

## Think and Grow Rich – Napoleon Hill

### *Notes and Takeaways*

Success comes to those who become SUCCESS CONSCIOUS

Keen pulsating DESIRE transcends everything else

A great warrior story: He loaded his soldiers into boats, sailed to the enemy's country, unloaded soldiers and equipment, and then gave the order to BURN THE SHIPS that had carried them. Addressing his men before the first battle, he said, "You see the boats going up in smoke. That means that we cannot leave these shores alive unless WE WIN! We now have no choice-we win, or we perish. THEY WON

A burning desire to win is essential for success

Wishing will not bring wishes. But desiring riches with a STATE OF MIND that becomes an OBSESSION, then planning definite ways and means to acquire riches, and backing those plans with persistence which does not recognize failure, will bring riches

See, success, and believe yourself already in possession of the money

There is one quality which one must possess to WIN, definiteness of PURPOSE

In planning to acquire your share of the riches, let NO ONE influence you to ever show scorn to the dreamer

Conduct yourself just as you would, if you were ALREADY IN POSSESSION OF THE MATERIAL THING YOU ARE DEMANDING

Faith is the "eternal elixir" which gives life, power, and action to the impulse of thought!

- o Faith is the only known ANTIDOTE for failure!

The Dominant thoughts of my mind will eventually reproduce themselves in outward, physical actions, and gradually transform themselves into physical reality, therefore I will concentrate for 30 minutes a day on thinking like the person I intend to become

"Life's battles don't always go to the stronger man, but soon or later the man who wins is the man WHO THINKS HE CAN!"

The accumulation of great fortunes calls for POWER, and power is acquired through highly organized and intelligently directed specialized knowledge, but that knowledge does not, necessarily, have to be in possession of the man who accumulates the fortune

- o SURROUND yourself with WINNERS

"The man who has been active on the campus, whose personality is such that he gets along with all kinds of people and who has done an adequate job with his studies has a most decided edge over the strictly academic student"

The person who stops studying merely because he has finished school is forever hopelessly doomed to mediocrity

Close association with one who REFUSES TO COMPROMISE with circumstances he does not like, is an ASSET that can never be measured in terms of money

Form ideas in the form of ORGANIZED PLANS designed to yield riches

Carnegie surrounded himself with men who could do all that he could not do. Men who created ideas, and men who put ideas into operation, and made himself and the others fabulously rich

SUCCESS REQUIRES NO EXPLANATION, FAILURE PERMITS NO ALIBIS

If the first plan you adopt does not work successfully, replace it with a new plan, if this new plan fails to work, replace it, in turn with still another, and so on, until you find a plan which does work

- o TEMPORARY DEFEAT IS NOT PERMANENT FAILURE

The doors to the office of the real leader are open to all who wish to enter and his working quarters are free from formality or ostentation

Uncontrolled desire for “something for nothing” is dangerous and in many cases can be worse than gambling

- o Evidence in the tech bubble in 1990’s and great recession and today Meme stock and cryptocurrency trading
- o Be FEARFUL when others are GREEDY, be GREEDY when others are FEARFUL

Be wary of overcaution, RISKS are NECESSARY

- o The person who takes no chances, generally has to take whatever is left when others are through choosing

MEN WHO SUCCEED KEEP OPEN MINDS AND ARE AFRAID OF NOTHING

Take stock of your annual performance, some key questions to ask

- o If I had been a purchaser of my own services for the year, would I be satisfied with my purchase?
- o Have I attained my goal which I established?
- o Have I delivered service of the best quality?

General wisdom is usually conspicuous through modesty and silence

Leaders in every walk of life decide quickly and firmly

Will Power and Desire, when properly combined, make an irresistible pair

A few carry on despite all opposition, until they ATTAIN their GOAL. These few are the FORDS, CARNEGIES, ROCKEFELLERS, and EDISONS

Wishes do not respond to wishes. They respond only to definite plans, backed by definite desires, through constant PERSISTENCE

Some brains are more efficient than others and leads to this significant conclusion-

a group of brains coordinated (or connected) in a spirit of harmony, will provide more through-energy than a single brain, just as a group of electric batteries will provide more energy than a single battery

“Men take on the nature and the habits and the POWER OF THOUGHT of those with whom they associate in a spirit of sympathy and harmony.”

Thinking process is CRITICAL, it is a stream that flows two distinct ways

- o The positive emotions of thought form the side of the stream which carries one to fortune

The road to genius consists of the development, control, and use of sex, love, and romance  
THERE IS NO OTHER ROAD TO SUCCESS THAN THROUGH VOLUNTARY SELF EFFORT

Dismiss the thought that love never comes but once. Love may come and go, time without number, but there are no two love experiences which affect one in just the same way. Cherish them all

Love is without question, life's greatest experience. It brings one into communion with Infinite Intelligence

Take women out of their lives and great wealth would be useless to most men

INDECISION is the seedling of FEAR! Indecision crystallizes into DOUBT; the two blend to become fear, so make a decision and live with the consequences

Seeing the hole in the doughnut, but overlooking the doughnut

- o Helping clients get through their fear and worry about market swings

Deliberately seek the company of people who influence you to THINK AND ACT FOR YOURSELF

Final piece of wisdom - In life, you have absolute control over but one thing and this is your thought. This point is the most significant and inspiring fact that needs to be held closely in chasing your life dreams.