

A photograph of two men sitting at a desk, smiling and looking at a tablet. The man on the left is wearing a white shirt, and the man on the right is wearing a grey sweater over a white collared shirt. The entire image is overlaid with a semi-transparent yellow filter. The background is split diagonally from the top-left to the bottom-right, with the top-left being white and the bottom-right being a dark blue.

Regent Accelerated Management Program (RAMP)

6 DECEMBER 2021

Lead the Field – Earl Nightingale



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.

INTELLECTUAL FACTORS

REASON	THE ABILITY TO THINK.
MEMORY	MEMORY IS PERFECT.
INTUITION	YOUR SIXTH SENSE - TRANSLATES VIBRATION.
IMAGINATION	ABILITY TO CREATE AND BUILD PICTURES.
WILL	YOUR ABILITY TO CONCENTRATE/ FOCUS.
PERCEPTION	YOUR POINT OF VIEW.

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 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.

Because of this, they achieve some remarkable things and come to be called successful, outstanding, brilliant, lucky and so on. They are quite frequently no more brilliant or talented than the majority of the people by whom they're surrounded ... but they have the right attitude. They find their accomplishments not too difficult simply because it seems so few others are really trying ... really believe in themselves.

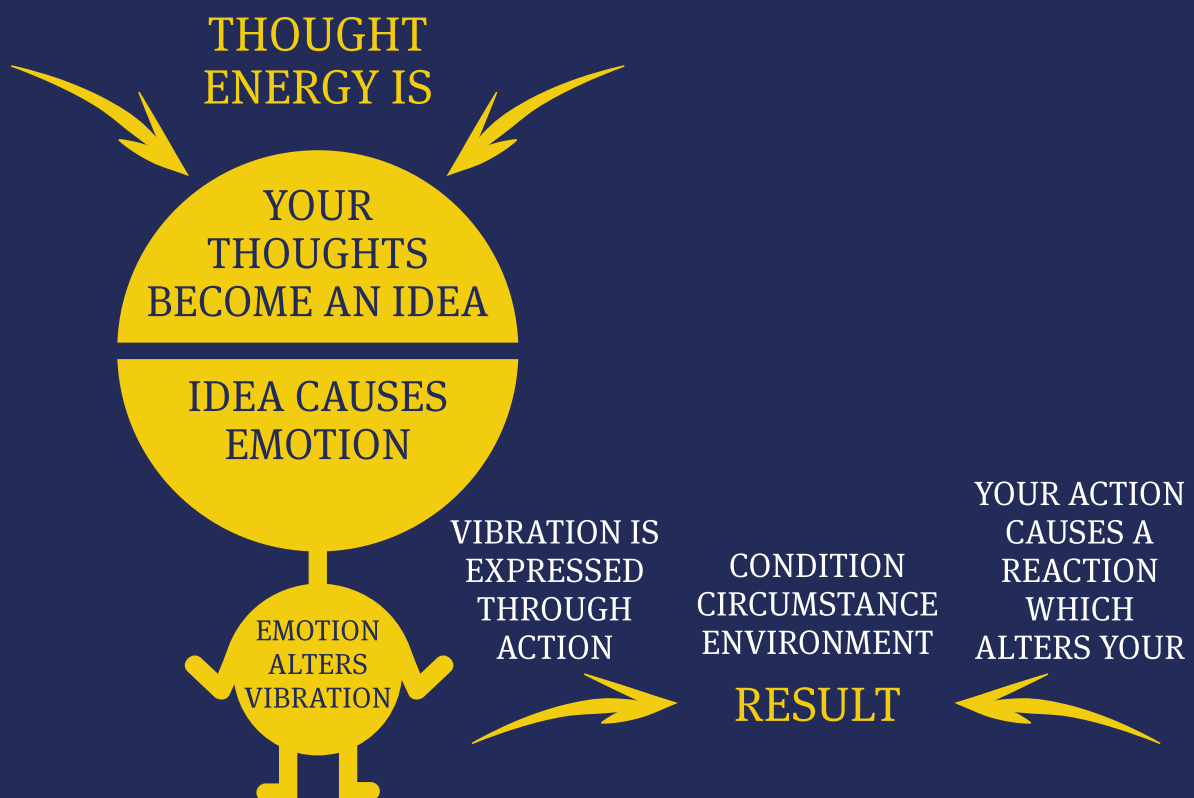
Successful people come in all sizes, shapes and colors, and in widely varying degrees of intelligence, background, and education. But they have one thing in common, they expect more good out of life than bad; they expect to succeed more often than they fail—and they do.

When you want something worthwhile, take the attitude that there are a lot more reasons why you can have it, than why you can't. Set out to earn it—go after it—work at it—ask for it—and nine times out of ten, you'll get it.

Now, think about this.

Our environment, the world we've created around ourselves, is really a mirror of our attitudes. If we don't like our environment, we can change it by changing our attitudes. The world plays no favorites; it's impersonal. It doesn't care who succeeds and who fails; nor does it care whether we change or not. Our attitude toward life doesn't affect the world and the people in it nearly as much as it affects us.

