rich by creation, not by competition. Every person who becomes rich by competition holds others down. Every person who gets rich by creation opens a way for thousands to follow him, and inspires them to do so.

OUR COMMENTARY

Where there's a will, there's a way.

Wattles makes some critically important points here about staying on course and using your will to govern your attention. If you have been implementing the processes suggested so far, you now have a picture of your brightest possible future. You have experienced for yourself

the exhilaration that comes with feeling fully alive and you made a commitment to yourself to make your brightest possible future a reality.

Now Wattles has shown you the next step – using your will to stay focused on your goal and, we would add, staying in The Zone. Wattles would certainly advise people today to avoid negative news reports and programs on TV. It is also worth noting that if you studied the habits of highly successful people, you'd find that one of the first things these people advise is to stay away from TV, particularly the news. **Remember, you have a choice of being part of the problem or the solution.**

Claiming Your Right to Be Rich

You need to have a firm resolve to live fully and claim your right to be rich. This goes against consensus thinking, which is focused more on fear, safety, and security, so you may not get much support from those around you, especially at first. Using your will and staying on course to create a beautiful future is the best way that you can help both yourself and others. Once you are rich, you can donate to causes that help to pull people out of poverty, create a clean environment, and literally change the world. As the saying goes:

If you have nothing, you have nothing to give.

Many well-intended, heart-centered people say that they don't want wealth or recognition; they just want to help people. If you don't have resources, you can't have much impact. **Wanting to make a difference and not having the resources to live fully does a disservice to your soul's greatness and to God's greatness.** It is incongruent. The greatness in you longs to express itself fully. We encourage you to use your will to stay focused on it.

MAKING IT EASY WITH EFT

The exertion of will and use of will to take action are masculine qualities. Regardless of gender, we all have masculine and feminine sides, which are represented by the two sides of the brain and the two sides of the body.

This is a good time to fortify your masculine side. This will help you to enlist your sense of power, your will, and your ability to create the future you truly desire.

Body Alignment Process

This process can help you to gain more awareness of your posture, which is an important reflection of your mental and emotional state. It can also help you to access masculine qualities mentioned above, like power, strength, will, and the ability to take action.

1. Sit or preferably stand as you normally do, noticing how your body feels. Breathe the way you normally breathe. Say a few words about your potential for exerting your will

and creating the life of your dreams as you normally perceive it (silently or preferably aloud, as is appropriate).

2. Now imagine being fully connected with your heart's desires, breathing more and more positive, enthusiastic, joyful energy in with each breath, and notice if your posture wants to change.
3. Allow your body to take on the posture you feel as you imagine yourself creating your best imaginable life and realizing your full potential for greatness.
4. Breathe the way you would breathe if you were living this bright future now.
5. Say a few enthusiastic words about yourself, preferably aloud, from the perspective of having successfully made the science of getting rich work for you. Here are some examples to get you started:
 - "I am magnificent."
 - "I am a money magnet."
 - "I am a master at attracting miracles."
 - "I love the Infinite and the Infinite loves me."
6. Feeling the positive energies of living your brightest possible future, note the positive emotions you feel. You may feel joy, love, peace, harmony, power, and more.
7. If you want to strengthen any of these positive feelings with EFT, pick one positive feeling and complete the following process.
 - Measure the intensity of the positive emotion from one to ten, with ten being the strongest possible positive emotion.
 - Use the affirmation "I release limitation and choose to strengthen _____, and I completely accept myself."
 - Do one or two rounds of tapping, focusing on what you want to strengthen in the reminder phrase.
 - Measure the positive emotion again from one to ten.

You may be amazed how this simple process can lift your spirits and increase positive feelings. This is empowering. When you are done, you can repeat the process with any other positive emotions you want to strengthen.

Here is a suggestion for following up. Set a goal to be more aware of your posture throughout the day and find ways to lift your spirits as often as possible. This doesn't take extra time, and if practiced regularly, it can transform your perspective on life. You will definitely feel better, and you will open easily to new possibilities.

Your Inner Alignment

The alignment of your body naturally follows your inner alignment. As you align with positive energies like feeling successful, joyful and alive, your body will naturally want to straighten, lining up perfectly from your feet up your legs to the base of your spine, and from the base of your spine to your neck, and aligning the way your head rests comfortably on your shoulders. You may also notice a shift in the way your arms rest at the sides of your body. Your entire body should feel straight, strong, and relaxed.

This alignment should also reach upward like a line pulling you towards the sky. This is actually aligning you with the Infinite Intelligence of the Universe, your spiritual source. You may even notice that you can't feel limited when you straighten your posture. **Just straightening up can completely change your state.**

CHAPTER TEN

Further Use of Will

SUMMARY OF WATTLES' TEACHINGS

You cannot retain a true and clear vision of wealth if you are constantly turning your attention to opposing pictures, whether they are external or imaginary.

Staying On Course

Wattles recommends reading this book every day and committing it to memory. As you do this, do not think about other "systems" and theories. If you allow yourself to succumb to doubt and uncertainty, you will begin to flounder.

This system details the science of getting rich and it has been stripped of all non-essentials. If this is true, you do not need to read any other book on the subject. After you have made good and become rich, you can study other systems as much as you please. But until you are quite sure that you have gained what you want, do not read anything on this line but this book, unless it is the authors mentioned in the Preface.

Letting Go of the Past

Put poverty and all things that pertain to poverty completely behind you. Do think or speak about any past troubles of a financial nature. This includes family hardships from your early life. By focusing of these things, you mentally class yourself with the poor for the time being, and this will check the movement of things in your direction.

Also, remember to explore only the most optimistic comments on the world's news, those in harmony with your picture. Avoid reports that tell you that the world is soon coming to an end or that it is going to the devil. **The world is not going to the devil; it is going to God.**

Why People Remain Poor

Some people are ignorant of the fact that there is wealth for them. Others know there is a way out, but they are too lazy to put forth the mental effort necessary to pursue it. Others may even have some notion of science, but they have become so swamped and lost in the maze of metaphysical and occult theories that they don't know which road to take.

The very best thing you can do for all of these people is to teach by example. Make the most of yourself. You can serve God and humanity most effectively by getting rich.

Always Remember, the World is a Wonderful Becoming

Perspective is critical. Think of the riches the world is coming into, instead of the poverty it is growing out of. And remember, the only way you can assist the world in growing rich is by growing rich yourself through the creative method, not the competitive one.

Genuine greatness is possible only for those who are above the competitive battle. On the Competitive Plane, the struggle to get rich is a scramble for power over others. Fortunately, when we come into the creative mind, all this changes. Becoming rich on the Creative Plane frees us from the degrading influences of competition.

Love flourishes best where there is refinement, a high level of thought, and freedom from corrupting influences. These are to be found only where riches are attained by the exercise of creative thought. Focus on your mental picture of riches to the exclusion of all that may tend to dim or obscure the vision. Learn to see the underlying TRUTH in all things. See beyond all seemingly wrong conditions the Great One Life ever moving forward toward fuller expression and more complete happiness.

All that is possible in the way of greatness and soul unfoldment, of service and lofty endeavor, comes by way of getting rich, because all is made possible by the use of things.

Becoming rich is the noblest aim you can have in life, for it includes everything else.

Summary so Far

1. **There is a thinking stuff from which all things are made**, and which, in its original state, permeates, penetrates, and fills the interspaces of the universe.
2. **A thought in this substance produces the thing** that is imaged by the thought.
3. **People can form things in their thoughts**, and by impressing their thoughts upon formless substance, can cause the things they think about to be created.
4. **To do this, you must pass from the competitive to the creative mind and form a clear mental picture of the things you want.** Hold this picture in your thoughts with the fixed PURPOSE to get what you want, and the unwavering FAITH that you are getting what you want. Close your mind to all that may tend to shake your purpose, dim your vision, or quench your faith.

In addition to all this, you will now see that you must LIVE AND ACT in a Certain Way.

OUR COMMENTARY

Wattles' teachings here provide a reminder to continue with your daily reading, expressing gratitude and focusing on your brightest possible future. These are all right and essential uses of will.

In this chapter, Wattles also suggests staying away from other systems, because this will create uncertainty and move you off course. Study the ideas in this chapter thoroughly. He provides a goldmine of information that can transform your life and your wallet if you allow it to fully penetrate your being.

Wattles' "science" is the most complete system we have encountered for creating the best possible life. It has transformed our lives, along with the lives of many others, and it can do the same for you if you are willing to learn and grow. Refer again to the Learnability Scale in the Preface to get the most out of these amazing teachings.

We also acknowledge that other resources can enhance the learning you receive in *The Science of Getting Rich*. With this in mind, you will find a recommended reading list in Appendix C. The resources we mention there complement and enhance Wattles' teachings.

One of the main problems we see with many people is that they waver, never committing to anything. You have probably seen people flit from one thing to another, never mastering anything. You may have done this yourself and that's okay. Now you know that this doesn't work and you can do things differently to get different results.

YOU HAVE TO DECIDE TO BE RICH! Know what this means to you personally (for yourself, for those you love, and for the difference you can make in the world) and commit to your dream. Not "I'll try it for a week" or "we'll see" or "maybe next year." A woman emailed us once telling us that she had done a couple of things to create the holistic practice she desired. When they didn't work, she told us proudly how she gave up. By writing, she seemed to want to justify that she was correct in giving up on her dream.

NEVER GIVE UP ON YOUR DREAM! Half-hearted attempts at realizing dreams are commonly linked with past experiences. Thoughts gravitate to ways things haven't worked out up until now. If you find this happening to you, freeing yourself from the past could be the key.

MAKING IT EASY WITH EFT

To produce different results than you have gotten before, you have to let go of the past. When you view your possibilities as being limited because of something that happened in the past, the future will reflect this limitation. On the other hand, if you let go of the past and embrace your infinite potential, the future will be correspondingly bright.

Always remember: you are who you think you are and you become what you think about. In Chapter Two, we did the "Why not me?" process to release perceived limits that relate to your self-image. We want to return to this important area now so you can connect even more fully with your true nature.

Your History is NOT Your Destiny

In any area of life, your responses to events in the past influence your perspective in the present. This, in turn, produces a probable future. As Sheila Hollingshead taught in her book *Energy Therapy*, you must “let go of the past so you can move ahead more easily. **YOUR HISTORY IS NOT YOUR DESTINY.**”

Fortunately, you can release these kinds of limiting perceptions of yourself with EFT. Here are some examples of common perceptions from the past that you may want to explore to enlist your full potential:

- **Coming from a modest background**, as with a father who wasn't successful
- **Seeing yourself failing** because of who you perceive yourself to be
- **Not believing in yourself** because no one else does
- **Seeing yourself as deficient** because you never had a steady or high-paying job
- Seeing yourself as a victim of some kind of injustice
- **Perceiving yourself as inept**, not being able to do things right
- **Being limited** because you are overburdened
- **Not feeling that you deserve** to take time for yourself, including time to create the life of your dreams
- **Feeling helpless** in a society that seems to be headed in the wrong direction

This touches again on some of the areas you explored in Chapter Two, where we encouraged you to ask “Why not me?” You could see these examples and others you may come up with as ghosts from the past who are haunting you.

Take out your journal and create a list of ghosts from the past who want to hold you down. These are illusions, but that doesn’t matter. Until you release them, they will continue to haunt you. As with the “Why not me?” process, we all have perceptions about ourselves that hold us back. We can also open fully to our greatness by debunking them.

As you’ve done before, just start writing your list and don’t question the thoughts that rise up from your unconscious mind. Once you complete the “Ghost List,” you can use EFT to stop these ghosts from continuing to haunt you.

Steps for “Letting Go of the Past”

1. First, write a list of anything that might be limiting you and your belief that you can succeed with Wattles’ science.
2. As with the “Why not me?” Process, you are going to address eight limitations at one time. You will use eight ghosts from the past as eight reminder phrases for the short EFT sequence. If you have less than eight items on your list, you can repeat part or all of your list as you tap on the points. If you have more than eight, you can do an extra round to cover all of the items.

