

I FEEL HEALTHY

I FEEL HAPPY

I FEEL TERRIFIC

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I feel Healthy, I feel Happy, I feel Terrific! In the PMA (Positive Mental Attitude) philosophy this is called the deliberate use of self-motivators. We will refer to it time and time again in the book. There are many books that tell about PMA. Some of them you may be familiar with. Success through a Positive Mental Attitude, by W. Clement Stone, The Power of Positive Thinking by Dr. Norman Vincent Peale, Think and Grow Rich, by Napoleon Hill, How I Raised Myself From Failure to Success, by Frank Bettger, How to Win Friends and Influence People, by Dale Carnegie, The Greatest Miracle in the World, by Og Mandino, The greatest secret, by Earl Nightingale and of course THE HOLY BIBLE. This book is a compilation of many authors.

They tell a story about a salesman who read dozens of “Self Help Books” and listened to dozens of “Self Help Tapes”, but was a failure in selling, Why? Because he never made a call.

You will be happy to know that in the book, reference is made to humorous stories. For example, Bill Gove, an inspirational speaker tells a funny story. “In the selling business it’s been said that, listening is more important than anything you say.” They tell a story about a guy selling elephants. He ran into a prospective client and said, I can get you an elephant for one hundred dollars – the prospect said, “I couldn’t use it”. What’s the matter, that’s a good price for an elephant, what’s the matter?” “I’ve got a small place, a small living room, a small kitchen, a small dining room, thanks for listing me on your group of selected clientele, but I couldn’t use the elephant”. “You can buy it just for laughs, you can put cold water in the elephants trunk then in the middle of summer, in the backyard, squirt the kids with the elephant. "The prospect said “Stop, I ain’t got no backyard, and by a strange quirk of fate, I ain’t even got no kids.” “You’ve got to admit that’s a good price - \$100 bucks for an elephant.” “Price, mice, I

couldn't use it". The salesman said "Stop, don't go, this could be the happiest moment of your life, you're a good listener, don't move, if you can keep it under your hat, I think I can get you two of them for \$100 & ½". The prospect said "now you're talking brother!!"

A positive mental attitude has a simple definition. "It is the state of mind a person who continues to seek, find and administer ways to succeed in any endeavor, regardless of circumstances or obstacles." The operative word here is "continues". Now of course, even though the definition is simple, there is more to it. It is living your life utilizing certain truths and maxims. We will refer to some of these throughout. One of them is "No Problem Can Stand The Assault of Sustained Thinking". You need to memorize these maxims, burn them into your memory and draw on their power when needed. Another is "Every Adversity Sows A Seed of An Equivalent or Greater Benefit Especially for Those Who Have a PMA (Positive Mental Attitude). A good exercise is: can you think of some of the greater benefits as a result of 911? There are at least six. Another is "You Can Only Expect What You Inspect"

In 1956, Earle Nightingale, a motivational speaker, wrote a book called "The Strangest Secret", which sold over a million copies. He writes "some years ago Dr. Albert Schweitzer, a Nobel Prize winner, was asked "Doctor, what's wrong with men today?" He said, "Men simply don't think!" It's about this that I want to talk with you. We live in a golden age. This is an era that humanity has looked forward to, dreamed of, and worked toward for thousands of years. We live in the richest era that ever existed on the face of the earth...a land of abundant opportunity for everyone. However, if you take one hundred individuals who start even at the age 25, do you have any idea what will happen to those men and women by the time they are 65?" These hundred people believe they are going to be successful. They are eager towards life, there is a certain sparkle in their eye, an erectness to their carriage and life seems like a pretty interesting adventure to them.

But, by the time they are sixty five, only one will be rich, four will be financially independent, five will still be working and 54 will be broke – depending on others for life's necessities. Only five out of one hundred make the grade! Why do so many fail? What has happened to the sparkle

that was there when they were twenty-five? What has become of the dreams, the hopes the plans....and why is there such a large disparity between what these people intended to do and what they actually accomplished?

THE DEFINITION OF SUCCESS:

“Success is the progressive realization of a worthy ideal without violating the rights of man and the laws of God.” A success is the schoolteacher who is teaching because that’s what he or she wants to do. A success is the entrepreneur who starts his own company because that was his dream. A success is the sales person who wants to become the best salesperson in his or her company and sets forth on the pursuit of that goal. By the way, a person without a goal is likened to a football field without goal posts, where players run up and down the field, but no one ever scores! A success is anyone who is realizing a worthy predetermined ideal, because that’s what he or she decide to do..deliberately. But only one out of twenty does that! The rest are “failures”. We learn to read by the time we’re seven. We learn to make a living by the time we’re 30. Often by that time we’re supporting a family. And yet by the time we are 65, we haven’t learned how to become financially independent in the richest land that has ever been known...WHY?

