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**BE/DO/HAVE**

## The Success Formula

**Looking for the Magic Formula**

Most of us read self-help books hoping some day to find the magic formula to make us rich, famous, or happy. We believe that if we do what the books suggest, we will have what we want and that having it

automatically makes us into that successful person we always wanted to be.

Unfortunately, we probably won't do what the self-help books suggest, because it isn't a natural thing for us to do. The doing of it, just doesn't fit with our image of who we are.

Oh well, there goes another good intention down the drain!

**Plasco's Problem**

Several years ago, Plasco, an aluminum window manufacturer in Albuquerque, had the problem of often being unable to ship complete window orders because of out-of-stock parts. Almost one-third of their customers' orders were delivered with one or two windows back-ordered. After a quick analysis of their dilemma, it seemed obvious to me that Plasco's problem had to be a lack of good inventory control.

**My Solution**

As a silent partner in Plasco, acting as a business consultant, I devised a simple visual inventory system consisting of two bins for each part, size and type. With this new inventory control, window assemblers would use parts from only one of the two bins until that bin was empty. The empty bin would then become the signal to order that part.

I thought my new inventory control system was foolproof. It wasn't.

**The Wrong Solution**

Within two months after completing my consulting job, Plasco's inventory was again short key window parts. Their ability to fill orders was only slightly better than before. Why?

Like most management consultants,

I made the mistake of solving a procedural problem, When I should have concentrated on the people problem.

I showed Plasco's employees what they needed to *DO* to eliminate the problem, but I did nothing to change the consciousness of the people who caused the problem in the first place. I never thought to tell them who they would have to **BE**, before they could *DO* as I suggested.

As a creative process, **DO / HAVE / BE**, just doesn't work because *DO* is not the first step in the creative process.

### You Would Already Be Doing It

My friend Bob Williamson is a very successful management consultant. He and I put together and conducted **THE BUSINESS SUCCESS WORKSHOP**. Bob told our workshop participants what they needed to do in order to succeed. And I challenged them by saying, *If you were someone who could do what Bob suggests, you would already be doing it.*

Business consultants tell you what you must do to succeed. What they fail to tell you is that you must change your mind about who you are in order to take their advice. You will do as they suggest only after you've transformed yourself into one who would just naturally do those successful things.



### The Order of Creation Reversed

We have somehow come to believe that having something, like money or a new car, will make us a bigger or better person. We assume that BE-ing is a direct result of HAVING.

Nothing could be further from the truth.

**When you become rich, it will be because of who you are, not because of what you have.**

**If doing those things isn't your style, you probably won't.**

And even if you talk yourself into trying, you probably won't finish the project.

If the suggested self-help activities were not foreign to your nature, you would already be doing them.

### Management Consultants

Before I became a management consultant,

a homebuilder friend hired a high-powered management consulting firm to solve his business problems.

My friend (we'll call him Randy) sought this firm's advice because his profits were way below what they should have been for a six-houses-a-day sales volume.

After three weeks of analyzing his business, the consulting firm presented Randy with a thick written report and an invoice for several thousand dollars. This report analyzed Randy's problems in detail and made suggestions about what he should do to solve them.

**Their suggestions were mostly good, but some were not.**

### **Good and Bad Advice**

One superb salesman produced all of Randy's six-houses-a-day sales volume. Randy paid this super salesman a commission of only \$100 per house. **His per-house sales cost, compared to most other builders, was unbelievably low.**

But Randy's consultants, instead of seeing the \$100 per house commission as a bargain, saw instead, \$600 per day sales cost as an expense that could be cut.

*\$600 per day is far too much to pay any one salesman, they said,  
You could easily hire two  
for \$100 per day each and save \$400.*

Unfortunately, Randy took their advice on this one. He fired this exceptionally productive salesman, replacing him with two people, a sales manager and one salesman, together costing much less than \$600. **My guess is that Randy saved close to \$400 per day in salaries. Unfortunately he lost half of his volume in the bargain. Big mistake! Bad advice.**

But their counsel wasn't all bad. They also gave Randy several pages of good suggestions. Unfortunately, most of their good ideas went to waste.

