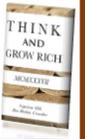




# THINK AND GROW RICH

by Napoleon Hill



## Overview

*This is one of the most popular books on success, written in 1937 and having withstood the test of time, being the sixth best-selling business book even decades later. The gist is that your thoughts are real things which can be translated into riches by focused self-talk, and communicating with your subconscious. You do not necessarily need education or hard work to achieve wealth, but rather a sincere, burning desire.*

*"Life is strange and often imponderable! Both the successes & failures have their roots in simple experiences."*

## Chapter 1. Introduction

Edwin C. Barnes shows that people really can "think and grow rich," as he *thought* himself towards his desire of working alongside Thomas Edison, always on the lookout for any opportunity. He started with a definite desire and worked from there, despite the obstacles of distance and expense. Edison was not necessarily impressed by what Barnes said, but rather by how he thought and his belief that he *deserved* to work him,

Before achieving their goals, most people are faced with many small defeats. Persevering through such defeats is, in fact, *necessary* to achieve long term success. The most successful men agree that the largest temporary defeats often occur just before success, it being darkest before the dawn. Riches come from a state of mind rather than just simple hard work. This state of mind ignores the word "impossible", and simply thinks in terms of what will work and what can be done. Shift from failure consciousness to success consciousness. Recognize that you have the power to control your own thoughts (either constructor or destructive), and therefore your future. Deeply desiring an outcome and keeping it at the forefront of your mind is crucial.

*"Truly, 'thoughts are things,' and powerful things at that, when they are mixed with definiteness of purpose, persistence, & a burning desire for translation into riches."*

## Chapter 2. Desire

### The Starting Point of All Achievement

To achieve success, do not simply visualize the steps; rather, visualize yourself as having already succeeded, and work backwards from that future perspective. Do not allow yourself an opportunity for retreat on the path. Only ever visualize reaching the goal.

*"All achievement... must begin with an intense, burning desire for something definite."*

There are six steps in transforming your desire into financial gain, stemming from Andrew Carnegie:

1. Set a goal containing the exact amount of money you wish to earn. Specificity is key.
2. Decide what you are going to give up for it.
3. Establish a definite date by which you will earn it.
4. Create a definite plan to achieve this precise desire.
5. Write them all down in a clear and concise manner.
6. Read what you have written out-loud once in the morning and once at night before you go to bed. While reading, imagine yourself achieving it.

Education, hard labor, ridiculousness, or sacrifice are *not* requirements for success, only a deep desire. The men who have been successful in the past are those who were able to utilize the intangible, unborn opportunities that exist in the world, yet are unseen by most. Desire is a necessary component in the ability to see these opportunities and take advantage of them.

*"Remember, no more effort is required to aim high in life, to demand abundance and prosperity, than is required to accept misery and poverty."*

## Chapter 3. Faith

### Visualization of, and Belief in, Attainment of Desire

Faith is a state that can be consciously cultivated through repetition of affirmations to the subconscious mind. The emotions behind the thoughts which you

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