

Thinking

INTO CHARACTER

LESSON ELEVEN



A VALUABLE DESTINATION

The Number One Key to Success

**“Only by giving are you able to receive
more than you already have.”**

Jim Rohn

A part of



1. OVERVIEW

NOTES

Leaving others with the 'impression of increase' also enriches your life. The 'impression of increase' is when you make another person feel that they have benefited from their interaction with you. A good example of this is when you compliment someone on their achievements. Or perhaps when you comment that someone has lost some weight or notice something they happen to be very good at doing. It is leaving that person with a positive feeling once they have spoken with you.



As shared in the video, please do read 'The Science of Getting Rich' by Wallace D Wattles. In Chapter 14, he shares a valuable insight which everyone should read and understand.

It is to leave every person you come into contact with, with the 'impression of increase'. Wallace explains that your thoughts and actions must convey to others the 'impression of increase'. People are always seeking a better life, more money, more status. Do everything that you do with the firm conviction that you are giving more to everyone. In doing so you are making others feel rich.

Doing this creates an energy which will flow through you to the person you are uplifting and in the process it will make *you* feel good too.

People are always seeking more. It is the urge of our essence as human beings to find fuller expression.

"The desire for increase is inherent in all nature. It is the fundamental impulse of the universe. All human activities are based on the desire for increase. People are always seeking more food, more clothes, better shelter, more luxury, more beauty, more knowledge, more pleasure – more life. Every living thing is under the necessity for continuous advancement. Where increase of life ceases, dissolution and death set in at once. People instinctively know this, and hence they are forever seeking more."

Wallace Wattles

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A critical aspect of giving to others is that it must be natural and authentic. If you have to think about whether you should give or not, you are probably not doing it for the right reasons. Giving should be a habit. It should be a free flowing action, a part of your habitual nature. We should willingly give and graciously receive. This is the Law of Cause and Effect.

Ralph Waldo Emerson said the Law of Cause and Effect is the 'law of laws'. For every action there is an equal and opposite reaction. Every human thought, word and deed is a **cause** that sets off a wave of energy throughout the universe. This turn creates the **effect**, whether desirable or undesirable. Which is why good thoughts, words, emotions, and deeds are essential for a better world as they all create good effects.



When giving becomes a part of your paradigm, the universe will send good in your direction. We have discussed that cause and effect is the 'law of laws'. This law has been stated many different ways. Action and reaction are equal and opposite... energy always returns to its source of origination. What you put out comes back. So a thinking person who understands the law would naturally (nature's way) just want to send good energy into the universe. If energy always returns to its source of origination, would we consciously and deliberately send bad energy out? Of course not.

When you form the habit of leaving everyone with the 'impression of increase', sending good energy to everyone you meet, regardless of whether you know them or not and regardless of what their behaviour may be towards you, you are going to be abundantly rewarded. It may be hard to see exactly how you will benefit from helping someone you do not know and who you may never see again. Nonetheless, know it will come back to you. When you turn this type of behaviour into a habit and it becomes part of your paradigm, every aspect of your life is going to improve. The good that comes back to you probably won't come back from the person you helped, it will come back from the universe. It is the universal laws that you are working with.



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In the space provided, choose three areas of your life and one person in each of these areas. Give consideration to how you will leave these people with the 'impression of increase' every time you are in the presence of or communicating with them. Continue to do this with these people and it will soon become a habit. You will also notice that in a relatively short period of time you will be leaving everyone with whom you come in to contact, with the 'impression of increase'.

Area 1

Name

Area 2

Name

Area 3

Name



2. KEY HIGHLIGHTS

- The 'impression of increase' means to leave someone you meet feeling good about themselves and about their interaction with you, regardless of whether you will see them again or not.
- Start looking for what other people do well. Bring it to their attention. Let them know you notice it. Leave the 'impression of increase' with every person you meet.
- Energy always returns to its source of origination. Give and you shall receive. If you can incorporate this into your thinking, into your everyday way of life, with every person you meet, you are going to have a richer life.
- What you think controls your emotions and your emotions control the vibration that your body is in. Your vibration controls your action and your action controls the reaction of the universe that you are a part of. It is when the action and reaction meet that your results are manifested. It is you and the universe working together. When you are in harmony with the universe, your results will be positive. When you are not, the results will be less than you desire.
- The certain way is illustrated throughout this programme. Every lesson in this programme, whether video or in writing, is a lesson on ***Thinking Into Character.***

Do not permit people, conditions or circumstances to control your thinking.