### **What They Didn't Tell Him**

Randy tried for a while to implement some of the consulting firm's suggestions, but the new procedures soon fell by the wayside for lack of follow through.

**The new, efficient ways were out of character for Randy—not something he felt comfortable doing.**

*In my judgment, the consultants failed miserably in their job, because  
they never told Randy **HE** was the problem.*

The consultants forgot to tell Randy that the taking of their advice would require that he transform himself into someone who could do what they suggested naturally.

### **Their Own Biggest Problem**

Bob Williamson, a management consultant, will tell you how to manage your time and market your product. He will also give you advice on all the other good things you will need to do in order to become more

efficient, more successful in running your business. And if you follow his advice, you are sure to be a success.

Because he's very good at what he does,  
Bob has a long list of successful clients,

but he also has a small list of clients who tend to waste his time and theirs by not following his good advice. That list is small, because Bob screens prospective clients, refusing to accept the ones most likely to resist transformation. **He advises clients up front that they may be their own biggest problem.**

Most of them already knew that.

### The Correct Order of Creation

Earl Nightingale used to say that we are what we do, but that's not exactly true. In fact, it is backward to my way of thinking.

What we do does not make us who we are;

it merely reflects who we already are.

Christ said,

*Ye shall know them by their fruits.*

This means that we'll know who you are by what you do.

Self-help books, by telling us what to do, suggest that the creative order for any change in circumstances is **DO / HAVE / BE**. **It just doesn't work that way, because they have the order backward.** You won't ever be able to do what the authors suggest until you change yourself into the person who will do those things as a result of who you are—not in spite of.

**The Game of Life is set up so that we must grow in consciousness before we can have that better life we want.**

Having more requires a transformation, which is the first,  
not the last step, in the order of creation.

We must BE before we can DO, and DO before we can HAVE. **The correct order of creation for man is BE/DO/HAVE.** The real question in life is whether you will choose *to be or not to be* the one who has what you want from life.

Our vision of having something we want is the bait that inspires us to think about creating a new reality for ourselves. And having taken the bait, we look for the hook. We ask ourselves,

*What must I do in order to have that?*

At this point, we usually realize that having what we want would require that we do something completely out of character. In most cases,

this realization ends our quest. To avoid the transformation that would have been necessary, we abandon our wants. **Ego wins again!**

### **My Wife Does A Seminar**

My wife, Betty, took The Training, a two-day seminar designed to peel away false beliefs that control our lives. Soon after her Training experience, I asked Betty during lunch one day what she had gotten out of the seminar.

*Nothing. She said, I didn't get a thing out of it.*

But the next words she spoke let me know that she was no longer who she had been prior to doing The Training.

### **First, Speak Your Word**

Before The Training, when Betty said she wanted a new car, I told her there was nothing wrong with the one she was driving. That's the way the conversation ended each time until that day at lunch.

This time, Betty said,

*I want a new car*

in a tone of voice that was not a simple request.

Sure, the words were the same as before, but this time her tone made those words a declaration of intention based on a new statement of being. **Since the last time we talked about it, she had transformed herself into someone who in consciousness already owned that new car!**

To me, her transformation was obvious. This time, she didn't need to sell me, persuade me or twist my arm. Who she was, and where she was coming from, said it all. No quibble, no argument; she would have her new car. The only questions now were what color and what make?

**The Betty who was able to say, I WILL have that new car, was not the same Betty who had previously only wished for a new car.**

### **It Really Is the First Step**

Some find it difficult to believe that *BE* is the first step in the creative process. **A new self-image is never the first thing that comes to mind when thinking about what we want.** But knowing what we want won't get it for us. We can't have what we want until we choose to be the one who has it. We tend to ignore the necessity of taking that first step.