Throughout history, the great wise men and teachers, philosophers and prophets have disagreed with one another on many different things. It is only on this one point that they are in complete and unanimous agreement – the key to success and the key to failure is this: “We become what we think about!!” All day long. This is the strangest secret! Now why strange and why a secret? It isn’t a secret at all. It appears again and again in the Bible. But very few people have learned it or understand it. That’s why it’s strange and why it virtually remains a secret. Dr. Norman Vincent Peale put it this way “If you think in negative terms, you will get negative results. If you think in positive terms, you will achieve positive results.”

George Bernard Shaw said “People are always blaming their circumstances for what they are. I don’t believe in circumstances. The people who get on in this world are people who get up and look for circumstances they want, and if they can’t find them, make them.” Well it’s pretty apparent, isn’t it? We become what we think about. A person who is thinking about a

concrete and worthwhile goal is going to reach it, because that is what he is thinking about. Conversely, the person without a goal, who doesn't know where he is going and whose thoughts must therefore be thoughts of confusion, anxiety, fear and worry will create a life of frustration, fear, anxiety and worry. And if he thinks about nothing....he becomes nothing. "As Ye Sow – So Shall Ye Reap!"

Simply stated:

The human mind is much like a farmer's land. He may plant in the land whatever he chooses. The land doesn't care what is planted. The mind, like the land, will return what you plant.

A farmer digs two holes in the ground, in one hole he plants a seed of corn, in the other a seed of nightshade, which is a deadly poison. He waters them, takes care of them and what happens? Up comes the corn and up comes the nightshade in equal abundance. The land doesn't care what you plant. As it's written in the Bible, "As ye sow, so shall ye reap." The human mind is far more fertile, more mysterious than the land, but it works the same way. It doesn't care what we plant...success...or failure. Our mind can do any kind of job we assign it to. So decide now. What is it that you want? Plant your goal in your mind. It's the most important decision you'll ever make in your entire life. Do you want to excel at your particular job? Do you want to go places in your company...in your community? Do you want to get rich? All you have to do is plant that seed in your mind, care for it, work steadily toward your goal and it will become a reality. It not only will, there is no way it cannot. You see that's a law. If you get on top of a building and jump off, you'll always go down – you'll never go up. And it's the same with all of the other laws of nature. They always work. Think about your goal in a relaxed, positive way. Picture yourself in your mind's eye as having already achieved this goal. Every one of us is the sum total of our own thoughts. We are where we are because that's exactly where we really want or feel we deserve to be – whether we'll admit it or not. What you think about today, and tomorrow – next month and next year – will mold your life and determine your future. "You're Guided By Your Mind". Thomas Edison, once wrote: "God created the body to carry the mind around." Earl Nightingale wrote, "What makes a man, a man is his mind, and everything else, you can find in a horse, a pig or a cow". Write on a

card a specific goal. Make sure it's a single goal and clearly defined. Don't show it to anyone. Look at it every chance you get during the day and just before going to bed at night. Stop thinking about what is your fear. Each time a fearful or negative thought comes into your mind, replace it with a mental picture of your positive and worthwhile goal. There may come a time when you will feel like giving up. It's easier for human beings to think negatively than positively. That's why only five percent are successful!! You must begin now to place yourself in that group.

Bill Gates, who founded Microsoft, is a Harvard dropout. He is one of the richest, if not the richest man in the world. A few years back, he made this presentation to a graduating class.

- Rule 1: Life is not fair – get used to it!
- Rule 2: The world will expect you to accomplish something, BEFORE you feel good about yourself.
- Rule 3: You will not make \$60,000 a year right out of high school. You won't be a vice president with a car phone until you earn both.
- Rule 4: If you think your teacher is tough, wait til you get a boss.
- Rule 5: Flipping burgers is not beneath your dignity. Your grandparents had a different word for burger flipping – they called it opportunity
- Rule 6: Before you were born, your parents weren't as boring as they are now. They got that way from paying your bills, cleaning your clothes and listening to you talk about how cool you thought you were. So before you save the rain forest from the parasites of your parent's generation, try delousing the closet in your own room.

Rule 7: Life is not divided into semesters. You don't get summers off and few employers are interested in helping you. FIND YOURSELF. Do that on your own time.

Rule 8: Television is NOT real life. People actually have to leave the coffee shop and go to jobs.

If you can read this, thank a teacher!

If you are reading it in English, thank a soldier!

The following is a story called "The Set of The Sail" – I do not know who the author is.

Have you ever been on a sailboat?

Imagine, if you will, finding yourself holding the sail at the angle which will give you the most possible speed for your direction and you find yourself traveling faster and faster.

Then you can decide to negotiate a turnabout and start back from whence you came. You ease the sail, give the rudder a twist and swing into the wind. The sail hangs limp for a split second....Then with a 'crack' it catches the wind again and you are on your way back toward your starting point. Toward you comes another sailboat, following the course, which was yours a moment ago. It flashes past...you meet and are gone in the opposite direction as quickly and surely as two trains meet and pass on parallel tracks.

