



# Earl Nightingale Lead the Field Programme

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of Your Mind

## Miracle of Your Mind

In this message I want to tell you about a plan you can follow, which takes only a little time each day, five days a week, and which brings results out of all proportion to the time spent.

No one ever made a purposeful accomplishment without a clear goal toward which to work. I hope you've established one.

For a moment, consider the things your mind has brought you. Everything you have, your work, your relationship with your family and others, your philosophy of life, all come to you as a result of using your mind. Now, consider the estimate made by experts: You have probably been operating on less than ten percent of your mental capacity—much less!

In a recent article for the Saturday Review, our old friend Herbert Otto, psychologist, educator and chairman of the National Center for the Exploration of Human Potential ... reminded us that many well-known scientists such as the late Abraham Maslow, Margaret Meade, Gardner Murphy, O. Spurgeon English and Carl Rogers subscribe to the hypothesis that man is using a very small fraction of his capacities. Margaret Meade quotes a 6 percent figure, and Herbert Otto writes, "My own estimate is 5 percent or less."

Neurological research has shed new light on man's potential. Work at the UCLA Brain Research Institute points to enormous abilities latent in everyone by suggesting an incredible hypothesis: The ultimate creative capacity of the human brain may be, for all practical purposes, they point out, INFINITE. To use the computer analogy, man is a vast storehouse of data, but we have not learned how to program ourselves to utilize these data for problem-solving purposes.

*Much of the research that Earl Nightingale shares with us in this message has been updated, so some of the information has changed. However, the overall concept is every bit as accurate as it was in the early 60s when he first prepared this material. One of the greatest resources available today is The Institutes for the Achievement of Human Potential which was started by Glenn Doman. I would highly recommend that you contact them at [www.gentlerevolution.com](http://www.gentlerevolution.com) and order the book, "How To Multiply Your Baby's Intelligence." Believe me, this book is not just for new parents. It is, without question, one of the most interesting and informative books that I have in my library. It will help you understand why you are like you are and better still, it will give you insight into what you are capable of becoming. One of the most beautiful truths that I have learned in my life is that **mind is perfect**. There can be no mind damage, only brain damage. And, as Mr. Doman has demonstrated through his life-time of research, we have an abundance of brain cells and we can, apparently, educate brain cells that are not being utilized to do what the damaged cells are no longer able to do.*

The following appeared in Soviet Life Today, a U.S.S.R. English language magazine: "The latest findings in anthropology, psychology, logic, and physiology show that the potential of the human mind is very great indeed. As soon as modern science gave us some understanding of the structure and work of the human brain, we were struck with its enormous reserve capacity," writes Yefremov, eminent Soviet scholar and writer. He continued, "Man, under average conditions of work and life, uses only a small part of his thinking equipment ... If we were able to force our brain to work at only half its capacity, we could, without any difficulty whatever, learn forty languages, memorize the large Soviet Encyclopedia from cover to cover, and complete the required

courses of dozens of colleges.”

This statement is hardly an exaggeration; it is the generally accepted theoretical view of a person’s mental potentialities.

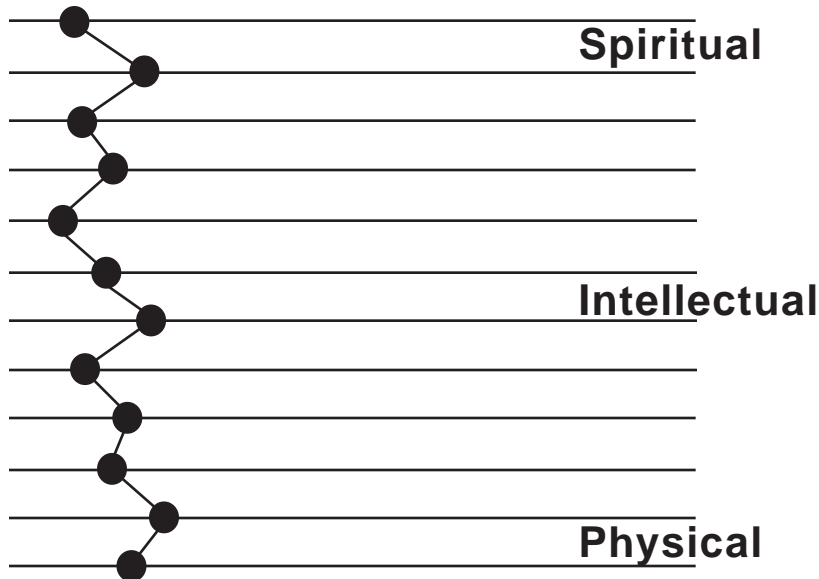
Now, how can we tap this gigantic potential? It’s a big and very complex problem with many ramifications. But ... as Herbert Otto points out: “It is clear that persons who live close to their capacity, who continue to activate their potential, have a pronounced sense of well-being and considerable energy. They see themselves as leading purposeful and creative lives.”