**Those who want to be rich, and those who choose to be rich, live in two separate worlds.**

Those who know what they want and choose it are in charge of their lives. Those who can't choose, live their lives as victims. When looking at new cars, we tell the salesman, I'm just looking, when what we really mean is,

*I haven't yet made it okay with myself to say yes!*

We can't say yes, because we haven't decided that we're worthy of having that new car. Although it never seems that way, "BE" really is the first step in the creative process.

To have what you want from life, You must first say "I am..." in a brand new way.

### Saying No to Security

**When we suddenly rediscover the power to say no to the security of our old reality, we have at that moment, risen to a new level of consciousness.**

Saying "yes" to the insecurity of a brand new reality is a brave new step—a transformation in consciousness made possible by discovering a deeper dimension of our being, a discovery of our own inner power. **The evolution of man, the process of self-discovery, is a peeling and shedding process** in which we shed yesterday's self-limiting attitudes.

### Your Self-Worth Sets The Limit

The only barrier between you and having what you want from life is your current self-worth.

In case you're confused about the difference between self-image, self-worth and self-esteem, self-image is your over-all perception of yourself, including self-worth. Self-esteem measures your level of self-confidence, and

**Self-worth is the measure of how much prosperity you can accept for yourself at your current level of consciousness.**

One day, in a conversation about monetary goals, Claire, my massage therapist, wondered why she wasn't making the money she hoped for. Her income goals were not being reached.

I suggested that perhaps she wasn't worthy of more income.

Naturally, my comment touched a hot button. She became angry until I explained that it was not I who established or defined her self-worth. **She had done that to herself when she chose who she would be.** After reading my manuscript, Claire began the process of recreating her self-worth and increasing her income.

### She Tripled Her Self-Worth

My editor for this book, Lara Lavonne Jordon, is another example of someone who needed to change her self-worth. When she first accepted the job of editing this manuscript,

Lara offered her services for \$5 per hour.

That rate was a measure of her self-worth at the time. I rejected her \$5 offer as not enough and suggested we try \$7 instead.

Shortly after beginning the edit, we raised her hourly rate to \$7.50. But, on the first three chapters, I found it necessary to pay her more than she asked. **She was inclined to short-change herself on the hours because her self-worth didn't quite measure up to the agreed rate of pay.**

After reading one-half of my book, Lara changed her mind about what she is worth.

She's now charging \$15 per hour  
and is sure that she's worth it.

By raising her consciousness from \$5 to \$15 per hour, she tripled her self-worth. Lara is now in the editing business and calls herself The Book Doctor.

**Self-esteem is built out of self-respect,  
but you can also have self-respect while being  
proud of the fact that you're poor.**

That's foolish pride in my opinion. To be worthy of more from life, you must begin by wanting more. Then, choosing to be the one who has what you want will lead you down the path toward becoming worthy of it.

**First you have the intention,  
and then you work at becoming worthy of that intention.**

### How You Created Yourself

If you've already rejected your current status as unsatisfactory, if you've already said "No!" to your current reality, you will be ready to create a new one.

The changing of our self-image begins with this realization—this maxim; **Who we are now came into being as a result of the way we thought about—how we chose to relate to—the people and circumstances in our lives.** We change relationships and circumstances by changing the way we think about them. Our thoughts are patterned responses that can be changed.

If you are ready to change your circumstances, you need only change the way you think about them.

The formula for getting rid of any bad habit  
is to replace it with a better one.

### How to Transform Yourself

**Replacing a thought pattern requires that you take charge of  
your thinking for at least 30 minutes each day.**

Overcoming your built-in resistance to change will require a great deal of resolve.

To help you stay on track, I suggest you create the following note to yourself on a 3 X 5 card. Tape it to your bathroom mirror where you will see it morning and evening. Make several other copies; keep one in your pocket, and put the rest anywhere else that will remind you of your commitment.