It would be impossible to even estimate the number of jobs which have been lost, promotions or good grades missed, sales not made, marriages ruined by poor attitudes. But you can number in the millions the jobs which are held though hated, the marriages which are tolerated but unhappy, the parents and children who fail to understand one another—all because of people who are waiting for the world and others to change toward them, before they'll change, instead of being big enough and wise enough to at least make a test which will prove where most of the trouble lies ... in our own poor attitudes.



All right, so a successful attitude will help to bring us the success we seek. But just how does a person get this kind of attitude?

The easiest and most effective means of forming a good attitude habit is to begin conducting yourself as though you have a good, positive, expectant attitude toward life. If you've never tried it, you'll be amazed at what happens. Remember that actions trigger feelings, just as feelings trigger actions.

Not long ago, I read a line which went: "Life is dull only to dull people!" This is true. It could also have read: "Life is interesting only to interesting people." Or, "Life is successful only to successful people." You must first become mentally ... from an attitude standpoint ... the person you wish to be.

A famous restaurateur was asked by a newspaper reporter one time: "When did you become successful?"

And he replied, "I was successful when I was sleeping on park benches. I knew what I wanted to do, and I knew that I'd do it." You see, his attitude had been one of success, of expecting success, long before the material, the tangible rewards of success had been earned.

The great German philosopher Goethe put it this way: **"BEFORE YOU CAN DO SOMETHING, YOU MUST FIRST BE SOMETHING."**

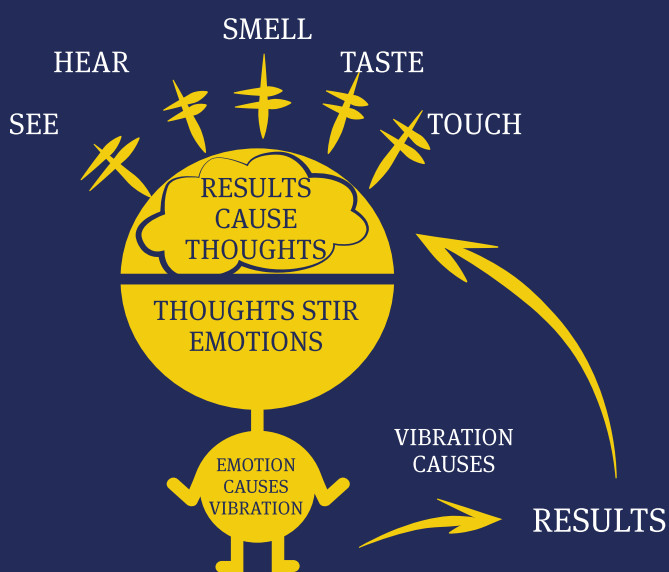


Chances are you know people who seem to be what others call "lucky." All kinds of wonderful things happen to them—and they give the impression of happily sailing through life having a wonderful time and accomplishing more in a year than most people do in five.

If you will conscientiously go about the test I'm going to recommend, and concentrate on it every day, you'll find yourself beginning to join this small, happy, and extremely productive group of people. You'll find yourself becoming "lucky," as they say, and most of your problems will take care of themselves.

Of this you can be sure—the results will be nothing short of amazing. Now, here's the test.

Act toward the world—everything and everyone, with an attitude calculated to produce the results you want. That is, if the result you want is more success in what you're doing, act as though you are already in possession of that success. If you want others to treat you with admiration and respect, treat others with admiration and respect ... first.



The Science of Getting Rich by Wallace D. Wattles



Chapter 11 - Acting in the Certain Way

THOUGHT is the creative power, or the impelling force which causes the creative power to act; thinking in a Certain Way will bring riches to you, but you must not rely upon thought alone, paying no attention to personal action. That is the rock upon which many otherwise scientific metaphysical thinkers meet shipwreck--the failure to connect thought with personal action.

We have not yet reached the stage of development, even supposing such a stage to be possible, in which man can create directly from Formless Substance without nature's processes or the work of human hands; man must not only think, but his personal action must supplement his thought.

By thought you can cause the gold in the hearts of the mountains to be impelled toward you; but it will not mine itself, refine itself, coin itself into double eagles, and come rolling along the roads seeking its way into your pocket.

Under the impelling power of the Supreme Spirit, men's affairs will be so ordered that some one will be led to mine the gold for you; other men's business transactions will be so directed that the gold will be brought toward you, and you must so arrange your own business affairs that you may be able to receive it when it comes to you. Your thought makes all things, animate and inanimate, work to bring you what you want; but your personal activity must be such that you can rightly receive what you want when it reaches you. You are not to take it as charity, nor to steal it; you must give every man more in use value than he gives you in cash value.

The scientific use of thought consists in forming a clear and distinct mental image of what you want; in holding fast to the purpose to get what you want; and in realizing with grateful faith that you do get what you want.