The way most people use their mind can be compared to the time, back in the early nineteenth century, when just the eastern coast of the North American continent was settled. Just a strip along the coast. To the west stretched the raw, undeveloped great bulk of what was later to become the incredibly rich ninety percent of the economy—90% of the natural resources—which resulted in the standard of living enjoyed here today by Americans.

*If you’re going to live close to your capacity ... activate your potential and enjoy the benefits that Herbert Otto referred to, I would suggest that you begin to focus on yourself ... your true self. By now you are well aware that there is a whole lot more to you than the physical instrument that you refer to as your body. You are a spiritual being living in a physical body and you have been gifted with intellectual factors that will enable you to do anything you can imagine. The graphic illustration on the following page will help you better understand your own nature.*

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*The lines illustrate levels of vibrations which are often referred to as frequencies. We want to remember that each frequency is hooked up to the one above and the one below. When we give this subject the thought it deserves, we will realize that, although we'll never see it with the naked eye, we must understand that the non-physical or spiritual side of our personality and its polar opposite the physical side are, in truth, all hooked together. There is no line of demarcation where one part of the personality stops and the other starts. They are all hooked together like the colors of the rainbow.*

*As we proceed with this lesson, and begin to investigate the roll that our intellectual factors play in our lives, you will see, through the proper use of the intellect, you have the ability to tap into the non-physical world of which you are a part and, by law, alter the physical world of which you are also a part.*

If everything you have is the result of using just ten percent of your mind, consider for a moment what it will mean to you and your family if you can increase

this percentage! This message will show you how to use INFINITELY MORE OF YOUR MENTAL POWERS, how to develop some of that ninety percent virgin territory.

None of us, as a rule, has the slightest notion of the real capabilities of our mind. But believe me when I say that your mind can be compared to an undiscovered gold mine. And it makes no difference whether you're seventeen or seventy.

Look at it this way: Your goal is in the future. Your problem is to bridge the gap which exists between where you are now and the goal you intend to reach. This is the problem to solve.

Robert Seashore, when Chairman of the Department of Psychology at Northwestern University, pointed out that—

“Successful people are not people without problems; they're simply people who've learned to solve their problems.”

*I was recently speaking at a conference and Paul Hutsey, a good friend of mine for the past 30 years, was also speaking on the program. He did something that illustrated Robert Seashore's idea beautifully. He had small cards prepared about the size of a business card and had just four words printed on them. On one side was printed "THE SITUATION," and on the other side, "THE SOLUTION." Paul pointed out that winning was a matter of how you played your cards. At that point he had these cards passed out to the audience. He said, since the conscious mind can only entertain one idea at a time, you will either focus on the situations or the solutions. His cards went over big with the audience and as he was doing it, I thought to myself, that Paul built a very successful career as well as a happy family life by playing his*

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*cards right. He always had his focus on the winning side.*

And there you have it. Living successfully, getting the things we want from life, is a matter of solving the problems which stand between where we now are and the point we wish to reach!

No one is without problems; they are a part of living. But let me show you how much time we waste in worrying about the wrong problems. Here's a reliable estimate of the things people worry about.

Things that never happen—40%; things over and past that can't be changed by all the worry in the world—30%; needless worries about our health—12%; petty miscellaneous worries—10%; real, legitimate worries—8%.

In short, "NINETY-TWO PERCENT OF THE AVERAGE PERSON'S WORRIES take up valuable time, cause painful stress—even mental anguish ... and ARE ABSOLUTELY UNNECESSARY.

And of the real, legitimate worries, there are two kinds: there are the problems we can solve and there are the problems beyond our ability to personally solve. But most of our real problems usually fall into the first group, the ones we can solve, if we'll learn how.