Learning this principle and making the commitment on this card will change the way you look at your life and open the door to the possibility of choosing a new reality for yourself. Once that door is open, you **will** walk through it.

<b>My Commitment</b>
<p><i>that any concept of self that I persistently hold in my mind will eventually become my reality</i></p> <p><i>I will therefore concentrate my thoughts for thirty minutes daily on thinking of myself as the person I intend to become</i></p> <p>Signed _____</p>

**Your signature on this card seals the bargain you've just made with yourself and signifies your intention to keep the commitment.**

When you are ready to change who you are, set aside three ten-minute segments each day, preferably morning, noon and night, to think about who you would be if you had what you wanted from life. When you are clear about who you will have to be, write it down, memorize it and then visualize yourself as that successful person every chance you get.

For the full ten minutes each time, concentrate your thoughts on thinking of yourself as the person you intend to become.

During this thirty minutes, use your imagination to bring all of your senses into play. Make sure your visualization seems real to you. **Continue this visualization for thirty days.**

### **Intentions=Results**

If your vision is clear and your intention strong enough to overcome your resistance to change, you will become the person you have been visualizing during that thirty days. I can guarantee that outcome because **intentions always equal results.**

To prove this point, I sometimes lay my pen on the table and ask someone to try to pick it up. When they pick up the pen, I say,

*No, no, I didn't tell you to pick it up.  
I said, "Try to pick it up."*

Of course, you can't *TRY* to pick up the pen. You either pick it up or you don't. In most cases, **I tried** is the excuse we use to explain why we haven't done something we promised to do.

Make no mistake about it.

**INTENTIONS=RESULTS, ALWAYS**

So, if you haven't experienced the desired result at the end of your thirty days, don't kid yourself that you tried. **Your true intention was realized.**

*When you see what you got,  
you will know your intention.*

### **Like It or Not**

Most poor people know what they want, but don't have it because they continue to see themselves wanting, but not having. They say they want to be rich, but they continue to identify with being poor. When I accuse them of intending to be poor, they usually deny my accusation and become very upset. But they're wrong. They have what they intended.

**Who you are now is who you intended to be,  
whether you believe that or not.**

And what you have in your life is the result of that intention. **If you don't like what you have—change your intention.**

To have your dream come true, you must envision yourself already having what you want.

**Your "I Am" statement is actually a prayer, the means by which you decide what you will expect from life.**

Years ago, after reading *THINK AND GROW RICH*, when I chose to become a millionaire, I fully expected that to happen some day. But I was not aware of it when it happened. I had set the goal aside and had actually forgotten about it. I was well past the mark before it dawned on me that I had actually reached my goal. The point here is not to brag, but to help you understand the power of expectation.

*I chose who I would be, expecting it to happen and then forgot about it.*

By having the intention, I built the mold, and it was filled automatically.

If you choose today to become a millionaire, don't look for your million in tomorrow's mail. It won't happen like that, any more than you would expect to pick tomatoes the day after you planted tomato seeds. Your change of consciousness is a seed planted in the subconscious. **That seed makes you rich at heart long before you will have the wealth in hand.**

### Starting with Nothing

Contrary to popular opinion, creating is not a process of fixing, changing and rearranging.

An artist starts with a blank canvas and an idea about what he/she wants to paint.

When Thomas A. Edison invented the electric light, he didn't try to fix the candle, the kerosene lantern or the gas light. He first discarded those ideas. Then, before he did anything else he created in his mind's eye the end result, the electric light—a filament of some, as-yet-unknown material, glowing brightly in a glass bulb.



Edison knew what those lights would look like. And before he ever started experimenting with ways to bring his idea into reality, he understood the principle that would make the electric light work.

**Edison visualized the world lighted by electric lights before he ever started searching for the way to make it happen.**

### A Visualization Process

In the visualization process you will see yourself doing whatever you would be doing if you were that successful person.



