

RANDOM HOUSE  BOOKS



How to be Rich

Ed. by Patricia G. Horan

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About the Book

The Ultimate guide to prosperity, from eleven of history's leading business gurus, including Napoleon Hill, bestselling author of *Think and Grow Rich*.

Do you want your life to include an abundance of riches and wealth? Do you want to live up to your full potential in all areas of your life? Do you want to uncover the secret to personal wealth, happiness and fulfillment? If so, *How to be Rich* can change your life.

- Discover proven strategies to attract riches
- Learn to think like the rich
- Overcome fear and worry: the enemies of wealth

Take control of your prosperity and let *How to be Rich* teach you how to acquire the secrets of success.

HOW TO BE RICH

**Collected wisdom from the
world's greatest thinkers**

**Edited by
Patricia G Horan**

Vermilion
LONDON

FOREWORD

The way we measure the popularity of a subject these days is by running it through online search engines, such as Google and Amazon. If you try that with the topic of 'prosperity', you'll come up with no fewer than *12 million* topic references – an astounding number – and almost 90,000 book titles on the subject. It's been proven that the less secure we are financially, and the less trust we have in outside institutions, the stronger is our desire to direct our lives ourselves, from within. As a result, popular interest in prosperity thinking is growing exponentially.

Spiritual teachers all agree that each of us is the master of our destiny. Through our thoughts, desires and actions, we are moulding the circumstances of our life. The choices we make today are setting into motion the causes that will take form tomorrow as our life experience.

To reflect on this stirring idea is to awaken to your responsibility for the conditions of your life. Ask yourself if your present life is the kind of life you most desire to live. Are you experiencing all the good you can conceive? Does your life include an abundance of the riches and wealth to which all are entitled? Are you expressing the full extent of your mental, physical and spiritual potential? If you have answered no to any of these questions, you can do something to change that condition. You can begin to incorporate into your daily routine certain ways of thinking and acting which, when practised faithfully, will attract into your life the good you desire and deserve.

That is the exciting message of *How to be Rich*.

How to be Rich is a refreshing look at choice excerpts from the best motivational and prosperity material ever written. These founding geniuses of the 'New Thought' movement had not yet encountered political correctness, so their messages were as direct, unlimited and powerful as their beliefs. Never have these prosperity gurus appeared between covers together in this way. Here we see the most interesting points of the most fascinating writers, spotlighted and arranged in such a way as to support and enlighten each other. These are the writers who were inspired by such kings of fortune and discovery as the legendary Andrew Carnegie and Thomas Edison. In turn these writers directly inspired titans such as Henry Ford.

You may not readily recognise the names of the great leaders in success whose writings appear here – such as Napoleon Hill, Joseph Murphy, James Allen, Ralph Waldo Trine and Julia Seton. However, you will surely recognise the names of some contemporary teachers who have been inspired by them, including Wayne Dyer, Louise Hay, Tony Robbins, Dale Carnegie, Norman Vincent Peale and Deepak Chopra. Pioneering the self-help, New Thought and human potential movements, those early geniuses of success represented in this book left us an invaluable legacy. Their proven wealth-attracting steps and strategies all rest on one basic, powerful idea: *The key to everything is our thought, and we can change our life experience only when we replace old, limited ideas with new, more expansive ones.*

In the pages that follow you will find exactly the new ideas you need in order to realise the riches you desire. You will find the way to wealth – and new life.

The titles and authors selected to be included here are solid gold. Among them are:

- The bestselling success book of all time, with 45 million copies sold, *Think and Grow Rich* by Napoleon

Hill – the author of FDR’s line ‘We have nothing to fear but fear itself.’

