

A STATE OF ABUNDANCE

The Guide to Overflowing Riches!



JAMES SKINNER
MARK VICTOR HANSEN
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A State of Abundance

The Guide to Overflowing Riches!

James Skinner, Roice Krueger, and Mark Victor Hansen

“A State of Abundance” will guide you from selfishness to selflessness, from poverty to plenty.

Give this book to anyone you know who wants more.

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A State of Abundance

The Authors

JAMES SKINNER is the founder of two global financial groups that manage billions of dollars of assets. He is also recognized as one of the world's foremost business thinkers and appears regularly on Japanese television.

ROICE KRUEGER co-founded Franklin Covey, the world's largest training company, and has supervised consulting projects for 80 percent of the Fortune 500.

MARK VICTOR HANSEN is the co-creator of the *Chicken Soup for the Soul* empire and is the best-selling nonfiction author of all time. His goal is to make the planet work for all humanity!

NOTE: Ideas That Can Change Your Life™ is a collaboration of three of the world's most amazing authors, speakers, and thinkers. The first person "I" may refer to any of the authors.

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Whatever you send out is reflected in the mirror, but because the mirror is round, everything may be reflected several times before it comes back to you.

But it always comes back.

Not only does it come back, it comes back multiplied and magnified.

When we give it away it multiplies!

This is the source of the state of abundance—a state of openness and giving and sharing. When we are abundant, we know that giving multiplies the gift. We know there is more than enough and there is enough to spare.

The world is a friendly and abundant place to those who live in a state of abundance.

To those who live in the mean, selfish state of scarcity, withholding their gifts from others, the world is a dark and often fearful place.

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It is the law of the harvest. We reap what we sow.

The Law of the Seed

Imagine that you have in your possession 100 seeds. They are your seeds. You are worried that if you give them away, you may have no more.

You hoard your seeds.

You have nothing to eat, so you eat your seeds.

Life is harsh; there is not enough to go around.

You live in scarcity.

Now imagine you have 100 seeds. You feel abundant. You know that whatever you give away multiplies. With faith, you throw your seeds to the wind, knowing that they will come back to you.

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Some of the seeds fall in unfertile soil and are lost. Some are eaten by birds. In fact 99 of the 100 seeds put down no roots.

The naysayers tell you that all is lost. You can't trust people. Kindness is returned with evil. They fill your ears with all manner of poison.

And yet you are abundant. The law of the harvest rules.

One seed takes root. From it springs an apple tree. This tree gives you 100 apples each year.

You eat apples instead of seeds!

Eat apples, not seeds!

Those around you marvel. They say, "Oh, she is just lucky." They bemoan, "How can you eat apples when we have nothing but seeds?"

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But the world you live in is just a reflection of your own state of abundance.

When you look in the mirror, if you don't like what you see, the mirror is not the problem!

Each of the 100 apples has 10 seeds.

You throw 1,000 seeds to the winds.

The following spring, 10 new trees appear in your orchard.

You have 1,000 apples.

You give apples to your neighbors.

You plant more trees.

In just a few years, the entire community feasts on your bounty.

Now you live in a community of abundance!

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You have thousands of trees, millions of apples, and more seeds than anyone can count!

The Moon and the Sun

Most people are like the moon. They only reflect light. They say, “I will give if others give to me first.” They receive some light and reflect that light back into the world.

Others are like the sun.

They do not have to receive in order to give.

They have their own nuclear explosion going on inside. They are a creative force of nature. They shine their light to the far corners of the universe.

For the suns of the world, giving is a pleasure that reflects the fundamental creative force of their souls.

They do not worry about how much of the light comes back to them.

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And worlds without end revolve around their very being, hoping to catch a few rays of their glory.

You can choose to be a sun, or a moon, or a black hole, or whatever you want to be. Choose wisely!

Be a sun and let your light shine!

Who Wants You on Their Team

If you master *team*, you master life, for all significant goals are achieved through team.

There is no goal that cannot be achieved through team.

Somebody out there has the answer. Somebody has the capabilities, intelligence, and resources to make your dream real. Somebody is in a position to say yes to your every request—if only they are on your team.

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Imagine for a moment that you are rich and powerful and successful. You are famous and well known.

How many people want you on their team?

How many projects come your way?

There are endless opportunities that confront you every day.

Now in that state, think about which opportunities and people you find to be annoying and a waste of your time.

People who are small-minded, people who are selfish and self-interested, people who want to leech off your talents and add no value in return are parasites; and you know it. Their requests go largely rejected and unfulfilled.

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The reason is simple. You want to give your all to projects that matter, working in conjunction with people who are also focused on contributing and giving.

If you feel this way about blood-sucking parasites who are merely out to use you, the opposite must hold true of many other powerful people who could help you if they were only on your team.

Never be a parasite!

The key is simple.

Give.

Put yourself in a place of service.

Devote yourself to important and meaningful causes.

Do not meet people with the mindset of “What can I get from this person?” Rather, meet them with the heart of “How can I help and serve?”

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Throw your seeds to the wind.

Never let your motives be questioned.

Be abundant, and friendships and teams will surround you.

Your cup will overflow.

You will eat apples and not seeds.

Become a master team player. Be known for your abundance, sharing, and giving. Be known as someone who puts all the toys on the table. The best people will want you on their team.

It is as simple as that.

And when you have the best people on your team, nothing shall be impossible to you.

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In fact, when you put yourself in a state of abundance, the very heavens and the earth will all conspire to help you and assist you in your every worthy endeavor.

The Secret to Living

The secret to living is found in giving. The more we give, the more we get, particularly if we do the giving without focusing on the giving.

The more you give, the more you get!

The more value you give, the bigger your brand, and the more your sales.

The more love you give, the better your relationships and the greater your fulfillment.

The more effort you give, the greater your achievement and the more your improvement.

It all starts with putting yourself in a state of abundance.

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A Fable

There once was a beaver who wore a red coat with three brass buttons in front.

He spent his days cutting down trees to build his house, where he could spend the winter undisturbed.

One day, he noticed that the trees had acorns.

Now, the beaver was not particularly fond of acorns, because beavers as a rule prefer tree bark instead.

So the beaver decided to take all the acorns to a squirrel that lived nearby.

The squirrel appeared in the door of his house wearing a green bowler hat.

“What can I do for you?” he asked.

“I want to give you these acorns,” said the beaver.

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Now the squirrel was very surprised, because he had always disliked the beaver for cutting down his trees.

“Why, thank you. That is very neighborly of you!” cried the squirrel. “This makes my job so much easier now. I don’t have to climb the tree to get my acorns at all!”

The beaver made his way home, and somehow his brass buttons seemed to shine a little brighter.

One day the beaver found himself in need of a new hat, so he went to the shop of a local wolf known for making extraordinary hats.

“Why, Mr. Beaver, for you we have only the finest hat at the best price!”

“Why is that? I have never shopped here before...”

“Well, I hear from my friend the squirrel, who is our favorite customer, that you are the right kind of beaver to be associated with.”

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The beaver was so happy that he brought the wolf three extra fish he had caught that day while building his dam.

“These are a tip for your excellent service and warm-hearted attention to my hat.”

Three days later, the beaver was out in his red coat, the buttons shining very brightly. He was trying to pull a particularly large log down to the pond to finish his house.

“Let me help you,” said a cow that had just approached.

“Why, Mr. Cow, why should you help me? We have had no dealings in the past.”

“I heard from Mr. Wolf at the hat shop that you are the finest beaver in the neighborhood. Mr. Wolf had been bothering me before, but he said he felt so good

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With love and gratitude,

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