



Regent Accelerated Management Program (RAMP)

7 FEBRUARY 2022

Think and Grow Rich Napoleon Hill

Broadly speaking, there are two types of people in the world. One type is known as LEADERS, and the other as FOLLOWERS. Decide at the outset whether you intend to become a leader in your chosen calling, or remain a follower. The difference in compensation is vast. The follower cannot reasonably expect the compensation to which a leader is entitled, although many followers make the mistake of expecting such pay.

It is no disgrace to be a follower. On the other hand, it is no credit to remain a follower. Most great leaders began in the capacity of followers. They became great leaders because they were INTELLIGENT FOLLOWERS. With few exceptions, the man who cannot follow a leader intelligently, cannot become an efficient leader. The man who can follow a leader most efficiently, is usually the man who develops into leadership most rapidly. An intelligent follower has many advantages, among them the OPPORTUNITY TO ACQUIRE KNOWLEDGE FROM HIS LEADER.

THE MAJOR ATTRIBUTES OF LEADERSHIP

The following are important factors of leadership:

1. UNWAVERING COURAGE

based upon knowledge of self, and of one's occupation. No follower wishes to



be dominated by a leader who lacks self-confidence and courage. No intelligent follower will be dominated by such a leader very long.

2. SELF-CONTROL.

The man who cannot control himself, can never control others. Self-control sets a mighty example for one's followers, which the more intelligent will emulate.

3. A KEEN SENSE OF JUSTICE.

Without a sense of fairness and justice, no leader can command and retain the respect of his followers.

4. DEFINITENESS OF DECISION.

The man who wavers in his decisions, shows that he is not sure of himself. He cannot lead others successfully.

5. DEFINITENESS OF PLANS.

The successful leader must plan his work, and work his plan. A leader who moves by guesswork, without practical, definite plans, is comparable to a ship without a rudder. Sooner or later he will land on the rocks.

6. THE HABIT OF DOING MORE THAN PAID FOR.

One of the penalties of leadership is the necessity of willingness, upon the part of the leader, to do more than he requires of his followers.

7. A PLEASING PERSONALITY.

No slovenly, careless person can become a successful leader. Leadership calls for respect. Followers will not respect a leader who does not grade high on all of the factors of a Pleasing Personality.

8. SYMPATHY AND UNDERSTANDING.

The successful leader must be in sympathy with his followers. Moreover, he must understand them and their problems.

9. MASTERY OF DETAIL.

Successful leadership calls for mastery of details of the leader's position.

10. WILLINGNESS TO ASSUME FULL RESPONSIBILITY.

The successful leader must be willing to assume responsibility for the mistakes and the shortcomings of his followers. If he tries to shift this responsibility, he will not remain the leader. If one of his followers makes a mistake, and shows himself incompetent, the leader must consider that it is he who failed.

11. COOPERATION.

The successful leader must understand, and apply the principle of cooperative effort and be able to induce his followers to do the same. Leadership calls for POWER, and power calls for COOPERATION. There are two forms of Leadership. The first, and by far the most effective, is LEADERSHIP BY CONSENT of, and with the sympathy of the followers. The second is LEADERSHIP BY FORCE, without the consent and sympathy of the followers.



THE 12TH PRINCIPLE IS TO DO WITH THE BRAIN

If you had access to all the wealth in the world and took a penny you'd be doing what you probably have been doing in the use of your brain. Nothing in the world is more pitiful than the misunderstanding by the average person of the power of the brain and the minds to which it is connected: the conscious and the sub-conscious.

You own in your brain the most marvelous miraculous inconceivably powerful force the world has ever known. It has been determined that there are from ten to fourteen billion cells in the average human brain cerebral cortex. It

is inconceivable that such a network of intricate machinery should be in existence for the sole purpose of carrying on the physical functions incidental to growth and maintenance of the physical body. This is the mechanism that has given us the supersonic aeroplane, our deep rocket probes into outer space, the sciences, the arts, all that we know and use today and will use tomorrow have hatched from this small grey mass each of us carries around.

Do you, can you doubt even for a moment that it can bring you and yours everything you want here on Earth? Of course it can. If you recognise your power as an individual and stop acting like those who have never even thought about it. Give it the job you've decided to accomplish and watch it handle it.



THE 13TH AND FINAL PRINCIPLE IS CALLED THE SIXTH SENSE

The sixth sense can be described as the sense through which infinite intelligence may and will communicate voluntarily without any effort from or demands by the individual. This principle is the apex of the philosophy. It can be assimilated, understood and applied only by first mastering the other twelve principles.