**In this picture of success, you will already be enjoying the fruits of the new reality you are envisioning.**

- If you want to be rich, you might visualize yourself going to the bank with a bag of money,
- If your goal is to lose weight, you might want to imagine your friend complimenting you on how trim you look.
- If you want a new car, see your friends waving as you drive down the street while feeling the wind blowing your hair.

**When you have become a thin person in a fat body, your fat will melt away automatically.**

### Creating Space

According to our **BE/DO/HAVE** formula, choosing who to BE is the first step in the creative process.

But there's always a barrier to taking that first step.

Before we can create a new reality for ourselves, we must first create the space for that to happen.

**We can't mold a new self-image until we've broken the mold of the old one.** The caterpillar must give up life as a caterpillar before it can become a butterfly.

When you create your new self-image,  
you are not fixing the old you.

You are discarding your old self-concept so that you can replace it with a new one. You are creating the space for that new reality by first rejecting the current one. When you break the old mold, don't expect to put it back together like it was. You will be creating a new mold for an expanded concept of self.

**The breaking of the mold is a scary process.**

For the ego, it is like dying in order to be reborn, and your ego doesn't want this to happen.

### **The Pumpkin in a Bottle**

A farmer found a clear-glass, small-necked, one-gallon bottle in his pumpkin field. On a vine next to this bottle were the beginnings of a new pumpkin. Wondering what would happen if the pumpkin grew inside the glass bottle, the farmer pushed this very small baby pumpkin, still attached to its vine, through the neck of the bottle.

The pumpkin grew, filling and molding  
itself to the shape of the glass bottle.

I wish I could tell you how this story ended. To know the ending, we will have to speculate.

The farmer could have stopped the pumpkin's growth by cutting it from the vine, or he could have broken the bottle, allowing the pumpkin to continue growing. Or, the pumpkin might have expanded its way out of the bottle by breaking it. As long as we're guessing, you can write your own ending.

### **Our Reality is That Glass Bottle**

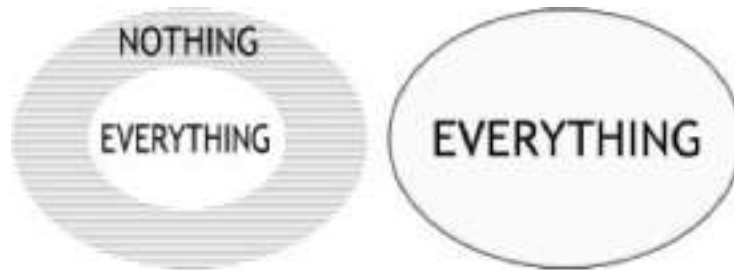
The point of this story is that we, like the pumpkin, have molded ourselves into, and are now limited by our own concept of reality. **That reality, our own glass bottle, is built out of our attitudes, opinions and point of view about the way life is.**

To break out of our glass bottle, we must break the attachment to  
our self-concept and our concept of reality

### **Everything/Nothing**

The idea of creating space might seem difficult to grasp. Perhaps the idea would be clearer if we drew a picture. Take out a blank sheet of

paper and write the word Everything on it. Now, draw a circle around the word. Near the circumference of the circle, write the word Nothing. Then draw a larger circle encompassing both the small circle and the word Nothing.



Now, imagine that your total reality is everything inside the smaller inner circle and that there is no room in there for anything more. The inner circle represents your consciousness (your level of self-awareness.)

What's outside your circle doesn't  
exist for you because you are not conscious of it.

If you can picture your reality in that sense, you have the right picture—the place to start in understanding the concept of creating space.

Now, erase the circumference of the small inner circle, leaving the outer circle intact.

By destroying the outer boundaries of your current reality, you have expanded your consciousness, creating space for new things to happen in your life. You have a new larger image of yourself to project, expanded to include a part of the screen that was previously blank.

You have created the space for a new reality  
by destroying the boundaries of the old.

You have expanded the outer limits of your consciousness.