There must be millions of people today who feel they are being barred from the life they want because they look upon problems not as challenges to be met, but as wide chasms beyond their ability to bridge.

A little research proves that successful people have the same kind of problems. One of the very real benefits of working with a psychologist or psychiatrist comes from learning that there are hundreds of thousands, perhaps millions of other people with problems identical to our own. So the whole thing

boils down to a matter not of problems, which are common to us all, but to our ability to solve them.

Now, I'm going to assume you have decided upon a goal. Your problem is: How do I achieve it?

Your goal may be a promotion, a greater income, a beautiful home. It makes little difference what your goal happens to be. For a young person, it could be better grades in school, a diploma or degree; for a secretary, a trip around the world—or starting their own business.

But you have your goal and you know that “You will become, and you will achieve, what you think about.” That is, if you stay with it, **YOU WILL REACH YOUR GOAL.**

But how? Well, it's right here that your mind comes into play. What is your mind? No one knows for sure.

Perhaps the best way to describe it is to quote Pulitzer Prize winning playwright, Archibald MacLeish. In his play “The Secret of Freedom” a character says, “The only thing about a man that is a man is his mind. Everything else you can find in a pig or a horse.”

That's uncomfortably true. The human mind is the one thing that separates us from the rest of the creatures on earth. Everything that means anything to us comes to us through our mind. Our love of our families, our beliefs, all of our talents, knowledge, abilities, everything is reflected through our mind. Anything that comes to us in the future will almost certainly come to us as a result of the extent to which we use our mind!

And yet, it is the last place on earth that the average person will turn to for help!

*We have been taught to know the truth and the truth would set us free. There is only one*



*thing to be set free from and that is ignorance. After seriously studying the mind, human potential and the results that the vast majority of people get, I have arrived at the conclusion, that the reason most people do not go to their mind for the help they need is they really don't understand how it functions. The marvelous mental tools that we have been gifted with at birth, for the most part, lie dormant throughout life and as a result, there is very little life, mostly mere existence. Napoleon Hill said it best when he wrote that, "An educated person is not necessarily a person with an abundance of general or specialized knowledge. An educated person is one who has so developed the faculties of his mind that he can acquire anything he wants or its equivalent without violating the rights of others." Over the years, I have conducted seminars for tens of thousands of people in all parts of the world and it is only on a rare occasion where you find an individual who understands what the faculties of the mind are or how to develop them.*

*Approximately 97% of our population are conditioned from birth to live through their senses. Earl Nightingale quoted Archibald MacLeash when he said, "The only thing about a man that is a man is his mind, everything else you can find in a pig or a horse." Earl then commented that statement was uncomfortably true. He went on and said the human mind is the only thing that separates us from the rest of the creatures on earth. In fact, it is the faculties of the mind that separates us. Animals operate by instinct which is perfect. When you and I were created, instinct was removed and our intellectual factors were put in its place. Unfortunately, we are not trained to use them and living through our senses leaves us in much the same position as our pets ... since they too can see, hear, smell, taste and touch.*

<i>INTELLECTUAL FACTORS</i>	
<i>Reason</i>	<i>The ability to think.</i>
<i>Memory</i>	<i>Memory is perfect.</i>
<i>Intuition</i>	<i>Your sixth sense - translates vibration.</i>
<i>Imagination</i>	<i>Ability to create and build pictures.</i>
<i>Will</i>	<i>Your ability to concentrate/ focus.</i>
<i>Perception</i>	<i>Your point of view.</i>

*As we proceed through these various lessons, from time to time I will refer to these intellectual factors, suggesting how you can strengthen them. If you would begin looking at them as mental muscles that can be strengthened through exercise, just as the various physical muscles in your body can. You are well aware that this is the age of the mind and by developing your mental faculties, you will be able to write your own ticket.*

In order to reflect just a moment on the human mind, consider what it's accomplished! As you do, realize that we are developing so rapidly that we've come further in the realm of progress in the past fifty years than in all the preceding 10,000 years of human civilization.