3. Look at the list and get the general intensity of how limited you feel by your history from one to ten. If this seems too complicated, don't worry about the intensity.
4. As another option, notice the image you see when you are thinking of all the ghosts from the past. Particularly notice your posture, how you hold your body. This image is as good a gauge as using the SUDS (Standard Units of Distress) level {measuring from one to ten) for noticing the difference when you are done.
5. The Affirmation: For the three repetitions, use the following three statements:
 - "Even though I am haunted by some ghosts from the past, I completely accept myself and know now that my history is not my destiny."
 - "Even though these ghosts want to keep me down, I realize that I can choose to leave the past behind and know that positive change is happening now."
 - "Even though the past still haunts me, I also know that I am here for a reason and I am ready to open fully to my greatness."
6. Now tap on the eight points and use your eight ghosts from the past as the reminder phrases. If you want to simplify it, you can say "these ghosts."
7. Now do another round with the following reminder phrases (or create your own):
 - Eyebrow: "I may not have felt so good about myself in the past..."
 - Side of the eye: "But that's okay..."
 - Below the eye: "I know for certain that my history is not my destiny..."
 - Below the nose: "I am connected to the infinite intelligence of the universe just like everyone else..."
 - Chin: "And I recognize that there is greatness in me..."
 - Collarbone: "I let go now of all the ghosts from my past..."
 - Side of the body: "I open fully to my brightest possible future..."
 - Top of the head: "And I claim my right to be rich."
8. When you are done, take a deep breath and give the energy a moment to shift.
9. Notice how the intensity and/or the image has shifted. Also notice the energy of the new you and, if it feels good, bring it fully into your body with a couple more deep breaths. Sit or stand up straight and feel the power and beauty of being you.
10. If necessary, always remember you can repeat the process to further reduce any emotional intensity or use the Floor-to-Ceiling Eye Roll to remove any final traces.
11. If, at the end of the process, you are still noticing some emotional intensity, connect with the emotion and do a round of EFT on it. Then come back to the process above and notice how you feel after another round of tapping on letting go of the past.

When you are done with this process, you should feel stronger and more capable of realizing your dreams. Enjoy the victory. **Declare, "I am magnificent and I claim my right to be rich!"**

CHAPTER ELEVEN

Acting in a Certain Way

SUMMARY OF WATTLES' TEACHINGS

Thinking in a Certain Way will bring riches to you, but you must not rely upon thought alone and ignore personal action.

We haven't reached the theoretical stage of development where we can create directly from Formless Substance. The failure to connect thought with personal action is the rock upon which many otherwise scientific metaphysical thinkers meet shipwreck. You must first think, but personal action must supplement your thought.

By thought, the thing you want is brought to you; by action you receive it. Under the impelling power of the Supreme Spirit, your thought makes all things, animate and inanimate, work to bring you what you want. You can cause the gold in the hearts of the mountains to be impelled toward you. But it will not mine itself, refine itself, coin itself, and come rolling down the road seeking its way into your pocket.

You must arrange your business affairs so you can receive the things you desire. When these things reach you, they will be in the hands of people who will ask an equivalent for them. You can only get what is yours by giving the others what is theirs. **The key is to give every person more in use value than he or she gives you in cash value.**

Acting in a Certain Way

To set the creative forces of the universe to work, all you have to do with is retain your vision, stick to your purpose, and maintain your faith and gratitude. By combining THINKING in a Certain Way with ACTING in a Certain Way, you can receive what is yours when it comes to you. Your pocketbook is not going to be transformed into a purse that's always full of money without effort on your part.

This is the crucial point in the science of getting rich, where thought and personal action meet. Many people, consciously or unconsciously, set the creative forces in action by the strength and persistence of their desires, but they remain poor because they have no way to receive what they want when it arrives.

Acting Now

Don't send your creative impulse to Original Substance, and then sit down and wait for results. If you do, you will never get them. **ACT NOW. There is never any time but now, and there never will be any time but now.**

Put your whole mind into present action. You cannot act in the past. The past is gone. You cannot act in the future, for the future is not here yet. And don't wait for a change of environment before you act. Get a change of environment by action. Hold with faith and purpose the vision of yourself in the better business or environment, but act upon your present business or environment with all your heart, and with all your strength, and with all your mind.

Use your present business as the means of getting a better one, and use your present environment as the means of getting into a better one. Your vision, faith, and purpose will set the creative force in motion to bring it toward you. By acting in a Certain Way, you will cause the forces in your own environment to move you toward the place you want.

Future Emergencies

Here's another pitfall to avoid. If you act in the present with your mind on future emergencies, your present action will be with a divided mind, and it will not be effective. You cannot tell how you will want to act in any future contingency until it arrives. Instead, hold faith in your ability to meet any emergency when it arrives.

Most likely, your actions for some time to come will be those you have been performing for some time past. You are to begin now to perform these actions in the Certain Way that will make you rich. Hold the vision of yourself in the position you want while you ACT with faith and purpose on the position you have, and you will certainly get the position you want.

OUR COMMENTARY

Your vision moves what you want toward you. Then, action moves you toward what you want so you can receive it. Both are essential. Start with creating a clear image of what you want (vision), then go and get it (take action).

It starts with being grateful for where you are and who you are. This is a stepping stone to where you are going and who you are becoming. The energy of gratitude creates a state that is conducive to creating a vision and having more to be grateful for.

Then you need to take action. At this point, many people say "it's not the right time." The fact is that it never will be and an opportunity like this may not knock again. Tomorrow never comes. If you finish reading this book, put it down and move on to the next thing, nothing is going to change. Is that what you really want?

We hope not. Why put your life on hold? OPPORTUNITY IS KNOCKING! It's not an accident that you are reading this now. **This is your time and today is the day.** Creating the life you truly desire involves connecting thought with right action NOW. As EFT and Peak Performance Expert Steve Wells suggests:

I like to say it's thoughts with feeling that lead to action. Change your feelings and you change your life because they will actually influence your actions. We have the tools now through energy tapping ... to be able to change our feelings so that we can take action.

There never is any time but now and Wattles' lesson here is to put all your energy into present action. Once you have defined your goals and have a sense of where you are going, just aim to provide value to others that is worthy of your goals.

A journey of a thousand miles begins with a single step.

- CHINESE PROVERB

Why not now?

To make this easy with EFT, start with the question "Why not now?"

If you ask yourself this question, you can probably come up with lots of good reasons why next month or next year would be better. You have probably had similar thoughts many, many times over the years. Have these delays in starting to live the life you desire and deserve served you well? If you are like us, the answer is "NO."

Look a bit deeper now. Know that the defenses you generally encounter are just excuses that are masking what is really happening. Ask "Why not now?" again and look for the real reasons. Here are some possibilities:

- Maybe it won't work.
- Maybe I will fail.
- I'll do it later.
- I've tried before and this is just going to be more of the same.
- I'm too busy or I don't have time.

If you think you are too busy, ask yourself if being so busy is taking you where you want to go. If not, does it make sense to continue creating a reality where you are busy going in the wrong direction? **Remember, you need to do things differently to get different results.**

Imagine you were on a treasure hunt and you had a reliable map. Once you found your way to the spot where the treasure was buried, do you think it would make sense to dig? We hope so, but with an opportunity like the one before you now, it may surprise you to hear that most people would sit down and look at the spot where the treasure was buried or turn around and walk away. Don't let this be you.

If you read this book, put it on a shelf somewhere, and move on to the next "shiny object" that draws your attention, you'll never know if you walked away from buried treasure as those who have successfully followed this path would say you had. What if it is true that this is the golden opportunity you've been waiting for all of your life? Some of the greatest thought leaders of our time say it is and they use Wattles' principles for a reason: **THEY WORK!**

Bargaining

Another variation on walking away is the people who dig down a few inches and when the shovel doesn't immediately hit treasure, they walk away. We call this bargaining. The question that goes through many peoples' minds is "How little can I do and get results?" or "What if I try this for a few weeks to see if it works?"

Success with Wattles' science will take more than a few weeks, though you can start to notice changes immediately if you follow his advice. The point is that if you are heading toward the life you came to live, **GIVING UP IS NOT AN OPTION!** The only way is forward and the surest path is the one that has been laid out for you.

Remember the story we told in the last chapter about the woman who tried a couple of things to realize her dream and when they didn't work out, she gave up, feeling fully justified? Again, don't let this be you. **Become one of the rare people who do what it takes to succeed. You'll be glad you did!**

MAKING IT EASY WITH EFT

As you might imagine, your mission now, should you choose to accept it, is to ask "Why not now?" to bring up all the reasons why you should wait until the perfect time to take control of your life.

The "Why Not Now?" Process

Get out your journal and write down all the reasons for "WHY NOT NOW?" Look beyond the superficial excuses and go for the bottom line. If you know that you have access to the Infinite Intelligence of the Universe and you know that this Intelligence wants you to have everything you could possibly desire to live fully and grow, why not you and why not now?

The process that follows is a variation of the "WHY NOT ME?" process, because "WHY NOT NOW?" is a close cousin. It's a great process for eliminating procrastination, waiting for the "some day" that never comes.

1. Focus in on your reasons for not taking action now. Take the example of "I don't have time" and ask yourself what emotions you associate with this statement.
2. If possible, measure the intensity of your resistance. If this seems too difficult, just continue with the process.
3. The Affirmation: For the three repetitions of the affirmation, use the following three statements:
 - "Even though I believe there are some good reasons why I can't do this, particularly now, I accept myself and I am open to change."

- "Even though I have some reservations about Wattles' science, I accept myself and know that positive change is happening now."
 - "Even though my possibilities don't look good, I also know that I am here for a reason and want to be the best I can be."
4. Now tap on the eight points and use your "Why not now?" statements as the reminder phrases. You can use this example or create your own:
 - Eyebrow: "Maybe it won't work..."
 - Side of the eye: "Maybe I'll fail..."
 - Below the eye: "Or maybe I'll put it off for another time..."
 - Below the nose: "Yes, I could do it later..."
 - Chin: "I'm too busy now anyhow..."
 - Collarbone: "And I've tried things like this before..."
 - Side of the body: "Maybe this will just be more of the same..."
 - Top of the head: "But then again, maybe not."
 5. Now do another round with the following reminder phrases:
 - Eyebrow: "The timing may not be perfect..."
 - Side of the eye: "But that's okay..."
 - Below the eye: "It never is..."
 - Below the nose: "I am open to receiving positive benefits from The Science of Getting Rich..."
 - Chin: "And I know that there are a lot of possibilities here..."
 - Collarbone: "In fact, I want to feel fully alive and grow in magical ways..."
 - Side of the body: "So I open NOW to my uniqueness and my greatness..."
 - Top of the head: "And I am ready NOW to claim my right to be rich."
 6. When you're done, take a deep breath and give the energy a moment to shift.
 7. Notice how the intensity and/or your feelings about your reasons for not taking action have changed. Also notice how the possibility of taking action feels now.
 8. If necessary, you can go back to your reasons and do another round or two.
 9. When you are done, ask yourself what action you are willing to take now and notice the difference.

With this process, you may notice, as many people do, that action seems much more possible and even desirable when you balance your energy with EFT. If you are still feeling too busy, like most people, take heart. Wattles discusses now overworking or rushing blindly forward in the next chapter. You are likely to find more relief there.

CHAPTER TWELVE

Efficient Action

SUMMARY OF WATTLES' TEACHINGS

You must use your thought as directed in previous chapters, and begin to do what you can every day in your present place. This is EFFICIENT ACTION.

How the World Advances

The world is advanced only by those who more than fill their present places. When an organism has more life than can be expressed in the functions of its own plane, it develops the organs of a higher plane, and a new species is originated. There never would have been new species had there not been organisms that more than filled their places.

The law is exactly the same for you. Your wealth depends on applying this principle to your life. You can only advance by being larger than your present place, and no one is larger than his or her present place who leaves any of the work pertaining to that place undone. Society can only advance when people are larger than their places, and your success depends upon being larger than your present place.

Fortunately, successful action is cumulative. As you move toward larger life, the influence of your desire multiplies.