The sixth sense is that portion of the sub-conscious mind which has been referred to as the creative imagination. It has also been referred to as the receiving set through which ideas, plans and thoughts ash into the mind. The ashes are sometimes called hunches or inspirations.

The sixth sense defies description. It cannot be described to a person who has not yet mastered the other principles of this philosophy because such a person has no knowledge and experience with which the sixth sense can be compared. The sixth sense is not something that one can take o and put on at will. Ability to use this great power comes slowly through the application of the other principles we've outlined.

Many individuals come into a workable knowledge of the sixth sense later on in their lives and for this reason the spiritual forces with which the sixth sense is so closely related do not mature and become usable generally except through years of meditation, self-examination and serious thought.

But begin to develop it now by applying the principles we've talked about here. Remember this: humans can create nothing which we do not first conceive in the form of an impulse of thought. Human's thought impulses begin immediately to translate themselves into their physical equivalent. Whether those thoughts are voluntary or involuntary.

Keep fear out of your mind by concentrating on the mental picture of your goal, your greatest desire. What we have been talking about here can change your life, can bring you anything and everything worthwhile you want in life for yourself and your family. Cut yourself away from the average, from the mediocre and chart your course on the dream in your heart. These thirteen principles will never let you down as long as you use them.



IN CONCLUSION REGENT ETHOS OF SUCCESS:

The same principles which has bought happiness, peace of mind and financial success to countless thousands of people who have read and studied these principles of Think and Grow Rich.

The same principles which have made master salesmen out of ordinary order takers and the same secret which has brought friendship, love and marriage to men and women who have come under the spell of the thirteen principles.

You desire the better things in life or you wouldn't be listening to this lesson and subscribed to Thinking into Character. Come with me then and I'll help you chart your course so you may acquire whatever it is that you desire most in life by following Thinking into Character.

Condition your own subconscious mind to work for you while you are asleep as well as when you are awake. Before you go to sleep, after hearing the lesson, type a clear statement of what you wish to accomplish the following day in your handheld device and request your subconscious mind to work during the night and provide you with the plan you will need to achieve your purpose.

Form a personal mastermind group of two or more people who are closely associated with you. They can be members of your family, your business or professional associates or people who study or work.

Beginning now follow the habit of rendering more service and better service than that which is expected of you. Do it in a pleasing, positive mental attitude. This will make friends for you, it

will increase the value of your services, and it will attract opportunities by which you may get from life whatever it is that you most desire.

Your big opportunity may be right where you are now. Follow these instructions faithfully and it will reveal itself to you. "Don't search for opportunity in the distance but recognise it and embrace it right where you are."



DEFINITION OF MINDSET

A mindset is a self-perception or 'self-theory' that people hold about themselves.

Fixed Mindset: A fixed mindset refers to a belief that intelligence and abilities are relatively innate, changing very little over time. Someone in a fixed mindset is likely to think that they have 'always' been good at something (for example, 'I have always been good at art') or that they will 'never' be proficient at other things (for example, 'I don't have a mind for languages').

When responding to behaviour, someone in a fixed mindset would be likely to use generalisations that suggest a pattern of behaviour. For example, 'why do 1 always do that?'. Or when observing someone else, they might think, 'they always do that,' or 'that's just how they are.'

Growth Mindset: A growth mindset refers to a belief that intelligence and abilities can be 'grown' through experience, effort, strategy, and instruction and support from others. Genetics are seen as the starting point rather than the defining quality. When someone is in a growth mindset, they are likely to think that they have 'developed' their ability for some things (for example, 'I have developed my talent for public speaking) and that other talents are possible to develop or improve (for example, 'this is the year that I will learn to play the piano'). Similarly, when someone is in a growth mindset, they are more likely to think, 'I can help children learn to manage their impulsivity' rather than to think 'that is typical of those children to overreact'.

Someone in a growth mindset would be less inclined to ascribe behaviour to personality, preferring instead to identify what can be done next to



alter or reinforce the outcome. So, instead of saying, 'why are you such an inconsiderate person?' as they might when in a fixed mindset, they would be more inclined to ask, 'why did you do that just now?'

A COMPARISON OF FIXED AND GROWTH MINDSETS

It is important to note how unlikely it is that a person will always be in one mindset or the other - we all tend to be a mix of both. Indeed, as Carol Dweck said at a conference we were presenting at together in Copenhagen in August 2017: 'Claiming that you are always in a growth mindset might be one of the surest signs of a fixed mindset!'