**A simple example of this might be if you previously liked only vanilla ice cream. Expanding your consciousness would allow you to experience the other thirty flavors.**

### **Before You Can Say Yes**

In a power contest between **YES** and **NO**, there are those who would say the **YES** is the most powerful of the two. I disagree, because I know

that you can't say "YES" until  
you say "NO" to the alternatives.

You can't really say yes to butter pecan ice cream until you have said no to vanilla and the other twenty-nine flavors.

Years ago, before the advent of sheet vinyl, inlaid linoleum was considered the best resilient floor covering there was. My good friend, Johnny McKennon, a distributor's salesman, came to DAR Tile to introduce the new Gold Chip pattern of inlaid linoleum. I didn't share his enthusiasm for the new design.

Because I wasn't sure I wanted to stock it, Johnny guaranteed to take back any inventory that hadn't sold in one month. With a fairly good idea of the customers' taste in colors, I chose only three of the six patterns he offered.

### **Saying No to the Alternatives**

A month later, when we hadn't sold even one order of Gold Chip linoleum, I asked Johnny to send his truck for the three rolls. He begged me to delay my decision for one more month and suggested that I buy a sample roll of the other three darker patterns. Although I knew my customers wouldn't buy dark green, red, and black, I agreed to show these dark colors along with the light ones. Johnny believed that people would be more likely to purchase something if they were given a wider selection to choose from.

**He said people needed to say no to the alternatives before they could feel comfortable saying yes.**

His idea worked like charm. When we offered our customers more of a choice, including three dark patterns that they could reject, a surprising number said yes to the other three patterns. Gold Chip inlaid linoleum became a popular mover for us for years, just because we gave our customers the opportunity to say no before saying yes.

### **The Process of Self-Discovery**

Our choice in life is to choose a new way of being or to remain stuck in the old one. There's nothing wrong with staying where you are—if you are sure that's where you want to be. But if you're looking to change your life, *NO* is the powerful word that prepares the way for the **YES** that starts the creative process.

**When we suddenly rediscover the courage and the power to say NO to the security of our old reality, we have, at that moment, experienced a rebirth in consciousness.**

We have broken our attachment to the current reality, and have become momentarily free. Our freedom will be short-lived, however, because the creative process is a repeating pattern. Each time we have used this process of **BE/DO/HAVE** to create a new reality for ourselves, we have necessarily grown in consciousness. But this new reality is just another one to which we will soon become attached.

### **When What You Have Has You**

Several years ago, a couple in one of my Prosperity Consciousness Workshops demonstrated their new level of consciousness. They purchased a new home, which they previously

thought beyond their means. When I saw Janet in church the next day, assuming she would be ecstatic with joy, I asked her how she liked her new home. In tears, she answered,

*My damn dog scratched my new screen door.*

I sympathized with her, but had trouble keeping a straight face. The dog was only a symbol of the real problem.

**She thought she had the new house,  
when, in truth, the new house had her.**

### **Me Too!**

Remember my swimming pool. When I finally bought a house with a pool, I really enjoyed it at first. But before long, I realized that I was spending a lot more time maintaining it than I was swimming in it. **That's when I decided that I didn't really have the pool; the pool had me.**

When we become attached to our possessions, we don't really have them; they have us. Moving up in consciousness requires that we first give up (destroy) our attachment to the apparent benefits in our current reality.

### **We Create Our Own Problems**

Our mission in life is to discover who we really are. **Spirit's eternal mandate is that we grow in consciousness.**

*Within each of us dwells the Spirit of God,  
in most cases undiscovered.*

It is the will of God that we find our way home to Him. This journey home is accomplished as we grow in consciousness.

This journey home will be filled with challenges, because we grow the most when facing life's problems. Spirit's one command (The Will of God) is that we stay on the path and continue to grow in consciousness. When we lose our way, God will put us back on the right path. **When we think we've got it made—when we're coasting—we'll be allowed to hit bottom so that we'll be challenged to rise again, but this time to new heights.**

**This charade we call our life, is a game  
without end, that we play with ourselves.**

We give people or situations great power over ourselves, and then forget for a while that we gave away our power. We grow whenever we are able to take back our power. Most problems, when squarely faced, will turn out to be of our own creation, and those problems will end as soon as we take responsibility for having created them.