*Earl Nightingale wrote this program in the early 60's. When he suggested you go back 50 years, he was talking about you going back to 1910. Today long range planning is done in months. More changes have taken place in the*

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*last year than took place in the 50 years Earl was referring to or the 10,000 years prior to that.*

*This would probably be an appropriate place to start talking about one of your intellectual factors: **REASON**. It's your reasoning factor that you think with. If you wanted to get technical about it, you think with your inductive reasoning factor. I remember when I was working with Earl Nightingale, I was at a speaking engagement with him and he said, "If the average person said what they were thinking, they would be speechless." I remember having a difficult time to stop from laughing, however when I did and realized what he had said, I became how aware at how accurate he really was. We must never mistake mental activity for thinking. Most people are going to old movies. Stand back objectively and watch what most people are doing or listen to what they're saying. It will become very obvious that they're not thinking, otherwise they would never say what they're saying, or do what they're doing.*

*On numerous occasions, I have quoted the late Dr. Ken McFarland as saying, "2% of the people think, 3% think they think and 95% of the population would rather die than think." I'm inclined to agree with him. Thinking is hard work, that's why Henry Ford said that so few people engage in it. There is, however, tremendous compensation for the person who will train themselves to think constructively.*

Of all the scientists who ever lived, it's estimated that ninety percent of them are alive today!

We've reached, in the area of ideas and human advancement, a plateau so high it was undreamed of by even the most optimistic forecasters as recently as ten years ago. But every new idea triggers

additional ideas, so that now we're in an era of compounding advancement on every front, and in every area, that staggers the imagination.

From landing on the moon to the great bridges which span our bays and rivers, the harnessing of the power of the sun, in our atomic plants and ships, every man-made thing you see and touch spawned from the most powerful agency in the world, the human mind. Dr. Harlow Shapley of Harvard has said that we are entering an entirely new age of man. He calls it the psychozoic age: THE AGE OF THE MIND! And you own one! Free and clear! Now—let's look at a few facts.

The forty-hour week long standard, is in imminent likelihood of being even further shortened. This means that the average working person has, at their disposal, an enormous amount of free time. In fact, if you will total the hours in a year and subtract the sleeping hours (if a person sleeps eight hours every night) you'll find they have almost six thousand waking hours of which they spend less than two thousand on the job.

Now, this leaves a person FOUR THOUSAND HOURS a year when one is neither working nor sleeping. These can be called discretionary hours with which one can do pretty much as one pleases—at least one's mind is free.

Now, so you can see the amazing results in your life, I want to recommend that you take just one hour a day, five days a week, and devote this hour to EXERCISING YOUR MIND.

Pick one hour a day on which you can fairly regularly count. The best time for me is an hour before the others are up in the morning. The mind is clear, the house is quiet, and, if you like, with a fresh cup of coffee, this is the time to start the mind going. And here's one good way to do it.

*This particular suggestion has earned me a small fortune. Keep in mind I've been listening to this for a long time, so I am well aware of the value of this idea and I've used it for many different projects. When I decided to write the book "You Were Born Rich," this is how the book was written. I joined the 6:00 club. I was up, showered, dressed, with a fresh cup of coffee, ready to "rock 'n roll" by 6:00 am. "You Were Born Rich" has qualified as a best-selling book every year for many years. It has been translated into other languages, was turned into a seminar, an audio/video seminar and used as a training program in various parts of the world. I think you will agree that the early hours I invested in writing that book were certainly worthwhile.*

During this hour every day, take a completely blank sheet of paper. At the top of the page, write your present primary goal—clearly, simply. Then, since our future depends upon the way in which we handle our work, write down as many ideas as you can for improving that which you now do. Try to think of twenty possible ways in which the activity that fills your day can be improved. You won't always get twenty—but even one idea is good.

Now, remember two important points with regard to this:

1. This is not particularly easy, and
2. Most of your ideas won't be any good.

When I say it's not easy, I mean it is like starting any new habit. At first, you'll find your mind a little reluctant to be hauled up and out of the old familiar rut. But as you think about your work and ways in which it might be improved, write down every idea that pops into your head, no matter how absurd it might seem.

Let me tell you what will happen: Some of your ideas will be good, and worth testing. The most important thing this extra hour accomplishes, however, is that it deeply imbeds your goal into your sub-conscious mind, starts the whole vital machinery working, the first thing every morning—and twenty ideas a day, if you can come up with that many, total a hundred a week, even if you don't think on weekends. An hour a day five days a week totals 260 hours a year, and still leaves you 3,740 hours of free leisure time. Now, this means you'll be thinking about your goal and ways of improving your performance—increasing your service—six and a half full extra working weeks a year! Six and a half forty-hour weeks devoted to THINKING AND PLANNING. Can you see how easy it is to rise above the so-called competition? And it will still leave you with 15 hours a day to spend as you please!