Do not try to 'project' your thought in any mysterious or occult way, with the idea of having it go out and do things for you; that is wasted effort, and will weaken your power to think with sanity.

The action of thought in getting rich is fully explained in the preceding chapters; your faith and purpose positively impress your vision upon Formless Substance, which has **THE SAME DESIRE FOR MORE LIFE THAT YOU HAVE**; and this vision, received from you, sets all the creative forces at work **IN AND THROUGH THEIR REGULAR CHANNELS OF ACTION**, but directed toward you.

It is not your part to guide or supervise the creative process; all you have to do with that is to retain your vision, stick to your purpose, and maintain your faith and gratitude.

But you must act in a Certain Way, so that you can appropriate what is yours when it comes to you; so that you can meet the things you have in your picture, and put them in their proper places as they arrive.

You can really see the truth of this. When things reach you, they will be in the hands of other men, who will ask an equivalent for them.

And you can only get what is yours by giving the other man what is his.

Your pocketbook is not going to be transformed into a Fortunata's purse, which shall be always full of money without effort on your part.

This is the crucial point in the science of getting rich; right here, where thought and personal action must be combined. There are very many people who, consciously or unconsciously, set the creative forces in action by the strength and persistence of their desires, but who remain poor because they do not provide for the reception of the thing they want when it comes.

By thought, the thing you want is brought to you; by action you receive it.

Whatever your action is to be, it is evident that you must act NOW. You cannot act in the past, and it is essential to the clearness of your mental vision that you dismiss the past from your mind. You cannot act in the future, for the future is not here yet. And you cannot tell how you will want to act in any future contingency until that contingency has arrived.

Because you are not in the right business, or the right environment now, do not think that you must postpone action until you get into the right business or environment. And do not spend time in the present taking thought as to the best course in possible future emergencies; have faith in your ability to meet any emergency when it arrives.

If you act in the present with your mind on the future, your present action will be with a divided mind, and will not be effective.

Put your whole mind into present action.

Do not give your creative impulse to Original Substance, and then sit down and wait for results; if you do, you will never get them. Act now. There is never any time but now, and there never will be any time but now. If you are ever to begin to make ready for the reception of what you want, you must begin now.

And your action, whatever it is, must most likely be in your present business or employment, and must be upon the persons and things in your present environment.

You cannot act where you are not; you cannot act where you have been, and you cannot act where you are going to be; you can act only where you are.

Do not bother as to whether yesterday's work was well done or ill done; do to-day's work well. Do not try to do tomorrow's work now; there will be plenty of time to do that when you get to it.

Do not try, by occult or mystical means, to act on people or things that are out of your reach.

Do not wait for a change of environment, before you act; get a change of environment by action.



You can so act upon the environment in which you are now, as to cause yourself to be transferred to a better environment.

Hold with faith and purpose the vision of yourself in the better environment, but act upon your present environment with all your heart, and with all your strength, and with all your mind.

Do not spend any time in day dreaming or castle building; hold to the one vision of what you want, and act NOW.

Do not cast about seeking some new thing to do, or some strange, unusual, or remarkable action to perform as a first step toward getting rich. It is probable that your actions, at least for some time to come, will be those you have been performing for some time past; but you are to begin now to perform these actions in the Certain Way, which will surely make you rich.

If you are engaged in some business, and feel that it is not the right one for you, do not wait until you get into the right business before you begin to act.

Do not feel discouraged, or sit down and lament because you are misplaced. No man was ever so misplaced but that he could not find the right place, and no man ever became so involved in the wrong business but that he could get into the right business.

Hold the vision of yourself in the right business, with the purpose to get into it, and the faith that you will get into it, and are getting into it; but ACT in your present business. Use your present business as the means of getting a better one, and use your present environment as the means of getting into a better one. Your vision of the right business, if held with faith and purpose, will cause the Supreme to move the right business toward you; and your action, if performed in the Certain Way, will cause you to move toward the business.

If you are an employee, or wage earner, and feel that you must change places in order to get what you want, do not "project" your thought into space and rely upon it to get you another job. It will probably fail to do so.

Hold the vision of yourself in the job you want, while you ACT with faith and purpose on the job you have, and you will certainly get the job you want.

Your vision and faith will set the creative force in motion to bring it toward you, and your action will cause the forces in your own environment to move you toward the place you want. In closing this chapter, we will add another statement to our syllabus:

There is a thinking stuff from which all things are made, and which, in its original state, permeates, penetrates, and fills the interspaces of the universe.

A thought, in this substance, Produces the thing that is imaged by the thought.

Man can form things in his thought, and, by impressing his thought upon formless substance, can cause the thing he thinks about to be created.

In order to do this, man must pass from the competitive to the creative mind; he must form a clear mental picture of the things he wants, and hold this picture in his thoughts with the fixed PURPOSE to get what he wants, and the unwavering FAITH that he does get what he wants, closing his mind to all that may tend to shake his purpose, dim his vision, or quench his faith.

That he may receive what he wants when it comes, man must act NOW upon the people and things in his present environment.