## You Have Already Chosen

The power to drain our alligator-filled swamp comes with the realization that we created that swamp.

If you find yourself thinking that the swamp is real, just remember that it is built out of attitudes, opinions, and points of view. To drain your swamp, you need only change your outlook—your attitude.

**The moment you accept the responsibility for what's going on in your life, you will have found the power to change it.**

Once you decide you are not a victim, that you chose what you have, you will have the power to re-choose.

Refusing to accept responsibility is like refusing to be where you are. Another way of avoiding responsibility is to pretend the problem doesn't exist. If you are not willing to be here for the way it is, accepting that you created it, then you really can't get to where you want to be from where you are.

### "Dig It the Way It Is"

One of the simple truths about life is that

you must choose to be here, wherever that is, before you can get to wherever there is.

As long as you hold on to your victim story, you are powerless to change it. **You really can't get there from here.**

In Werner Erhart's est Training, trainers had a saying:

*Dig it the way it is, or bitch about the way it isn't.*

The point being that we must accept life the way it is before we can do anything about changing it. As long as we're bitching about those circumstances, they will remain powerful enough to control our lives. But when we take responsibility for them, those circumstances become immediately controllable.

### Dissatisfaction Is the Beginning

The road to somewhere new always starts with knowing that where you are now is not where you really want to be.

The road to somewhere else begins with being dissatisfied with where you are. Our dissatisfaction is what creates the space for something new to happen. Our discontent will be easier to handle if we can see it as the beginning of a new journey to a new reality, not the end of the road.

### Satisfaction Only with Completion

When I was a young boy, I remember thinking how great it would be to have all the ice cream I could eat. One day my dream came true. I



Each time, when the things we looked forward to came to pass, we experienced satisfaction, never realizing that satisfaction is the end, not the beginning. Most of my life was spent chasing some end result, allowing no time out for smelling the flowers along the way. It took me too long to realize that life is a journey, not a destination.

I was always happiest when moving toward some goal. **Much of my discontent in life could have been avoided if I had accepted my personal growth as the true benefit of achieving my goals.**

We have each been traveling this yellow brick road toward a higher consciousness all of our lives, without suspecting the direction or the destination. Somewhere down this road, we will find out who we really are.

**As Earl Nightingale said,**  
*The Architect of the Universe*  
*did not build a stairway leading nowhere.*

## The Point Is

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- *Self-help books tell you what you must do in order to succeed. But, if doing those things is not your style, you probably won't.*
- *Management Consultants often don't tell you what you really need to know—that YOU are your own biggest problem.*
- *If you would change what you DO and what you HAVE, you must first change who you are.*
- *The creative process in man is BE/DO/HAVE.  
We must BE before we can DO before we can HAVE.*
- *The Game of Life is set up so that we must grow in consciousness before we can have that better life we want.*
- *Some believe that having more will make you a bigger, better person. Not so! Having more requires a transformation; the first not the last step in the creative process.*
- *The only barrier between you and having what you want from life is your current self-worth.*
- *Don't confuse self-worth with self-esteem.  
Self-esteem is built out of self-respect, but you can also have self-respect while being proud of being poor. That's foolish pride.*
- *Self-worth is the measure of how much prosperity you can accept for yourself at your current level of consciousness.  
  
You will be stuck at your current level of income until you change your self-worth.*
- *To double your self-worth: create a clear mental image of yourself being worth twice what you are now making. Then, concentrate your thoughts for at least thirty minutes daily on thinking of yourself as that person. (three, 10-minute sessions)*
- *If your intention is strong and your vision clear, you will have doubled your self-worth in thirty days or less.*