Starting each day thinking, you will find that your mind will continue to work all day long. You'll find that at odd moments, when you least expect it, really great ideas will begin to pop into your mind. When they do, write them down as soon as you can. Just ONE GREAT IDEA can completely revolutionize your work—and, as a result—your life!

*This is an appropriate point for you to move into action. What could you do with that extra hour in the morning? Take the time to make a written commitment that you will begin immediately to be a member in good standing of the 6:00 (AM) Club and state, in writing, the project that you will begin and complete with this extra hour.*

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*My signature is my binding commitment that I will be a member in good standing of the 6:00 (AM) Club. I will begin immediately to*

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

*(project for completion)*

\_\_\_\_\_

*Date*

\_\_\_\_\_

*Signature*

If you want to develop the muscles of your body, you take daily exercise of some sort. The mind is developed in the same way, except that the returns are out of all conceivable proportion to the time and energy spent. The mind of a person can lift anything; their muscles—even the best developed—are puny alongside those of some of the dumbest animals on earth.

If one had depended on their muscles for survival, they probably would have disappeared as did the dinosaurs which were incidentally, the most physically powerful creatures that ever lived.

Let me give you just some of the results people have reported to me as a consequence of following this one-hour-a-day routine.

An office equipment salesman sold more of his company's product in one month than he had formerly sold in an entire year during the four years he had been with his company.

A Sunday School teacher with five pupils set a goal of thirty pupils. Her last letter told us she now has a class of twenty-five and she's almost reached her goal.

## Miracle of Your Mind *(continued)*

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I've used this system for years and it has given me some of the most gratifying and rewarding experiences of my life ... and it costs only five hours a week—five hours out of 168. Is it worth it? It's like spending five hours a week digging in A SOLID VEIN OF PURE GOLD! Because your mind is all of that—and much more!

Each time you write your goal at the top of the sheet of paper, don't worry or become concerned about it. Think of it as only waiting to be reached ... a problem only waiting to be solved. Face it with faith ... and bend all the great powers of your mind toward solving it ... and believe me ... solve it you will!

*In the space provided, state your goal and follow Earl's suggestion and think of ideas that will move you in that direction.*

### **MY GOAL**

*I am so happy and grateful now that \_\_\_\_\_*

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*These are the ideas that I will act on immediately to move me toward my goal.*

	<i>Completion Date</i>
1. _____	
_____	
_____	_____



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	<i>Completion Date</i>
2. _____ _____ _____	_____
3. _____ _____ _____	_____
4. _____ _____ _____	_____
5. _____ _____ _____	_____
6. _____ _____ _____	_____

Y'know, this puts each of us in the driver's seat. Now—let's briefly recap:

1. This week start spending one hour each day getting as many IDEAS as you can; try for twenty a day, on ways to improve what you are now doing. Remember, the achievement of your goal very likely depends upon it, as does your whole future. Once you start exercising your mind in this way, I know you'll want to continue the practice.

2. If everything you now have is the result of using

say, five to ten percent of your mental ability, you can imagine what life will be like if you can increase this figure to twenty percent or more.

3. Successful people are not people without problems; they are simply people who have learned to SOLVE THEIR PROBLEMS.

4. Don't waste time and energy worrying about needless things. 40% of them will never happen; 30% have already happened, and can't be changed; 12% are needless worries about our health; 10% are petty, miscellaneous worries; and only 8% are real. Try to separate the real from the unnecessary—and solve those which are within your ABILITY TO SOLVE.

5. The human race has advanced farther during the past fifty years than in all the preceding 10,000 years of human civilization. We are now living right in the middle of the golden age that we have been dreaming of and praying for for centuries—and it's going to get better!

Last of all—the only thing in the world that can take you to your goals in life is YOUR MIND—its effective use—and following through on the good ideas it supplies you.

Each of us has a tendency to underestimate his, or her, own abilities. We should realize that we have, deep within ourselves, a reservoir of great ability—even genius—that can be tapped if we'll just dig deep enough. It's the "Miracle of Your Mind."