Successful Action

Every day is either a successful day or a day of failure, and it is the successful days that get you what you want. If every day is a success, you cannot fail to get rich.

Do, every day, ALL that can be done that day. You cannot possibly know the workings of all the forces that have been set in motion on your behalf or the connections Supreme Intelligence is making for you. A simple act may be the very thing that opens the door of opportunity to great possibilities.

What NOT to Do

Fortunately for you, there is a qualification. It's not the number of things you do, but the EFFICIENCY of each act that counts. Don't overwork or rush blindly forward in an attempt to do the greatest possible number of things in the shortest possible time. Every act is, in itself, either efficient or inefficient. The cause of failure is doing too many things inefficiently and not doing enough things efficiently.

On the other hand, every efficient act is a success. If every act of your life is an efficient one, your whole life MUST be a success. With enough efficient acts, you will become rich, and you can see again that getting rich is reduced to an exact science.

Do, every day, all that you can do that day, and do each act efficiently.

What is an Efficient Act?

You may wonder if you can do each act in an efficient manner. YOU CERTAINLY CAN. Every act can be made strong and efficient by enthusiastically holding your vision while you are doing it, and putting the power and enthusiasm of your FAITH and PURPOSE into it. When every action is strong, you are acting in the Certain Way that will make you rich.

Remember that ALL Power is at your service, and ALL Power cannot fail. To make each act efficient, you have only to combine mental power with personal action. If ALL Power goes into every act, no matter how commonplace, every act will be a success in itself. And every success opens the way to other successes. As you continue, your progress toward what you want and its progress toward you will become increasingly rapid.

How to Hold Your Vision

It is essential to contemplate your picture in your leisure hours until your consciousness is so full of it that you can grasp it instantly. For speedy results, spend practically all your spare time in this practice. By continuous contemplation, this picture will become firmly fixed upon your mind down to the smallest details.

You'll be so enthusiastic about the bright promises of your vision that the mere thought of it will bring forth the strongest energies of your whole being. This vision will be so completely transferred to the Intelligent Substance that the simple thought of it in your working hours will stimulate your faith and purpose and bring forth your best effort.

Let's update our syllabus to bring it to the point we have now reached.

1. There is a thinking stuff from which all things are made and which, in its original state, permeates, penetrates, and fills the interspaces of the universe.
2. A thought in this substance produces the thing that is imaged by the thought.
3. People can form things in their thoughts and, by impressing their thoughts upon formless substance, can cause the things they think about to be created.
4. To do this, you must pass from the competitive to the creative mind, form a clear mental picture of the things you want, and do, with faith and purpose, all that can be done each day, doing each separate thing in an efficient manner.

OUR COMMENTARY

This chapter is packed full of essential information about succeeding with *The Science of Getting Rich*. You may want to read it a few times to get a full grasp of Wattles' message.

It is critical that you get out of overwhelm and move into the moment, bringing your best to everything you do. In *The Science of Getting Rich Made Easy with EFT Audio Series*, Prosperity Expert Elyse Hope Killoran advises people to avoid multitasking. Focus instead on "being fully present in everything that you do, not trying to do too many things at once, but really being present in each of the things that you do." **It's not really a matter of HOW MUCH you do. It's HOW you do each thing you do.**

The Power of Enthusiasm

Also notice Wattles' emphasis on enthusiasm. A good way to build enthusiasm is to simply develop the habit of being happy wherever you are. As with being grateful, when you are consistently joyful and enthusiastic about your life, you attract more things to be joyful about.

And when being joyful and enthusiastic become your habitual way of being, you can easily imagine more things that will create even greater joy and enthusiasm. You are in a state that is closer to the Infinite Intelligence. On the other hand, when you allow fear and separation to dominate your thoughts, you are moving further from the Infinite Intelligence.

This is a good reason to focus solely on this book, at least for a time. It will remove information overload. This in turn will clear a space where you can relax and open to doing things in a different way to produce different results.

So the focus here is on quality, not quantity. **It is refreshing to know that you will do best when you flow with each moment and let go of resistance to what's happening.** We noticed a big difference in ourselves immediately when we started doing this and getting more into a state of flow.

You will also notice that when you are in a more balanced and joyful state of mind, life will flow with greater ease. You will actually accomplish more by relaxing and holding your focus on the Creative Plane.

Thinking Success

As Wattles said, every day is either a success or a failure. We prefer to think only in terms of success and feeling successful at the end of each day. Here's some food for thought millionaire messenger Brendon Burchard shares in *The Science of Getting Rich Made Easy with EFT Audio Series*:

A lot of people in this industry think I'm one of the most productive people on the planet, but the only reason they think that is because I have a routine. And

I do that routine every single day. Every successful person I ever talked to has a routine that they do every single day to prep them mentally, emotionally, physically, and spiritually to succeed that day.

Here's one way to create a successful routine. Each morning, write a list of three or four things to do that day. Some people prefer to do this the previous evening. Either one is fine. The point is to plan your day and your life.

Again, this needs to be done in writing, so jot down your plan for the day and happily check off each item when it is completed. The key is to make it easy on yourself. Write down three things you know you can accomplish, so you can be confident that you will be able to check all of them off. Notice how enthusiastic and successful you feel that you have accomplished your goal. You can enhance these positive feelings by sharing your successes as a family or with some friends at the end of each day.

Opening the Door to Greater Success

We've discussed habits. Seeing yourself as a failure or a success is a habit just like anything else. Every perceived success opens the way to more successes, and this becomes cumulative. You have to practice this to understand it. With your daily successes, you are also training your mind to see yourself succeeding with your goals.

If you can succeed with small goals, you can also succeed with larger goals. It doesn't even seem to matter how large the items on the list are, the experience of success is the main key. You also have the benefit of taking control of your life by being more organized.

If you enjoy this process, you can also create some easily attainable monthly goals. Then you can write down and check off your successes each month. As you experience more and more success, you can start to challenge yourself more with your goals.

Whatever your goals, remember to make them realizable enough so you can see yourself holding them in your hands and in your heart NOW. Refer back to Chapter Five, where you did a process on bringing your financial goals down to size.

MAKING IT EASY WITH EFT

Jack Canfield is an avid EFT tapper and advocate of *The Science of Getting Rich*. He tells a story of a time earlier in life when he fell asleep on a bus and ended up in an area of his city where he had never been before. As you might imagine, his initial reaction was less than positive, but he decided to look at it differently. He explored the neighborhood and found a restaurant, where he had a great dinner.

The “That’s Good” Exercise

From this experience, Jack Canfield developed what he calls the “That’s Good” exercise. We are grateful every day for this ingenious idea. The truth is that everything happens for a reason and when you can find the good in the events of your life, resistance fades. Happiness comes more readily and the path becomes smoother as you move more into the flow of life. This is a way that you can actively move from viewing yourself as a victim of circumstances to an enthusiastic, self-empowered creator.

What might happen if you searched for the good in everything that is happening in your life? What if you could honestly say “that’s good” any time something challenging happens? You can find out now and make it easy with EFT.

The Steps in the Process

There are times in all of our lives when our current situation seems less than positive. We have these kinds of days just like everybody. We also recognize that such challenges are opportunities for building strength and character. EFT is a blessing here.

You can use EFT to get some insight into what might be good about any challenging situation. The important thing here is to focus on the insight that emerges when you bring the emotional intensity of an issue down around zero.

1. First, focus on a situation that is currently challenging for you. Determine what you feel emotionally, which may bring up one or more emotions. If you have more than one, pick a single emotion to use in this process. Chances are, when this one is cleared, the others will be, too. If not, you can repeat the process.
2. Measure the intensity of the emotion in the usual way.
3. Use the EFT Short Sequence with the following sequence of affirmations. Note that using specific affirmations like these provide suggestions to the mind to produce a specific result.
 - "Even though I have this challenging situation, I accept myself and open to viewing this challenge is an opportunity."
 - "Even though this challenge is currently blocking my path, I completely accept myself and my place on the path to wholeness and greatness."
 - "Even though this challenge is disturbing me, I accept myself and I am ready to see what’s good in this situation."
4. Complete the Short Tapping Sequence with "this challenge" for the reminder phrase.
5. Take a few nice, deep breaths and reevaluate the intensity.
6. Repeat the process if necessary to further reduce the intensity and/or address other aspects (emotions). Also remember you can use the Floor-to-Ceiling Eye Roll.

7. When the intensity is close to zero, notice how you feel now about the challenging situation and ask yourself what's good about it.

In reality, all of our challenges are opportunities to take our next steps. We can only see a fraction of the blessings the Universe has in store for us. When we can see them in this light, everything changes. We begin to trust the process more, feel less stressed and more joyful, and solutions synchronously come more easily.

Phillip's Experience

One time, Phillip was frustrated with his computer, an experience many people share. The frustration started with an intensity of seven out of ten. After several rounds of tapping, he felt much calmer.

The message he received was that "this is a temporary situation and it will pass." He could "man up" to deal with it patiently and deliberately.

This process took a couple of minutes and changed Phillip's day. Remember, you can do EFT any time. It's always a better choice than suffering.

Getting Into the Right Business

SUMMARY OF WATTLES' TEACHINGS

As you consider business opportunities, remember this. You connect with the Supreme Intelligence by living fully and you live most fully when you are doing what you love to do.

You Can Do Whatever You Want to Do

The desire to do something is proof that you can. Desire is a manifestation of power. The desire to play music is the power to play music seeking expression and development. The desire to invent new technologies is technological talent seeking expression and development. Strong desire to do something is proof that the power to do it is strong. It just needs to be developed and applied in the Right Way.

Everything else being equal, it is easiest if you select a business in which you have the best developed talent. But if you have a strong desire to do something else, aim for that as your ultimate goal.

Without good musical faculty, no one can succeed as a teacher of music. Without well-developed technological faculties, no one can achieve great success in developing new technologies. But having well developed talents in your particular vocation does not insure getting rich. There are people in all professions who have excellent skills and never get rich.

Your skills and talents are tools. It is essential to have good tools, but it is also essential to use the tools in the Right Way. Your MENTAL SKILLS are the tools you will use to get rich in the Right Way.

Starting Where You Are

You are not obliged to do something you do not enjoy doing, and should only do it as a path to doing of the things you want to do.

Generally speaking, the best way to change your business or environment is by growth. If you are currently in an undesirable situation, understand that you may need to stay there for awhile. You can make this pleasant by knowing that you are heading in the right direction.

On the other hand, if the right opportunity presents itself, don't ever be afraid to make a sudden and radical change. Just avoid sudden or radical action when you are uncertain about the wisdom of doing so.

Acting in a Certain Way

As you go on in the Certain Way, opportunities will come to you in increasing number. You will need to be very steady in your faith and purpose, and stay in close touch with the Infinite Mind by reverent gratitude.

If you feel that you are not in the right business or environment, always remember these important points:

1. **There is never any hurry on the creative plane.**
2. **There is no lack of opportunity.**

Quite the opposite! **There is a mind that knows all there is to know.** You can come into close unity with this mind by faith and the purpose to advance in life, if you have deep gratitude.

A day or two spent in contemplating the vision of what you want, and in earnest thanksgiving that you are getting it, will bring your mind into such close relationship with the Supreme that you will make no mistake when you take action.

Never Hurry

Don't act hastily in an attempt to change your current situation. Mistakes come from acting in haste, fear, or doubt, or from forgetting the Right Motive. **The Right Motive for taking action is more life to all, and less to none.** Just do all that you can do in a perfect manner every day. Remember, when you start to hurry, you drop back onto the Competitive Plane.

When you find yourself hurrying, stop what you're doing. Fix your attention on the mental image of what you want, and give thanks that you are getting it. Exercising GRATITUDE will always strengthen your faith and renew your purpose.

OUR COMMENTARY

This chapter goes into one of our favorite topics: passion and purpose. When you connect with your heartfelt desires and move into a life where you can do what you love to do, you feel more enthusiastic and more alive. **This is, of course, the ultimate goal: to live fully and grow.**

EFT and Business Success Coach Pamela Bruner confirmed this in *The Science of Getting Rich Made Easy with EFT Audio Series*:

I see so many people who try to do something that they think they can do well, although they don't enjoy it, and they may end up making money for a little while, but they often will get burnt out.

