

NOTES

7. SEED FOR ACHIEVEMENT

The seed for achievement is truth.

Not necessarily the kind of truth we hear so much about, although that is important, but the kind of truth you do not hear much about, particularly these days. Truth means honesty.

We have been conditioned, genetically and environmentally, to live one way, and taught to live another.

You might be thinking that this must cause tremendous conflict in our lives and, of course, it does. And the sad truth is that there are a great number of people who are so used to living with this conflict that they have accepted it as the norm. They do not even realise that it is the cause of almost all of their problems. They have come to believe that other people, conditions and circumstance, are the cause of any problems they may encounter. And, unfortunately, it is only on rare occasions that the primary cause of these conflicts is properly addressed.



Most people believe they are honest, and in most situations in life, they probably are. If a cashier in a store gave you too much money back when you purchased something, the vast majority of people would bring it to the cashier's attention and give it back. If a good friend shared something with you in confidence, only on rare occasions is that trust betrayed. However, when it comes to being honest with ourselves about why we do what we do, and why we don't do some of the things we would like to do, it is a different matter. Most people have become extremely effective at lying to themselves.

If you were to survey many of the most effective people you know; if you were able to get into their mind and see how they operate, you would find they are masters at being honest with themselves and are often referred to as being mentally strong. Because they are, they continually develop the talents and abilities that lie dormant in us all.



Being truthful with ourselves means taking responsibility for making the best use of what we have. And what do you have?

There are numerous definitions of integrity. I am sure you will find this definition you are about to receive as useful and accurate as anything you might hear. It incorporates the concepts of personal honesty. A person has integrity when their thoughts, their feelings and actions are all in harmony. When you analyse this, give serious consideration to the conditioning that has taken place in a person's subconscious mind. Soon it will become apparent that it is because of this conditioning, that a person's thoughts, feelings and actions are frequently not in sync.



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But truly successful people all have one thing in common. They all understand, consciously or unconsciously, the law of cause and effect. They wisely work with it, instead of trying to work against it.

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Yes, honesty is good business. In fact, Mirabeau wrote "If honesty did not exist, we ought to invent it as the best means of getting rich. It is the only way on earth to real and lasting success of any kind."

In every circumstance, all we have to do is ask ourselves, 'Is this true?', 'Is this honest?'. And then proceed, in the happy knowledge that we have taken care of the cause, and that the effect will take care of itself!