This powerful statement will be explored later but for now, we will give examples of the things people might think when they are in a fixed mindset compared with what they think when they are in a growth mindset. As you read through them, think of the times when you might lead towards on or other - or both - of the circumstances described.

Examples of Fixed and Growth Mindset Thinking

Fixed Mindset	Growth Mindset
Abilities are FIXED	Abilities are GROWN
The belief that abilities and intelligence are fixed by nature and are relatively innate.	The belief that abilities and intelligence are grown through nurture and are relatively malleable.
'I have always been good at this'. 'I don't have the mind for that'.	'I have developed a talent for this'. 'I have never tried learning that'.

Fixed Mindset	Growth Mindset
Saying Usain Bolt, Marie Curie, Leonardo da Vinci, Albert Einstein, Whitney Houston, Steve Jobs, Hedy Lamarr and Mozart were all successful only because of the gifts they were born with.	Saying the people mentioned in the left-hand column turned their 'natural advantage' into world-beating excellence through extraordinary drive, ambition, effort, opportunity, culture and resilience.

Fixed Mindset	Growth Mindset
KNOW Your Limitations	TEST Your Limitations
The belief that our limitations tell us how far we can go before we can expect to fail.	The belief that our limitations are there to be tested, stretched and overcome.
'I know and accept my limitations'.	'I want to test my limitations to the maximum to see if I can break past them'.
Quickly concluding others can't do something because they are female, disabled, poor, have ADHD, are from the wrong side of the tracks, have a bad attitude and so on.	Thinking of athletes at the Paralympics, and people like Dame Evelyn Glennie, Stephen Hawking, Rosa Parks, Oprah Winfrey.

Fixed Mindset	Growth Mindset
PROVE Your Ability	IMPROVE Your Ability
Abilities and intelligence are relatively fixed. Therefore, it is important to prove one's talents.	Abilities and intelligence are relatively malleable. Therefore, it is important to grow and improve.
'I have always been really good at that.' 'I can't do this but that's OK because I'm better at other things'.	'I would love to have a go at improving that'.
Choosing activities that are likely to end success.	'I have never had much success with this so I'm trying to improve it now'. Choosing activities that are likely to take you out of your comfort zone.

Fixed Mindset	Growth Mindset
I CAN'T do that	I can't do that YET
Earlier failures or anticipated failure indicate that we can't do it.	Earlier failures or lack of familiarity indicate that we can't do it yet.
'I know I can't do that'. 'I've tried it before and proved I'm hopeless at it'.	'I know I can't do it yet but I'm willing to have ago'. 'I'm hopeful I can do it better next time'.
Saying 'I can't do it' as an excuse for not joining in.	Saying 'I can't do it yet' to reflect the possibilities of future success, and to signal a willingness to try.

paradigm

..is a mental program that has almost exclusive control over our habitual behaviour...

almost all of our behaviour is habitual.

Paradigms are a multitude of habits passed down from generation to generation.

Paradigms are the way you view yourself, the world and opportunity.

Paradigms are how you approach change and challenges.

THERE ARE 2 KNOWN WAYS TO CHANGE A PARADIGM!

1. The constant spaced repetition of ideas, that are essentially opposite to the Paradigm.
2. The personal experience of an Emotional Impact.

Ignorance

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Worry, Doubt

Fear

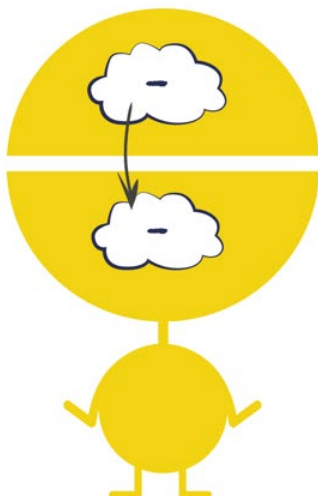
Anxiety

Suppressed

Depression

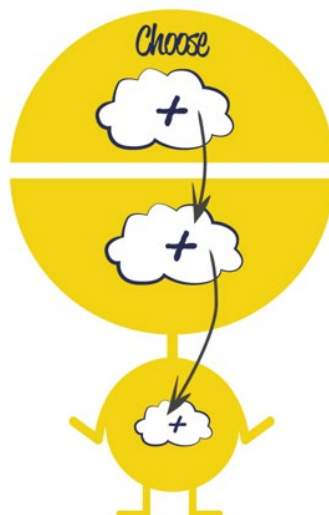
Dis-ease

DISINTEGRATION



Knowledge

Ignorance



Knowledge

+

Study

Understanding

Faith

Well-Being

Expression

Acceleration

At-Ease

CREATION