They won't proceed to their dreams. They'll sometimes quit and look for something more satisfying, or they'll just spend years being unhappy. ...

Although you might accumulate a little bit of financial gain that way, ... it doesn't fit with my idea of success which I like to look at as more holistic. It includes wealth, but it also includes your happiness, your physical health, your relationships, and so on. So, I love the idea of taking something you're very passionate about and turning it into a business.

Reaching the point where your health, wealth, relationships, and happiness come together is a process. For most people, there is a wide gap between where they are now and where they want to be. Yes, this can be uncomfortable, particularly when you begin to delve into Wattles science, create a dream, and see clearly how far you are now from where you really want to be.

You may be tempted to try to figure out how this will happen. You may also become frustrated because you can see no logical way that your dream could come true. As discussed earlier, you'll never be able to figure it out. This is critical and whenever you find yourself doubting a goal because you don't see any way it could happen, you have to stop yourself. **You must leave THE HOW up to the Universe.**

Remember the Faith Statements

Remember the Faith Statements we discussed in Chapter 8. When your mind gets stuck on THE HOW, get into the habit of reminding yourself that an Infinite Intelligence that knows much more than you can possibly know will take care of it. Say something that makes sense to you like one of the following:

"I have no idea how this is going to happen, but I know everything is going to work out fine."

or

"I know that anything is possible and miracles are happening now."

This can lighten up the energy. And if necessary, you can tap along to reaffirm your faith.

As Wattles instructs, your job is simply to do what you can each day. **Focus on what you want, not how it will happen, and watch for opportunities.** Also, expect to be pleasantly surprised. In response to our requests, people and opportunities we could never have imagined synchronously come into our lives.

These are two important habits to master:

- 1. Built your trust in the process with Faith Statements**
- 2. Expect to be pleasantly surprised by the outcome.**

To bring yourself back to a more constructive outlook, also remember to stay focused on gratitude and joyfulness. These are the surest ways to keep your feet planted on the Creative Plane.

More Monsters in the Closet: Momentum and Resistance

In this chapter, Wattles brings up another transformational opportunity with the critical points about not acting hastily or resisting what is. Notice what they do to your energy. Hurry and worry drop you like a rock onto the Competitive Plane. You can always recognize when this is happening because you feel alone, separate, and afraid.

Most people tolerate these states with the belief that if they hurry fast enough, they will get where they want to go. But there is a wealth of evidence to the contrary. Rushing off in the wrong direction is never productive.

The good news is that you can make much better progress toward your dreams if you slow down and keep your mind fixed on the Creative Plane. You can easily recognize when you are in a creative frame of mind, because it feels good. You feel relaxed, happy, connected with others, and grateful for the opportunities that are coming your way.

If you are like most people, you may not be happy with where you are now. You may even find the idea of being happy annoying. Just remember this: you are where you are and it is critically important not to resist it. There is truth in the statement that WHAT YOU RESIST PERSISTS. So why not try going with the flow?

Along the lines of the Faith Statements, return regularly to the “That’s Good” exercise. Whether you can see it or not, **you are in the perfect place to take your next step.** If you follow Wattles' teachings (remember the Learnability Scale), your life is about to change in miraculous ways.

Stay Focused on the Creative Plane

Resisting what’s happening in the moment is futile. This creates stress and, like its cousin momentum, stress drops you like a rock onto the Competitive Plane, into a state of fear and separation. Resistance actually moves you away from what you want. Instead of resisting or stressing over your current situation, realize you are synchronously in the perfect place to take your next step. Flow with life, not against it. Miracles are happening!

Always remember that the Creative Plane is life-affirming and positive. There is no need to get into momentums, resist the things you don’t like about your life, or manipulate others to get what you want. **There is plenty for all.** And if you take steps toward your goals, the universe will light the path. Opportunities you couldn't even imagine will present themselves and your reality will begin to change, as ours' have for us.

As you are seeing, the key to this science is in acting effectively on yourself, not others. In this regard, it should come as a relief that running around wildly in an attempt to get more done and becoming stressed moves you away from your goals. You might as well relax and get into the flow of life. Then, with renewed presence, you can move joyfully in the direction of your dreams and goals with ease.

MAKING IT EASY WITH EFT

Momentum Monster Reframe

You may recall that we did a process in Chapter One called the Money Monster Reframe. We all have a lot of "monsters" lurking below the surface of our awareness and they all devour our possibilities.

In today's world, just about everyone struggles with momentums, so annihilating the Momentum Monster can bring a whole series of benefits. You can address the Resistance Monster in the same way.

When you think about times in your life when momentums take over, you may be able to imagine how this monster looks. As mentioned earlier, such images well up from the unconscious mind. They are holograms for the reality you are creating and the goal is to change the holograms to images and realities that will benefit you now and in the future.

We assume you don't want to keep your Momentum and Resistance Monsters. The first step is to set aside some time to deal with them. If you are thinking "I don't have time," you may be speaking with the Momentum Monster. This is exactly what is keeping you stuck.

The Momentum Monster Reframe could transform your daily life as conquering these monsters has for us. Just think how great it could feel to be in the flow of the Creative Plane every day and know that Wattles' science can work for you.

Steps in the Momentum Monster Reframe

1. Focus on a situation in which you commonly go into a momentum. As you know by now, being specific is a key to being effective with EFT. In this case, focus on a specific time when you were in the throws of the Momentum Monster.

As mentioned, you can also substitute the Resistance Monster. Clearing resistance to what's happening in your life can also provide tremendous relief.

2. As you focus on this situation, close your eyes for a moment and notice how this Momentum Monster looks. How big is it? What color? What features? How does it view life? How does it smell? How do you feel when you look at it?

3. Now measure the intensity of your feelings from one to ten.

4. Do EFT using the following affirmation:

- "Even though I have this Momentum Monster (or Resistance Monster), I completely accept myself and know this can change."

5. Do a round or two of tapping, with the reminder phrase: "This Momentum Monster"

6. Take a few nice deep breaths. Then notice how the monster looks now and measure the intensity again.

7. If necessary, repeat the process until the intensity gets down close to zero. Also remember that you can use the floor-to-ceiling eye roll to remove the last vestiges of the issue.
8. Now, notice what has happened to the monster and ask yourself how you can be more balanced and relaxed in this situation from now on.

Two suggestions:

- A. Watch closely how the image of the Momentum Monster shifts.** You should notice that as the intensity of the situation subsides, the image of the monster also changes. Notice what happens to the hologram. It's a metaphor and you can draw tremendous understanding from the images that emerge in your consciousness.
- B. Pay attention to the messages.** As the intensity subsides, you come more into balance and into what is essentially your most resourceful state. This means you are more in touch with the truth, which emerges from the higher awareness of your soul. So as the intensity approaches zero, pay attention also to the messages that come to you about any issue you address with EFT. These soulful messages are transformational.

Just think of the difference between making decisions when you are in this kind of state compared to when you are in a state of fear and separation.

After doing this process, also remember that it takes three or four weeks to change a habit. During this time, **focus often on the benefits of relaxing into the moment and being more present to your life.**

CHAPTER FOURTEEN

The Impression of Increase

Whatever your future plans, your current focus is on doing today's work in a Certain Way. And since your work involves dealing with other people, the key thought of all your efforts must be to convey to their minds the impression of increase.

What All of Us Are Seeking

The desire for increase is inherent in all of nature. It is the fundamental impulse of the universe. All of us seek more food, more clothes, better shelter, more luxury, more beauty, more knowledge, more pleasure - increase in something that means more life.

This impulse is not evil. Quite the contrary. **The urge for more is the urge of the Formless Intelligence within us seeking fuller expression.** Where increase of life ceases, dissolution and death set in. We instinctively know this, so we are forever seeking more.

Being in the Way of Increase

In following the Certain Way, you receive continuous increase. You also become a creative center from which increase is given off to all. Hold an unshakable faith that you are in the Way of Increase, and allow this faith to inspire, fill, and permeate every action. Do everything with the firm conviction that you are an advancing personality, and that you are giving advancement to all.

If you are in business, put the thought of increase into every business transaction, no matter how small and make sure that the customer is impressed with the thought. Also convey the thought of increase to people you meet socially, without any thought of business or sales.

Conveying the Impression of Increase

Let every act and tone and look express quiet assurance. Feel that you are getting rich, that you are in fact already rich, and that you are conferring benefits on all. This doesn't involve boasting about your success or talking about it unnecessarily. True faith is never boastful. Wherever you find a boastful person, you find one who is secretly doubtful and afraid.

Words are not necessary. Since increase is our deepest instinct, we are attracted to people who can give us more life. Others will feel the sense of increase when in your presence, and they will be drawn to you.

The Value You Provide

People go where they receive increase. Remember always to give others a use value greater than the cash value you are taking from them. Take pride in doing this, let everybody know it, and you will have no lack of customers.

Then the Supreme, which desires increase in all, and knows all, will move people toward you who have never heard of you. Your business will increase rapidly, and you will be surprised at the unexpected opportunities that come your way.

But in doing all this, never lose sight of your vision of what you want, or your faith and purpose to get what you want.

A Word of Caution About Motives

Beware of the temptation to seek for power over others, to become a "master," to be considered above the common herd, to impress others by lavish display, and so on.

The desire to rule for selfish gratification has been the curse of the world. Across the ages, kings and lords have drenched the earth with blood in battles, not to seek more life for all, but to get more power for themselves. The main motive in today's business and industrial world is similar. People marshal armies of dollars and lay waste the lives and hearts of millions in the same mad scramble for power.

The mind that seeks for mastery over others is the competitive mind, not the creative one. Return to the thought of being in the Way of Increase for all. There is no better statement of the principle of creative action than the favorite declaration of the late "Golden Rule" Jones of Toledo: "What I want for myself, I want for everybody."

OUR COMMENTARY

This beautifully powerful chapter starts to put all of the pieces together with the impression of increase. By aiming on being in the Way of Increase, you set your focus on the bigger picture. **Everyone is advancing, expanding, and seeking more aliveness.**

Being aware of the greatness in every person levels the playing field. You are great, just like everyone else, because we are all connected with the same Infinite Intelligence. From this perspective, there is no need for competition. We are all part of the same oneness.

***Most of the shadows of this life
are caused by standing in one's own sunshine.***

- RALPH WALDO EMERSON

Your Way of Being in the World

This chapter can give you some great ideas for exploring your way of being in the world. Starting where you are, you can become the creative center from which increase is given off to all. Giving impression of advancement in everything you do feels great. As Wattles mentions, it's not about what you do or say. It's about how you do things, with quiet faith that you are getting rich and that you are touching everyone around you in positive ways in the process.

Here are some ideas for taking action in Wattles' Certain Way:

- 1. Get into The Zone and stay in The Zone (refer to Chapter One).** The Zone is the place where your thoughts and your emotions match. Do everything with the thought of joy, enthusiasm, creative flow, and aliveness. Throughout the day, see yourself being in the Way of Increase. Sense the Infinite flowing freely through you. And when you are in public places, also sense it flowing through the people around you.
- 2. Focus on the ease of giving and receiving money.** Focusing on being in the Way of Increase brings with it a sense that money is flowing easily to you and from you as you provide benefits for others and they provide benefits for you. Feel yourself in this flow during the day.
- 3. Spend and receive money with ease.** Notice the difference between these two things:

Feeling like you have to hold onto money for dear life

versus

Feeling like you can spend and receive with ease

Holding on creates the feelings of separation and limitation that are characteristic of the Competitive Plane, while being in the flow generates feelings of connectedness and abundance associated with the Creative Plane.

- 4. Think "You are great," "I am great," and "Life is great."** When you pass people on the street, at work, or virtually anywhere you go, pass on a mental thought of each person's greatness. This can be done simply by thinking "You are great" as you walk by or as you speak with a person.