YOU HAVE SUDDENLY COME FACE TO FACE WITH THE REALIZATION THAT THESE TWO SAILBOATS MOVING STEADILY IN OPPOSITE DIRECTIONS, ARE DRIVEN BY THE SELF-SAME WIND.

You ponder on the miracle and now the full understanding unfolds in your mind. It is clear that the boat's direction of travel is determined not by the wind, but by the "Set of The Sail". The wind itself drives boats up and down

by the self-same wind.

IT'S THE SET OF THE SAIL WHICH FIXES THE COURSE OF THE BOAT, AND NOT THE FORCES OF NATURE.

You begin to think of the application of this truth to the lives of people, and you realize that these winds are blowing some downwards towards failure and oblivion, driving others upward toward success and ever greater achievement. Happily, every person has within themselves the right and the power to set their own sail.

The winds of life are beyond your control, but the set of your own sail is fixed within your mind and within your own heart. For the set of the sail is nothing more than your attitude..your outlook, your point of view. When the set of the sail is that of confidence, courage, determination and resourcefulness, the course is fixed toward achievement. For it isn't the wind, it's the SET OF THE SAIL...., which determines the way you go.

Many years ago, I was told about a book called PYGMALION IN THE CLASSROOM, written in 1992, by Robert Rosenthal & Lenore Jacobson. The Pygmalion effect refers to the phenomenon in which the greater the expectation is placed on people, often children or students, the better they perform. There was an experiment to prove this phenomenon. They gave one hundred students a test. Once the test was over, they randomly picked fifty students who were told they scored extremely high on the test and fifty students who scored extremely low.

Two teachers were picked. One of the teachers was told that "these fifty students scored extremely high on the test". The other teacher was told that "these fifty students scored extremely low on the test." Neither of the two teachers were made aware of the fact that.....the tests were never scored. What do you think happened?

Because of the greater expectation of the teacher of the "high" group, the high group proved "superior" than the low group because the teacher of the low group was told that their students were not expected to "do well".

In another experiment, one group was told their teacher was “quite effective” and the other group was told their teacher was incompetent. The effect of these positive and negative expectations were measured in terms of student attitude toward the teacher...scores on tests and “non-verbal behavior” of the students toward the teacher. Students with a positive expectation scored 65.8% on a test, and those with a negative expectation score 52.2%. In terms of nonverbal behavior, subjects leaned “forward more to good teachers than poor teachers.” Overall, the expectation of the teacher affects overall learning outcomes.

James Rhem, executive editor for the online National Teaching and Learning Forum, commented: “How we believe the world is and what we honestly think it can become have become powerful effects on how things will turn out.”

What one quality do all successful people have in common? It is not a high I.Q., and it is not outstanding talent or ability – what do you think it is?

The trait that all people of accomplishment have in common is a very special quality called – persistence. Persistence is the greater willingness to spend time in accomplishing a task, withstand discomfort and to persevere in the face of difficult odds. It is also the willingness to reign oneself to patient plodding. Ask yourself another question. At what ages are you likely to be most successful? In professions such as science, medicine, research, psychology and kindred callings, the age of the highest “batting average” is between thirty and forty. However, most business executives do not reach their top stride until between fifty and sixty, and as far as earning power is concerned, it is shown that most of the highest paid people are in their middle-fifties. Another interesting question. Do happiness and financial success go hand in hand? Only to a certain extent. People with extremely high or extremely low incomes tend to be the least happy. Evidence indicates that an income sufficient to provide, in other words, enough to make ends meet with some leftover to add to a nest egg. It has been found that most people tend to be happier during that period in their lives when they are climbing the ladder, rather than after they have reached the top. Success can be defined as “the progressive realization of a

worthy ideal without violating the rights of man and the laws of God.”

Meet the most important living person. The day you recognize PMA for yourself is the day you will meet the most important living person! Who is he? Why, the most important living person is you. Take a look at yourself, isn't it true that you carry with you an invisible talisman with the initials PMA on one side and NMA on the other? What exactly is this talisman, this force? The talisman is your mind. PMA is positive mental attitude, and a positive mental attitude is the right mental attitude. It is most often comprised of the “plus” characteristics symbolized by such words as faith, integrity, hope, optimism, courage, initiative, generosity, tolerance, tact, kindness and good common sense. A person with positive mental attitude aims for high goals and constantly strives to achieve them. NMA is negative mental attitude. It has opposite characteristics to PMA.

Some daily thoughts to steer by:

- Every adversity has the seed of an equivalent or greater benefit
- Greatness comes to those who develop a burning desire to achieve high goals.
- Success is achieved and maintained by those who try and keep on trying with PMA.
- To become an expert achiever in any human activity, it takes practice, practice, practice.
- Man's greatest power lies in the power of prayer.