- The writer whom Norman Vincent Peale likened to Thoreau, Emerson, Carnegie and Horatio Alger: Orison S Marden.
- Arnold Bennett, one of the greatest English novelists of all time, who – it is not generally known now – was first famous for his mega-selling *Pocket Philosophies*, said to be the first series of self-help books ever published. Henry Ford bought 500 copies for his employees.
- James Allen’s *As a Man Thinketh*, which has remained in print for over 100 years, and is still selling steadily.
- Julia Seton, MD, one of the first women members of the American Medical Association, pioneer of the holistic approach to healing.
- The book Henry Ford gave credit to for his personal success, *In Tune With the Infinite*, by Ralph Waldo Trine. This sold two million copies at its time of publication and inspired Hill and, later, Norman Vincent Peale.
- A brilliant author who wrote under several names, and considered himself a yogi: Theron Q Dumont, lawyer turned metaphysician, was a vital presence in the New Thought Alliance.
- Christian Larson, author of the famed ‘Optimist Creed’, which to this day can be found on the walls of doctors’ offices and the locker rooms of winning teams.
- The great, humble Wallace Wattles, whose family languished in poverty till he mastered the prosperity thinking contained in this book and brought wealth to himself and his loved ones. His inspirations ranged from Descartes and Spinoza to Swedenborg and Emerson. He is best known for his prosperity classic, *The Science of Getting Rich*.
- Dr Joseph Murphy wrote more than 30 books. His most famous work, *The Power of Your Subconscious Mind*,

which was first published in 1963, became an immediate bestseller. It was acclaimed as one of the best self-help guides ever written. Millions of copies have been sold and continue to be sold all over the world.

- Robert Collier, one of America's original self-help authors, was a prolific writer and progressive publisher who strongly believed happiness and abundance were within easy reach for all. His inspirational books have changed the lives of thousands, opening up new vistas for living fuller, richer, happier lives.

Part I:

Poverty, not Money, is the Root of
All Evil

Wealth is Health. Poverty is the Root of All Evil!

Wallace Wattles

Poverty is the parent of revolution and crime.

Aristotle

THERE IS NO virtue in poverty. It is a mental disease that should be abolished from the face of the earth. You are here to grow, expand and develop spiritually, mentally and materially. Some who do not prosper have a sneaky, subconscious feeling that there is some virtue in poverty. This feeling may derive from early childhood training, superstition, or be based on a false interpretation of the Scriptures.

There is no virtue in poverty. It is a disease like any other mental disease. If you were physically ill, you would think there was something wrong with you and would seek help or do something about it at once. Likewise, if you do not have money constantly circulating in your life, there is something radically wrong. God does not want you to live in a hovel or to go hungry. God *wants* you to be happy, prosperous and successful. God is always successful in divine undertakings, whether that means making a star or a cosmos.

(From *The Science of Getting Rich* by Wallace Wattles,
1910)

It was Never Intended that People should be Poor

Theron Q Dumont

IT WAS NEVER intended that people should be poor. When wealth is obtained under the proper conditions, it broadens life. Everything has a good use and a bad use. Like wealth itself, the forces of mind can be directed either for good or evil. A little rest will re-create those forces, while too much rest will degenerate into laziness and brainless, dreamy longings.

If you acquire wealth unjustly from others, then you are misusing your forces; but if your wealth comes through the right sources, you will be blessed. Through wealth we can do things to uplift ourselves and humanity.

Wealth is many people's goal. The fact is, the more attractive we make ourselves and our surroundings, the more we are prone to inspiration. It is not conducive to proper thought to be surrounded by unpleasant conditions.

(From *The Power of Concentration* by Theron Q Dumont, 1918)

No One is Destined to be Poor: Why We Think Otherwise

Wallace Wattles

NO ONE IS destined to be poor. Wealth is all around us and all we need do to achieve it is to seek and follow the road that will lead us there.

The human race was taught that to be poor was to be spiritual, that it was 'easier for the camel to go through the eye of a needle than for a rich person to enter the kingdom of Heaven'. Living in this lie, they suffered on in misery, hoping and trusting that in some far-off future day, a heaven (if they deserved it by their faithful poverty) would be given them for their pain. In some religions such as those of the East, persons born in poverty will always live in poverty - hoping that by being obedient and humble, they will be reborn in their next life in a higher caste and more affluent life.

These old obsessions of race thought and race interpretation held the multitude in their iron clasp for centuries. Strange as it may seem, even at this late date, there are still many minds hugging to their hearts this old delusion and dragging on in penury and despair, resisting the compelling force of higher revelation. Thousands of poor people today still cling to this old tradition, only from false religious ardour and lack of self-investigation.

Many religions teach as part of their dogma that poverty is an inevitable condition for most people. They preach, 'The poor will always be with us.' Some sects even claim that,