On a related note, take every possible opportunity to acknowledge others for their greatness. A simple and sincere compliment can make a person's day. It helps people to feel good about themselves and good about you. In doing this, also notice when you judge others and notice how this makes you feel. It makes you feel separate and alone, while focusing on others' greatness make you feel loving and connected.

Finding something positive in other people is a habit that you can develop. A side benefit is that you will be less self-conscious, because when you are thinking about the good in others you are not worrying about what they are thinking about you.

Rightly recognizing your greatness and being in the Way of Increase will also help you to be more present, not rushing, not resisting, not trying to control anyone, because you understand that the universe is your source.

Million dollar entrepreneur coach David Neagle describes this beautifully in *The Science of Getting Rich Made Easy with EFT Audio Series*:

I do a lot of work with entrepreneurs and business owners. They really don't understand at a fundamental level why a person would buy from them and not from someone else, why somebody would do business with them or not with them.

They don't understand. They think people are their source of revenue, people are their source of business. They don't understand that God is their source and that business comes through people. So they kind of go about it backwards.

Once they get it right in their mind and understand that God is the source or universe is the source, ... they can then begin to understand Chapter 14 because Chapter 14 really tells you who you need to be as a person.

Understanding who you really are and what you have to offer puts you into the flow. As you sense yourself being in this flow, life becomes easier and more joyful. You hold a position of personal power when your feet are firmly planted on the Creative Plane.

MAKING IT EASY WITH EFT

As Wattles puts the pieces of the puzzle together, we now open to the big picture of who we are and what is really happening here. As with any blockage, you can use EFT to increase feelings of being in the Way of Increase and in the Zone, where you feel the excitement and exhilaration of knowing your brightest possible future becoming a reality now. This will help you to eliminate feelings of being limited.

Here are some examples of common perceptions that you may want to explore to enlist your full potential:

- **Negative beliefs about money**, like those we explored in Chapter One. If you think that it's wrong to focus a lot of attention on having more money, you won't ever have it. On the other hand, if you recognize that money is a wonderful resource for living fully and making a difference, you may feel differently about wanting more.
- **Negative beliefs about yourself**, like those we explored in Chapter Two. It's essential to embrace your greatness.
- **Negative beliefs about society**, like being a victim of the economic system or corruption. Always remember that you are a powerful creator. Your opportunities all come from within you.

You may want to look at these areas again now. Get out your journal and list anything that might prevent you from seeing yourself as a creative center from which increase is given off to all. It all starts with getting into The Zone.

Viewing yourself as a creative center is powerful. To connect with this concept, imagine a circle that represents your life and see where you are in your circle. This is a powerful technique we learned from our friend and fellow healing professional Dayana Patterson.

As you've done before, just start writing and don't question the thoughts that emerge from your unconscious. You may see yourself in the center or in another place. Wherever you are, ask yourself what that means. If you aren't in your creative center, why not? How does it feel emotionally? Whatever comes up emotionally or conceptually, you can address it with EFT.

Steps for “Being a Creative Center” from which increase radiates

1. As with the “Why Not Me?” Process, you are going to address eight limitations at one time. You will use eight ghosts from the past as eight reminder phrases for the short EFT sequence. If you have less than eight items on your list, you can repeat part or all of your list as you tap on the points. If you have more than eight, you can do an extra round to cover all of the items.
2. To measure the intensity, look at the list and get the general intensity of how limited you feel by your history from one to ten. If this seems too complicated, don't worry about the intensity.
3. As another option, notice the image you see when you are thinking of all the ghosts from the past. Particularly notice your posture, how you hold your body. This image is as good a gauge as the SUDS (Standard Units of Distress) level (1-10) for noticing the difference when you are done.
4. The Affirmation: For the three repetitions of the affirmation, use the following three statements:
 - "Even though I feel _____, I completely accept myself and know now that I can be in The Zone and the center of my life."
 - "Even though _____, I realize that I can have faith that I am in the Way of Increase."
 - "Even though _____, I also know that I can be a creative center from which increase can radiate to everyone around me."
5. Now do a round of tapping with the following reminder phrases:
 - Eyebrow: "I may not feel like I am in the center of my life just yet..."
 - Side of the eye: "But that's okay..."
 - Below the eye: "I know this can change..."
 - Below the nose: "I am connected to the infinite intelligence of the universe just like everyone else..."

- Chin: "And I recognize that there is greatness in me..."
 - Collarbone: "As I come more into balance..."
 - Side of the body: "I can move into my creative center..."
 - Top of the head: "So increase is given off to everyone I touch."
6. When you're done, take a deep breath and give the energy a moment to shift.
 7. Notice how the intensity and/or the image of yourself in your circle has changed. Also notice the energy of the new you and, if it feels good, bring it fully into your body. See yourself in your creative center with increase radiating out to everyone around you.
 8. If, at the end of the process, you are still noticing some emotional intensity, connect with the emotion and do a round of EFT on it. Then come back to the process above and notice how you feel after another round of tapping on becoming a creative center.

We all move in and out of The Zone and the center of our life to one degree or another. The key when this happens is to use EFT to move back into the center and into the Way of Increase as quickly as possible. With practice, being in The Zone, in your creative center, and in the Way of Increase can become your natural way of being.

CHAPTER FIFTEEN

The Advancing Person

SUMMARY OF WATTLES' TEACHINGS

Everything in the last chapter on increase applies equally to all. Everyone who follows these instructions steadily, perseveringly, and to the letter will get rich. It's an exact science.

The law of the Increase of Life is as certain as the law of gravity. There is a Power that never fails to present opportunity to the person who moves in obedience to law. **God cannot help helping you, if you act in a Certain Way.** God must do so in order to help Him/Herself.

Giving Increase of Life

Whether you're a doctor, a teacher, or a clergyman, **if you can give increase of life to others and make them aware of it, they will be attracted to you, and you will get rich.**

The doctor who holds the vision of him- or herself as a great and successful healer, and who works toward the complete realization of that vision with faith and purpose, will come into such close touch with the Source of Life that he will be phenomenally successful. Patients will come to him in throngs.

The world also cries out for clergy who can teach their congregations the true science of abundant life. We want ministers who can not only tell us how, but who in their own persons will show us how. This gospel will give increase of life. People will hear it gladly, and will give liberal support to the person who brings it to them.

The same is true for teachers who can inspire children with the faith and purpose of the advancing life. They will never be "out of a job." And any teacher who has this faith and purpose can give it to his pupils.

Your Opportunity - Advance Yourself

What is true of the doctor, teacher, and preacher is true of the lawyer, dentist, real estate man, insurance agent, employee - of everybody. Don't ever feel that you have no chance to get rich because you are working where there is no visible opportunity for advancement.

Form your clear mental vision of what you want, and begin to act with faith and purpose. Put the power of success and the purpose to get rich into everything that you do. But don't do this just in the hope that your superiors will see your good work and advance you. This is unlikely. You have to do it with the idea of advancing yourself.

How to Advance

Advancing requires more than being too large for your place. A "good" worker who is satisfied with filling his place to the very best of his ability is valuable to his employer. It is not to the employer's interest to promote him because he is worth more where he is.

The people who are certain to advance are the ones who:

- 1. are too big for their places AND**
- 2. have a clear concept of what they want to be AND**
- 3. know that they can become what they want to be AND**
- 4. are determined to BE what they want to be.**

Hold the faith and purpose of increase before, during, and after work hours, so every person who comes in contact with you will get the sense of advancement and increase from you. People will be attracted to you, and if there is no possibility for advancement in your present situation, the Supreme, working in All and working for you will bring opportunities to move to a better situation.

Nothing in your situation or in the economy can keep you down. Employers can keep people down only as long as they are unaware of the science of getting rich or too intellectually lazy to practice it. If thousands of a corporation's employees entered the Certain Way, their employers would have to give them more opportunities or go out of business.

Watching For Opportunities

Don't wait for an opportunity to be all that you want to be. **When an opportunity to be more than you are now is presented and you feel drawn toward it, take it.** This will be a step toward an even greater opportunity. All things are working for your good; and you will get rich if you think and act in the Certain Way. It will not fail.

OUR COMMENTARY

Opportunities multiply as they are seized.

- SUN TZU

When you know in your heart that the Infinite (God) is working equally within you and everyone else, you also have to know that you have greatness within you. Understanding this truth is empowering. There is no reason to be envious of anyone else when you truly understand that your uniqueness is equally great.

This expansive awareness also lifts you securely onto the Creative Plane. You have exactly what you need to live fully and thrive just as others do. **There is no need to compete, just to live fully as yourself.**

Notice that Wattles speaks again here about holding your vision. Remember, you are creating what you are thinking about most and feeling most. If you want to create something different, get in The Zone, where your positive thoughts and feelings are in harmony with your brightest possible future.

Life is Full of Surprises

Wattles' advice on how to advance is equally profound. Along with knowing that you have everything you need to live fully and prosper, knowing that the universe will support you in making your dreams come true should come as a relief.

Having spent more than two decades as holistic professionals and teaching people how to create amazing lives, we know that life is full of surprises. We always have goals and dreams of how our next step will look. At the same time, we know that it is probably not going to happen the way we think it will. We know this is true because we recognize that our vision is limited. The infinite can see possibilities we can't even imagine from our current perspective.

When we wrote our first self-published book on EFT in 1998, we had no idea that amazon.com would come along and provide the perfect place to sell it. That development changed our possibilities in ways we could never have imagined.

With many surprises like this, we keep our minds open. We trust that everything will work out amazingly well, and we are continually on the lookout for the next opportunity the Infinite is going to present to us with excitement and positive anticipation. We expect to be surprised and delighted by our results.

Your journey is likely to be similar. Since you can't possibly know where life is going to take you, you have to learn to be comfortable heading into uncharted territory. As Wattles advises, take steps forward with faith and purpose, while watching for the opportunities the universe is going to present to you. This is how miracles happen.

The Entrepreneurial Mindset

EFT Expert and Business Success Coach Pamela Bruner raises the important point that opening to being a creator generally requires a shift into an entrepreneurial mindset. This, too, is uncharted territory for most people.

The entrepreneurial mindset was so far from my upbringing and my initial temperament. ... I have trained myself by thinking the right thoughts to get into that entrepreneurial mindset. Please don't hear... if you aren't born with it, you're out of luck. Thinking the right thoughts actually creates the temperament, and then taking the right actions, just like Wattles said, will produce the success you want.

Our journey into the unknown has taken us to some surprising places and produced astounding results. Sometimes the next step has come in the form of opportunities to learn

the things we need to know to reach our goals, so we view ourselves as lifelong learners. Remember the Learnability Scale and stay open to learning new things. In some cases, you may need to learn things you have been resisting.

If you envision yourself having your own business, as we do, you will need to learn how to do marketing and sales. Many people resist mastering these skills, but this area of learning can be surprisingly freeing, and EFT can help.

We reached a point years ago when we realized that we would have to learn more about marketing and sales to take our work to the next level. We started reluctantly, only to find that learning these skills has also accelerated our personal and spiritual development. Overcoming reservations about telling people about what we offer and how much it costs has helped us to make a bigger difference in more lives. As a result, we have been able to reach more people and exponentially increase our income.

When we talk with people who say they plan to build their businesses solely on the Law of Attraction and referrals, we understand what they are saying. We also understand that they are in denial about the importance of taking action and learn essential business skills for advancing themselves and their purposes.

You Deserve the Best

We have also seen that the universe can only present opportunities that we can recognize. To open to larger opportunities, you have to continue to examine the places where you perceive yourself as being limited. Know that there is a larger version of yourself that is waiting to emerge. This will help you to become comfortable with heading into the unknown.

This takes you back to the processes in the early chapters of this book. If you want to live a larger life and become the person you came here to be, you have to clear out the beliefs that this couldn't possibly work for you, along with any reservations about having more money and getting rich. **YOU DESERVE THE BEST!**

MAKING IT EASY WITH EFT

Having access to the power of EFT is a blessing for which we are truly grateful. Just think, even 20 years ago, access to the power of this kind of healing technology was pretty obscure. We live in an amazing time when we can take full advantage of these teachings and use EFT to transform our lives with joy and ease.

With this in mind, don't you owe it to yourself to use the tools the Infinite has provided? Our wish for you is that you can stay focused on the big picture and your larger purpose. You truly can dream of a greater life and step into it. And you can choose to live your dream starting today.

If you still doubt your greatness, you may want to re-read this chapter and as you read, do continuous tapping on seeing yourself as an advancing person. As the blockages release, the truth of who you are can come into focus.

Your Self-Image and the Infinite

This is a good time to focus on confidence, because you have every reason to feel good about yourself and your possibilities. If you don't feel good, ask yourself again, "why not me?" How could you possibly be less deserving than anyone else of the blessings the Infinite wants for you than anyone else? Whatever you come up with, use EFT to bring yourself back to an awareness of your greatness.

Here is an Infinite Intelligence visualization you can use to illustrate how you perceive yourself. This process also illustrates how you can use EFT to strengthen positive feelings.

1. In your mind's eye, imagine yourself standing to the right of the Infinite Intelligence of the Universe or God. Be sure to have your journal in hand and take notes. Notice how you look compared with the Infinite. Focus on the following:
 - Your relative size
 - The colors and brightness of your image and the image of the Infinite
 - Your posture and general demeanor.
 - The way you feel about yourself and about your relationship with the Infinite.
 - Anything else that's noteworthy.
2. When the image is complete, focus on how confident you feel between 0 and 10.
3. Do a round or two of EFT on your confidence. You can use an affirmation like the following or whatever you choose:
 - "Even though I am not completely confident in my greatness, I accept myself and know my reality can shift."For the tapping points, just repeat a phrase like "this self-doubt," "this lack of confidence," or something else that makes sense with what you are experiencing. For ease of use, a simple reminder phrase can be quite effective.
4. When you are done, look at the image again and notice if anything has changed. Also notice how you feel emotionally about yourself and your relationship with the Infinite.
5. If necessary, do more EFT or the floor-to-ceiling eye roll and bring the level of your confidence up as close to ten as possible.
6. When you are done, make note again of all of the details of your image standing next to the Infinite.
7. Also notice how you feel about being larger than your present place. Along with this image, you may also want to ask for insight into your next steps. Write whatever comes to mind in your journal.

If you have been using a journal as suggested, you are probably reaping more rewards than you expected from the process. If not, this is a good time to ask yourself why not? Journaling is a powerful process for accessing with your deeper awareness and for integrating the changes you are creating.

Some Cautions and Concluding Observations

SUMMARY OF WATTLES' TEACHINGS

MANY people scoff at the idea that there is an exact science of getting rich. They insist that social and governmental institutions must be changed before any considerable number of people can acquire a competence and become rich. This is not true.

The Solution to Poverty

Governments only keep the masses in poverty because the masses do not think and act in the Certain Way. One can enter upon the Certain Way at any time and become rich. When a mass of people do this under any government, they will cause the system to be modified and open the way for others.

Those who get rich on the Creative Plane make it the better for everyone. They will show others the way, and inspire them with a desire for real life, with the faith that it can be attained, and with the purpose to attain it.

For now, it is enough to know that the government or competitive economic system cannot stop you from getting rich. When you enter the Creative Plane, you will rise above all these things and become a citizen of another kingdom.

But remember that you must **hold your thought upon the Creative Plane.** When you allow yourself to fall into the old way of thinking and acting on the level of competition, you have lost the cooperation of the Mind of the Whole.

Emergency Planning

Concern yourself with doing today's work in a perfectly successful manner. Don't spend time planning how you will meet possible emergencies, disasters, obstacles, panics or unfavorable circumstances in the future, except as the necessary policies may affect your actions today. You can attend to them as they come.

No matter how tremendous an obstruction may appear at a distance, you will find that if you go on in the Certain Way, every difficulty carries with it a way to overcome it. It may disappear as you approach it, or a way over, through, or around it will appear. **Nothing can defeat a person who is proceeding to get rich along scientific lines.** One who obeys the law can get rich as certainly as one can multiply two by two and get four.

Stay Focused

Never speak of anything in a discouraged or discouraging way. Never admit the possibility of failure, or speak in a way that implies failure as a possibility.

Never speak of the times as being hard, or of business conditions as being doubtful. Times may be hard and business doubtful for those who are on the Competitive Plane, but not for you. You can create what you want, and you are above fear.

Always speak in terms of advancement. To do otherwise is to deny your faith. Look upon the world as a something that is becoming and growing, where seeming evil is simply that which is undeveloped.

Never allow yourself to feel disappointed. You may expect to have a certain thing at a certain time. If you do not get it at that time, it may look like failure. Hold to your faith and continue in the Certain Way. If you do not receive what you expected, you will receive something so much better and the seeming failure will turn out to be a great success.

A student of this science had his mind set on creating what appeared to be a very desirable business. He worked on it for some weeks, but the business failed inexplicably, as if some unseen influence had been conspiring against him.

He was not disappointed. Instead, he thanked God that his desire had been overruled, and went steadily on with a grateful mind. In a few weeks a much better opportunity came his way. He saw that a Mind that knew more than he knew had prevented him from losing the greater good by entangling himself with the lesser.

Seeming failures can work this way for you, too. Just keep your faith, hold to your purpose, be grateful, and do all that can be done each day in a successful manner.

You Will Not Fail - You Will Succeed

You will not fail because you lack the talent to do what you wish to do. The science of cultivating talent is as certain and simple as the process of getting rich. Don't hesitate for fear that you will fail for lack of ability. Keep going and when you need it, the ability will be furnished to you. Go on in full faith.

Also, **make this book your constant companion until you have mastered all the ideas contained in it.** While you are getting firmly established in this faith, you will do well to stay away from places where ideas conflicting with these are advanced. Avoid pessimistic or conflicting literature, or getting into arguments upon the matter.

Spend most of your leisure time contemplating your vision, cultivating gratitude, and reading this book. It contains all you need to know of the science of getting rich; and you will find all the essentials summed up in the following chapter.

OUR COMMENTARY

This chapter provides some great reminders of your task as a student of *The Science of Getting Rich*. With profound wisdom and truth, Wattles provides a roadmap for transitioning into a totally new way of being in the world. The time you spend on these studies is the most important 10-30 minutes of your day. It will take you to a place where you can deeply understand that nothing is holding you back except yourself.

Wattles' cautions about "emergency planning" are also critical. Many people spend their whole lives seeking security. Here's some great advice from EFT expert and peak performance consultant Steve Wells from *The Science of Getting Rich Made Easy with EFT Audio Series*:

The only real security you can ever have is the security you find inside yourself. I believe wealth is an inside job. ... People often think that you've got to put stuff into yourself as in you've got to put affirmations in or positive things in.

It's really about removing the barriers to your own energy flow and life flow. It's about finding inside yourself the confidence and the strength and all of the states that you really want to experience. You can experience them right now.

It's wonderful to have tools like *EFT*, ... fantastic tools for helping to be able to remove the emotional barriers, so you can act in the ways that you need to act to produce the wealth that you want to produce out in the world...

You don't have to wait until you have ten million dollars before you can feel secure. Some people have the ten million dollars, but they still have the insecurity inside themselves, so now they're worried about losing it.

With this in mind, you will find that EFT can be tremendously effective for helping you through feelings of insecurity. As we come to the conclusion of Wattles' teaching, this is a good time to realize that you are in control. To make this "science book" work quickly and easily, remember to use EFT whenever any kind of fear and doubt set in.

The Essence of these Teachings

In this chapter, Wattles again recommends focusing on this book. This is what we did initially, and we have read *The Science of Getting Rich* over and over again. Times have changed since Wattles originally released this information in 1910 and we have also found some other resources that complement these teachings. Refer to Appendix C for more resources.

Here's an essential success principle. Those who have walked this path will tell you not to listen to people who haven't made the journey. This will keep you stuck on the Competitive Plane. The best way forward is to follow in the footsteps of people who have gone where you want to go, as you can do with this book. You may also want to seek the guidance of a personal mentor or coach. This is something that just about all successful people do.

***A single conversation across the table with a wise man
is worth a month's study of books.***

- CHINESE PROVERB

The essence of Wattles' teaching involves rising above the fear, victimization, and disappointment that plague most people and becoming a true creator of your life. With EFT, you have a powerful tool to break through any and all obstacles on your path.

Another key is to eliminate failure from your vocabulary. **You cannot fail if you don't give up.** This means that you also have to eliminate the possibility of giving up from your thinking. In *The Science of Getting Rich Made Easy with EFT Audio Series*, entrepreneur coach David Neagle describes following Wattles' teachings this way:

It does take a little time and it does take effort. It does take a little bit of discipline. There are real great techniques out there like EFT that can help you break through belief systems that keep people stuck.

Don't give up. When you feel like giving up, ask yourself why. Why does it feel easier to quit than to actually move forward and give yourself the greatest gift you can which is all of who you really are?

The Only Way is Forward

The only way to go is forward. If you are following your heart and pursuing the dreams that make you feel most joyful and alive, the universe will support you on the journey. If you are thinking and acting in a Certain Way and haven't received a specific thing you wanted, remember that you can't see the whole picture. Know that something much better is coming and watch for it. The universe provides in surprising ways.

No one has the broad overview that the Infinite Intelligence of the Universe possesses. Our most important breakthroughs have not generally been what we were expecting. In most cases, we could not have foreseen the blessings that would come. From this understanding, we have learned not to attach ourselves to specific outcomes. Instead, we move forward with open minds and allow the Infinite to guide us.

Also focus on perseverance. Do every day what can be done that day. The goal is to stay on the Creative Plane. When you drop onto the Competitive Plane, pick yourself up, do some EFT, and rise back up onto the Creative Plane.

Napoleon Hill's classic book *Think and Grow Rich* greatly enhances Wattles' work. Hill describes the benefit of persevering this way: "When riches begin to come, they come so quickly, in such great abundance, that one wonders where they have been hiding during all those lean years."

MAKING IT EASY WITH EFT

With the information and clearing you have received by the time you arrive at this point, you should be experiencing some remarkable changes. This is a good time to integrate everything you have learned and clarify your picture of what is possible for you.

Soaring to the Highest Heights

Imagine how it would feel to have complete freedom and soar to the highest heights of awareness and possibility. To make this easier with EFT, you can do something similar to the process we introduced in the last chapter where you used EFT to strengthen your confidence.

This time, you can use visualization to rise to higher heights of possibility.

Here are the steps for the Higher Possibilities Visualization:

1. In your mind's eye, imagine yourself rising up off the ground into the highest heights that are possible for you. You may see yourself rising up onto a mountaintop with a panoramic view, onto a billowy cloud, a star or a place that is completely different. Close your eyes for a moment and focus on the scene that naturally comes to mind.
2. As usual, have your journal in hand and make note of your observations. Here are some things to notice:
 - Where you are going
 - How high you go
 - How the atmosphere feels there
 - Details you notice in this place
 - What you feel emotionally
 - What if anything is preventing you from rising further
 - If nothing is weighing on you, describe the positive emotions you are feeling, like joy, empowerment, love, gratitude, and so on.
3. When the image is complete, focus on any emotion that is preventing you from being fully connected with the blessings the universe wants to bestow on you and measure it between one and ten. If there is more than one emotion, pick one for this process. The purpose of doing EFT here is to reduce the intensity.

If nothing is weighing you down, focus instead on any positive feelings that you would like to strengthen. Select one and measure it between one and ten, where one is a slight positive feeling and ten is the greatest possible positive feeling. The purpose of doing EFT here is to raise the intensity.

4. Do a round or two of EFT on your possibilities. You can use an affirmation like the following or whatever you choose:
 - "Even though this _____ is still weighing me down, I accept myself and open to even greater possibilities."

Or if nothing is holding you down and you want to strengthen the positive emotions, the affirmation may be more like this:

 - "I feel wonderfully _____, and I open to even greater possibilities."
5. When you are done, look at the image again and notice if anything has changed. Also notice how you feel emotionally about yourself and your possibilities.
6. If necessary, you can repeat the process. If something was weighing you down, you can follow the clearing round of EFT with a round of enhancing the positive feelings that emerge as you come into balance.
7. When you are done, make note again of all of the details of your image. Also write any insights that come to you in your journal.

Focusing on the positive side of all the progress you have made is as important as clearing out the stuck energy. This process can help you to feel closer to the Infinite and your full potential. It can help you to get more into The Zone, which we discussed in Chapter One. Remember, being in The Zone throughout the day is the essence of these teachings.

CHAPTER SEVENTEEN

Summary of The Science of Getting Rich

SUMMARY OF WATTLES' TEACHINGS

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

A thought in this substance produces the thing that is imaged by the thought.

People can form things in their thoughts, and by impressing their thoughts upon formless substance can cause the things they think about to be created.

To do this, you must pass from the competitive to the creative mind. Otherwise you cannot be in harmony with the Formless Intelligence, which is always creative and never competitive in spirit.

Practice Gratitude. You can come into full harmony with the Formless Substance by entertaining a lively and sincere gratitude for the blessings it bestows upon you. Gratitude unifies your mind with the intelligence of Substance, so your thoughts are received by the Formless. You can remain on the Creative Plane only by uniting yourself with the Formless Intelligence through a deep and continuous feeling of gratitude.

Form a clear and definite mental image of the things you want to have, to do, or to become. You must hold this mental image in your thoughts, while being deeply grateful to the Supreme that all your desires are being granted. The person who wishes to get rich must spend his leisure hours in contemplating his or her Vision, and in earnest thanksgiving that the reality is being given to him or her.

Too much stress cannot be laid on the importance of frequent contemplation of the mental image, coupled with unwavering faith and devout gratitude. This is the process by which the impression is given to the Formless, and the creative forces set in motion.

What you want will come to you through the ways of established trade and commerce. The creative energy works through the established channels of natural growth, and of the industrial and social order. All that is included in your mental image will surely be brought to the person who follows the instructions given above, and whose faith does not waver.

You must be active to receive what you desire when it comes to you, and this activity can only consist in more than filling your present place. You must keep in mind the Purpose to get rich through the realization of your mental image and you must do all that can be done every day, taking care to do each act in a successful manner. Give to every person a use value in excess of the cash value he receives, so each transaction makes for more life. And

so hold the Advancing Thought that the impression of increase will be communicated to all with whom you come in contact.

If you practice these instructions, you will certainly get rich. The riches you receive will be in exact proportion to:

- The **definiteness** of your vision
- The **fixity** of your purpose
- The **steadiness** of your faith
- The **depth** of your gratitude

OUR COMMENTARY

Now you have the whole picture and the opportunity of a lifetime. As mentioned, we have read this book many times and as countless others have, we are experiencing the amazing results we want for you.

Remember going forward that the time you spend integrating this material into your life is the most important part of your day. Follow this up by staying in The Zone throughout the day. To make it easy, also explore the areas we suggest clearing with EFT. As with everything, EFT can supercharge results and clear away the obstacles with ease.

If you devote time every day to this information and complementary information like the resources we list in Appendix C, recognizing your greatness and right to be rich will become your natural perspective. The ultimate goal is to be present to the truth, your dream, and your purpose from moment to moment, that is, in The Zone.

Realizing your dream and purpose is, of course, a lifelong journey, with many episodes. **Ultimately, the greatest possible joy and aliveness come from the journey.** We continue to live with gratitude every day for the blessings we now have and those that are coming our way. We update our goals regularly, watch for anything that needs clearing with EFT, and focus on the Infinite.

From our experience and from reports of countless others, Wattles' science works, just as he promised. Life just gets better and better. The key is to commit and keep going. As Mark Victor Hansen reminds us:

Commitment is the spark that ignites the fire.

MAKING IT EASY WITH EFT

As the whole picture comes into focus, this is a great time to explore any remaining limits that are holding you back. Just 10 to 30 minutes of focus on Wattles' teachings, daily EFT and staying in The Zone can transform your life.

Watch for the Boomerang Effect

The reason you need to consciously and consistently focus on changing your thinking is because you can easily regress to your "old ways" if you aren't paying attention. This can easily happen if you start to listen to unsuccessful people who tell you this won't work. We call this the Boomerang Effect. Just as boomerangs angle back to their starting place, we humans can easily return to our old ways.

It's good to know about this Boomerang Effect and take the steps Wattles recommends to stay on course. Over time, your new ways of thinking and being will replace the limiting ways, and you will notice that you no longer regress. It's just like the process we described for learning to drive in the Preface. When these teachings become habitual and your most frequent thoughts are in The Zone, miracles will certainly happen.

In *The One Minute Millionaire*, the authors mention that you have to apply a force that is stronger than the elastic limits of your former conditioning. Like bathing, you need to focus on this new perspective every day. The more you do it, the better you feel.

Clearing Clutter with EFT

A great way to open to being larger than your current place is to clean up your environment. A cluttered home, car, or office reflects a cluttered mind and a cluttered life. When you hold on to old "stuff" from the past, there is less space in your environment and your mind for greater life. Similarly, when you can't find what you need because your closet or office is a mess, you can't be in the flow with the Infinite. This reality can shift, as you will see in this example.

In *The Science of Getting Rich Made Easy with EFT Video Series*, Phillip spoke with Jay about how clutter affected his daily life. Jay mentioned that there were lots of things going on and he often loses track of things. The office in his home was the epitome of clutter.

They prepared to do a reality shift. The image that came into Jay's mind focusing on his office was of an anxious person, who they called Clutter Man. His strongest emotions were anger, frustration, hopelessness, and despondence. He felt that there was no way to make his life work.

After doing one round of EFT on the anger, it dropped from a ten to a five. Afterwards, the Clutter Man was smaller and more distant. Jay also noticed that the strongest emotion had shifted to powerlessness and overwhelm, which was at an eight. He felt that his situation was bigger than he could deal with, and saw himself as a young child.

Jay had tapped into a deeper level of awareness. After another round of EFT, he felt more hopeful, capable, and empowered. Clutter Man was out of the picture now and he could see everything in its place in his office. The former epitome of clutter was now the picture of orderliness that brought a smile to his face.

Jay also felt inspired to go to an office supply store and organize his office. He later repeated the EFT process and reported that it helped him to get his life more in order.

Be Creative and Have an "I Can" Attitude

You can if you think you can. On the other hand, if you think you are a victim, you fall prey to thinking "I can't." Having an "I can" attitude is a choice. This is another key area to explore with EFT.

We have shown you a lot of ways to use EFT and imagery. As you use these techniques, you should become more comfortable with the process, and you will see that you can be creative with it. There is no single correct way to use EFT. The key is to find what works best for you and continue to use it when obstacles block your path.

Focus on any reasons you think "I can't" and do the Reality Shift. It's truly amazing what you can accomplish with EFT. And always remember, you are in the driver's seat now. You can get rich on many levels. **If you think "I can," and stay focused, the life of your dreams is within your grasp!**

The End

APPENDIX A

How to Do EFT

EFT (the Emotional Freedom Techniques) is a group of powerful processes that can help just about anyone to achieve genuine freedom from the emotions that have created problems in their lives. These techniques have been described as one of the most important recent breakthroughs in the area of psychology and, according to Gary Craig, who developed these techniques have been used by over a million people with a broad range of difficulties.

EFT is versatile and has been used confidently by therapists on clients with successes on even the most difficult problems, by relieving imbalances in their clients' energy systems. We have been using it personally and with clients and class participants since 1997 with consistent success. We have written a book, *Getting Thru to Your Emotions with EFT*, which describes the EFT techniques in detail, along with different uses of these techniques.

HOW EFT WORKS

EFT is based on a revolutionary discovery that contends that the cause of all negative emotions is a disruption in the body's energy system. With remarkable consistency, EFT relieves symptoms with a simple process of tapping on a short series of points on the body that correspond to acupuncture points on the energy meridians. Where there is an imbalance, there is a corresponding blockage in the flow of energy through the meridians. The tapping releases the blockages that are created when a person thinks about or becomes involved in an emotionally disturbing circumstance. When this blockage is released, the emotions come into balance.

Many energetic imbalances may be partially or completely relieved within a short time using this process. Others may be relieved through repetition of the process. The Short Sequence is the starting point for using EFT. Once you identify the pattern you want to release, it takes less than a minute to complete one round of the Short Sequence.

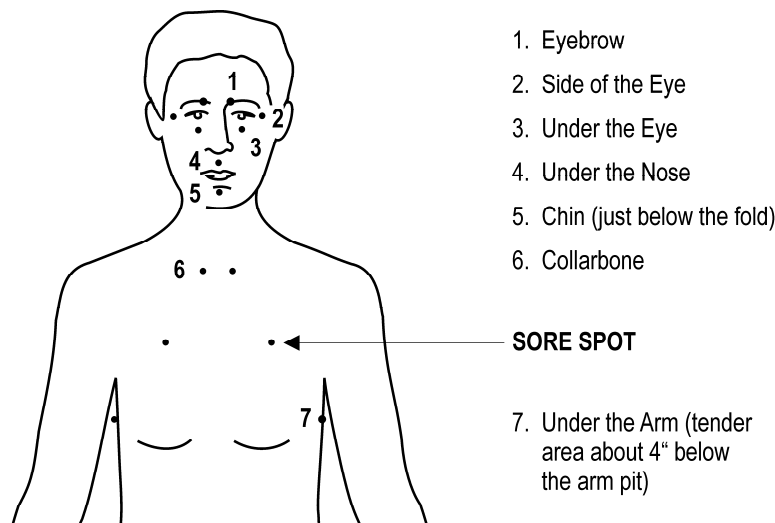
Encountering Aspects

It can help to know that you may encounter different emotions with EFT. These are called "aspects." You may, for instance, do one round of EFT for fear, only to find that anger comes up as the fear subsides. This is normal, and encountering such changes is a positive sign that the process is working. Think of it as being similar to peeling an onion. Know that you may encounter a few different layers before the issue clears and stay with it. Most issues require more than one round of EFT and when you get to through the layers, the results can be amazing.

STEPS IN THE EFT SHORT SEQUENCE

We will break down the steps in the procedure here, because there are some subtleties that can affect your success. Before starting, you need to have a single, specific issue in mind.

1. **THE SETUP:** Focus on bringing an emotion or issue into your awareness in the present moment. The key to the success of this process is to feel the emotion and set up the disruption in the meridian system.
2. **THE EVALUATION:** When you have brought the emotion up to its full intensity (or whatever intensity feels comfortable), measure how strong it feels between one and ten, with one being the least intense and ten being the most intense.
3. **THE AFFIRMATION:** While rubbing the "Sore Spot" on the chest, shown below, in a circular fashion, repeat the following affirmation three times: "Even though I have this _____, I deeply and completely accept myself," filling in the blank with the name of the emotion, like fear, anger, and so on.
4. **THE TAPPING SEQUENCE:** Using the tips of your index and middle fingers, tap with a medium pressure about seven times on each of acupuncture points in the order shown on the diagram below while repeating the following reminder phrase once at each point: "This _____," again naming the emotion.



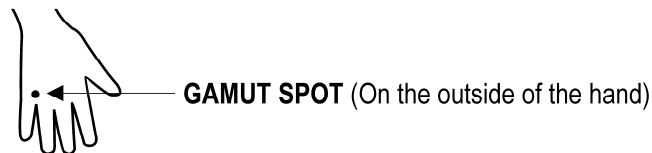
Note: You can tap on the points on either side of the body. It doesn't matter which you use.

5. **THE RE-EVALUATION:** When you have completed the tapping sequence, take a moment to focus on the emotion or issue again and notice how it feels. Evaluate it again between one and ten to bring any difference in your experience into your awareness.

If some intensity remains, evaluate the emotion again to notice if it has changed (such as from fear to anger, and so on) and repeat the process.

THE FLOOR-TO-CEILING EYE ROLL

This short process is very simple and only takes a few seconds to complete. Use it when you have reduced the intensity of an issue to two or less with the Short EFT Sequence, but you have not quite reached zero.



First you have to locate the “Gamut Spot,” which is shown in the illustration above, on your hand. It is located on the back of the hand just below the space between the little finger and the ring finger, near the knuckles. To do this procedure, tap continuously on this point while focusing on the emotion and completing a simple eye exercise.

You do the eye exercise while holding your head facing straight ahead. Begin with your eyes looking down as low as possible. If you are sitting in a chair, you should be looking straight down at the floor. Start tapping continuously on the Gamut Spot, hold your head still, remind yourself of the emotion, and gradually move your gaze upward over a period of about six seconds until you are looking as high up as you can. Keep tapping continuously on the Gamut Spot until you finish. If you are sitting in a chair, you should be looking at the ceiling when you are done, and your head should be in its original position.

That is the entire process. When you are finished, take a nice deep breath. Then focus on the emotion again, like you did when you completed the tapping sequence. In most cases, it will be gone. If not, you can repeat the Short Sequence to clear the rest of the emotion.

APPENDIX B

The Power of Imagery

Many of the processes in this book, like the Monster Reframes and Reality Shifts, combine EFT with the power of images that emerge in your awareness when you focus on a given topic. These images reflect the emotions and beliefs that exist in the deeper recesses of your mind, many of which are completely unconscious. The processes bring the images up so they can be transformed with EFT. We think you'll find that the addition of imagery to EFT is surprisingly fast and powerful.

Most people are running on auto pilot, continually playing out programs in their unconscious minds. One of the mysteries of the unconscious mind is that it can be completely unconscious. Huge blockages that prevent us from embracing our greatness can be staring us in the face and we don't even see them.

Embracing the truly great person you are requires more awareness. This program will help you to develop as a human being. As Socrates said,

The unexamined life is not worth living.

THE EFFECTIVE USE OF IMAGERY

Maybe you haven't used imagery before. If not, you are in for a treat. Imagery helps you to examine your mind more deeply and effectively. The insights that emerge can be amazing.

The key to working effectively with the images that well up from the unconscious:

1. Close your eyes for a moment and take a couple of deep breaths to allow your mind to begin to relax.
2. Focus on the issue and ask yourself how it looks.
3. Accept the first thing that comes to mind without analysis and allow the image to begin to emerge. It may come up in stages, first noticing one thing, then another. At this point asking yourself questions like the ones in the processes will help to bring the image into clearer focus.
4. Allow the meaning behind the imagery to come in its own time. Most people can begin to understand the meaning behind the images right away. Something that can help is to ask yourself how it feels emotionally. You will start to get a clearer sense of it when you connect with it emotionally.

If you don't what it means, that's okay. The key is to allow the process to unfold naturally.

The illustrative nature of the imagery often highlights the blockage and sometimes the absurdity of the situation. It can help to bring lightness to the process, without belittling anyone or anything.

If this is a new experience for you, just relax with it. Like anything new, you will find that it gets easier with practice. Until then, if you can't see an image in your mind, here's a good trick that works like magic. First take a couple of deep breaths and allow your mind to relax. Then ask yourself what the image would be if you could see it. This generally works like a charm.

Another Key Point About Imagery

Here is another key point if using imagery is new for you. You have to be realistic with your expectations. You probably won't see an image like a movie on a screen. It may be more of a sense of knowing what the image is. For example, imagine that you are looking at a children's alphabet book. On each page there is a letter and a picture of something that begins with that letter. You open the book and on the first page you see the letter A and an image of an apple. You turn the page and on the next page you see the letter B and an image of what?

If you are like most people, something will come to mind. Maybe it's a bat or a box or a ball. There is no right or wrong answer. The point is to open to whatever pops into your mind.

Say the image is a box. If you look at the box, you probably know what color it is and can imagine the exact size and shape. It might even remind you of a box you have seen before. Just allow it to be whatever comes to mind.

You can do the same thing thinking of a painful emotion like fear or anger. We often ask people to imagine their emotions as landscapes, because this can bring up a lot of symbolic imagery. Imagine a desolate field with a grey sky and a loud, gusty wind blowing dust around. This clearly suggests something different from a green meadow with brightly colored flowers, a mild breeze, birds chirping, and a blue sky with puffy clouds.

A key to understanding imagery is in asking yourself how it feels. A police car, for example, can feel threatening, like you have done something wrong. It can also feel soothing, like you are being protected. Connecting with the emotions you associate with an image can help you to understand the meaning.

TRANSFORMATION

Part of the excitement of using imagery with EFT is to watch the images and notice how they change with each round of tapping. The goal in taking the intensity down to zero is to return to a sense of balance and wholeness. As this occurs, the images magically transform themselves to reflect the shift. Examples:

- A character who is weak and dressed in tattered clothing may transform into a beautiful princess or a magician.
- A landscape that is barren and gray may transform into a beautiful forest with tall trees and a bright sky with the sun shining down.
- The bars that were keeping a woman imprisoned may give way and she flies off into the sky.

Return to the images that have presented themselves before you started the tapping and notice how they look after each round. When the transformation is complete, the images will reflect completion. They also reflect the saying "a picture is worth a thousand words." This is a part of the magical nature of the unconscious and the higher awareness that emerges through it.

DEEPENING THE IMAGERY

Images are more than visual. As mentioned, they also encompass feelings, along with sounds, smells, and even tastes. When we ask a client who is dealing with a high level of emotional intensity what they taste, they generally describe a bad taste in their mouth.

Since everything is connected, there are also sensations in the body that you may or may not notice until you focus on them. Finding out where they are and how they feel can also deepen the process.

The wonderful thing is that all these sensations change when as the intensity decreases. Bringing awareness to the images, sensations in the body, sounds, smells, and tastes adds more dimensions to the process and deepens your awareness of the transformation you are experiencing. If you work with others, images also provide both of you with substantial confirmation of the changes the person is experiencing.

APPENDIX C

Resources

***If you can tell me who your heroes are,
I can tell you how you're going to turn out in life.***

- WARREN BUFFET

A key to succeeding with the science of getting rich is becoming a lifelong learner. Studying resources that complement Wattles' teachings will keep you focused and deepen your understanding. It is also important to be selective, because a lot of books, audios, and videos will take you off course.

You can avoid the trap of going off course by returning to *The Science of Getting Rich Made Easy with EFT* as your primary resource. You can also deepen your studies with the resources listed here.

RECOMMENDED READING

The Science of Being Great by Wallace Wattles: This book is a companion of *The Science of Getting Rich*. It complements and deepens Wattles' teachings in *The Science of Getting Rich*, focusing in on valuing and accessing the greatness that resides within you. Though it is not as well known as *The Science of Getting Rich*, we view it as being equally valuable and important. When you truly understand your greatness, you can feel enthusiastically inspired to do great things.

Ask and It is Given by Jerry and Esther Hicks: In this book, the Hicks' present a scale of emotions and provide easy-to-implement techniques for improving your emotional state. Since improving your emotional state is one of your top priorities for succeeding with the science of getting rich, this book has great practical value. We use many of the tools the Hicks provide ourselves.

Think and Grow Rich by Napoleon Hill: This book is a true classic. As with Wattles' writings from around 1910, you have to forgive some outdated references and social standards from Napoleon Hill's era. *Think and Grow Rich* is packed with valuable information and practical applications that will broaden your studies.

The Secret by Rhonda Byrne: This book and the video are inspiring and insightful, though, as most people realize, they provide an incomplete roadmap for becoming a true creator. Nonetheless, you can find some uplifting energy in both the video and the book, along with some great tips for putting the principles in *The Science of Getting Rich* to work for you.

APPENDIX D

Your Opportunities

As you read this book, you may be thinking that you can't imagine how you can possibly become wealthy and this is fine. At the same time, you need to be open to new possibilities. Ultimately, you will need to have a way for money to come to you.

Success Coach David Wood, who was once a trainer for T. Harv Eker's Millionaire Mind Intensives, mentioned in one of *The Science of Getting Rich Made Easy with EFT Audios* that he noticed that people came back to these Millionaire Mind seminars over and over because they didn't have a vehicle for creating wealth.

Entrepreneurial people gravitate to a number of different methods for creating wealth. Here are some areas to consider:

- Internet Marketing
- Real Estate Investing
- The Stock Market
- Public Speaking
- Conducting Seminars
- Writing Books
- Business Owner
- Network Marketing

As Wallace Wattles suggests, when you start to think and act in a "Certain Way," new opportunities for creating riches will present themselves. Where many of the methods required special skills, **David Wood found network marketing to be an opportunity that just about anyone can use to create wealth.**

And he's not alone. There's a reason why people like Robert Kiyosaki, author of *Rich Dad Poor Dad*, and Entrepreneurs like Donald Trump and Brian Tracy view network marketing as one of the best possible vehicles for creating wealth. It's a model where you can learn while you earn, without incurring the high risk that most new business owners face.

The fact is that most new businesses fail in the first year and the average startup costs are hundreds of thousands of dollars. Not so with network marketing. Robert Kiyosaki goes so far as to say: **"If I had to do it all over again, rather than build an old-style type of business, I would have started building a network marketing business."**

A Collaborative Business Model

Many people misunderstand the concept of network marketing, largely because they were taught to grow up and get a job with good benefits and a retirement plan. There aren't many jobs that provide real opportunities for creating wealth. In most cases, if you are an employee, you are paid to build someone else's dream, with no real chance of realizing your own. Also, a large pool of employees compete for the few opportunities that exist for limited advancement. Interestingly, Donald Trump describes the job market as a pyramid scheme.

Network marketing is very different. People succeed by working together and supporting each other, not by competing for advancement. If you are looking for a business that will help you to rise to and stay on the Creative Plane, a collaborative business model like network marketing might be just what you are looking for.

In the interview, David Wood mentioned that a consumable product makes sense, because everyone eats every day. With the right network marketing company, your role can be to help people to improve their health, feel more alive, create residual income, and free up time for enjoying life.

If this sounds good to you, there's more. You may be able to become part of a team of people, including ourselves, who are applying the strategies you are learning in this book to network marketing through an opportunity the universe synchronously presented to us during our studies of *The Science of Getting Rich*. It's a wellness business opportunity for people who want to improve their health, increase their wealth, create more free time, and help others to do the same.

For more information, go to <http://gettingthru.org/wbsurvey.htm>. Complete the survey, you may qualify for a complementary strategy session with the Mountroses.

More Opportunities

Also check *The Science of Getting Rich Made Easy with EFT* website at <http://scienceofgettingrichwitheft.com> for more opportunities. If you study and apply *The Science of Getting Rich*, you can become a part of the solution to the current economic situation.

When people look at the challenges our society faces and choose to opt out and avoid the situation, they do it out of fear.

When they decide to opt in and become a part of the solution, they do it out of love.

About the Authors



Drs. Phillip and Jane Mountrose have been active both as students and teachers in the areas of holistic health, energy healing and manifestation for over 20 years. During this time, they have explored a variety of approaches for creating phenomenal success. Their passion in life and greatest joy revolve around helping people to overcome personal challenges, discover their life purpose, and realize their dreams.

Drs. Phillip and Jane Mountrose have studied and developed self-help, personal growth, and spiritual growth techniques for nearly thirty years. They are authors, holistic teachers, Holistic Hypnotherapists, Spiritual Life Coaches and Counselors, and Reiki Masters. They are the founders and directors of Awakenings Institute, where they practice as Ministers of Holistic Healing.

Since 1992, the Mountroses have taught courses in holistic coaching and holistic healing in California. In 1998, they added EFT, which supercharged their results. Recently, they converted their training into an extensive Coaching and Healing Certification Telecourse, featuring EFT and holistic healing. They now teach students around the globe how to develop skills and market their practices. They have also written a dozen books and manuals that are sold worldwide.

Over the years, Phillip and Jane have learned a lot about success and the importance of becoming conscious creators. They admittedly made plenty of mistakes along the way and now know a lot of things to avoid. They have also learned in depth how to optimize success both locally and worldwide with an internet-based professional practice. Their primary focus now is on teaching success-oriented people like you how to come fully alive, thrive in all ways, and make the difference you want to make in the world.