- When you leave someone with the 'impression of increase', that positive energy must flow to and through you first. When you see the best in other people, in your educational institution, in other situations and circumstances, you are going to be in a phenomenal vibration. You are going to feel good all the time.
- The compensation for developing the 'impression of increase' in your ***character*** is phenomenal. It goes beyond the scope of your imagination.
- You do not get rich by doing certain things, you get rich by doing things in a certain way. (The certain way is by law).
- To live a rich and abundant life, you must bring your mind into harmony with the laws that govern your being. Your studies and how you spend your days must be seen as a service you are rendering and must be done in a certain way. This is why your mind must be brought into harmony with the laws of the universe.
- The law says what you give is what comes back. Give your best. It does not matter what anybody else is doing. You want to make certain that you are one of the most effective human beings you could ever be. Do things in a certain way.
- 'You become what you think about' is a truth all great leaders and entrepreneurs have agreed on, although they have disagreed on virtually everything else. You choose your thoughts and you can reject or internalise those thoughts. The thoughts you internalise are impressed upon your heart — the universal subconscious mind. What is impressed upon the heart controls who and what you are at that moment. The repetition of certain thoughts eventually become fixed in your subconscious mind and keep you in that vibration, controlling the results that you will achieve.
- Think and be in control of what you think. Do not permit people, conditions or circumstances to control your thinking. Be aware of what is happening around you. However, be in control of what is happening within you.

Remember, there is always a better way.

- Do not allow people around you to control what you think. Think great thoughts about your family, your educational institution, your friends and eventually those you meet during your career and future life.
- Make up your mind that regardless of what you did in the past, you are going to do something phenomenal in the future. When you wake up in the morning, make up your mind, "Today, I'm going to do it better than I've ever done it before." You're going to do it a certain way – in a calm and confident manner.



3. WORKSHEETS

1. Choose someone with whom you truly want to improve your relationship. Describe the relationship as it is and describe the relationship you desire, keeping in mind that it is our attitude towards the world that will determine the world's attitude toward us.

2. How could you leave this person with the 'impression of increase' every time you are in their presence?

3. Make a list of six good qualities this person possesses that you will carry with you at all times until they are always fresh in your mind.

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4. How could you improve your relationship with your parents and tutors?

5. How could you practise the 'impression of increase' with them?



6. What will you begin doing that will help remind you to use the 'impression of increase' with everyone you meet until it becomes a habitual part of your personality?

7. Wallace D. Wattles, in the 'Science of Getting Rich' said "You do not get rich by doing certain things, you get rich by doing things in a certain way." What did he mean by that?



8. How could you practise doing things in a certain way with your studies and at your educational institution?



4. READING ARTICLE

Touching Lightly - Adapted from Thomas Troward

What is our point of support? Is it in ourselves or outside us? Are we self-poised or does our balance depend on something external? According to the actual belief in which our answer to these questions is embodied, so too will our lives be. In everything there are two parts: the essential and the incidental; that which is the nucleus and *raison d'être* of the whole thing, and that which gathers around this nucleus and takes form from it. True knowledge always exists by distinguishing these two from each other, and error always persists when misplacing them.

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In all our affairs, there are two factors: ourselves, and the matter to be dealt with. Since for us, the nature of anything is always determined by our thought of it, it is entirely a question of our belief which of these two factors shall be the essential and which the accessory. Whichever we regard as the essential, the other at once becomes the incidental. The incidental can never be absent. For any sort of action to take place, there must be some conditions, under which, the activity passes out to deliver visible results. The same sort of activity may occur under a variety of different conditions, and may thus produce very different visible results. So, in every matter we shall always find an essential or energising factor, and an incidental factor which derives its quality from the nature of the energy.

We can therefore never escape from having to select our essential and our incidental factor; whichever we select as the essential, we thereby place the other in the position of the incidental. If we then make the mistake of reversing the true position, and suppose that the energising force comes from the merely accessory circumstances, we make them our point of support and lean upon them, and stand or fall with them accordingly. So we enter into a condition of weakness and obsequious waiting on all sorts of external influences, which is the very reverse of the strength, wisdom and opulence which are the only meaning of liberty.

But if we ask ourselves the common sense question, 'Where can the centre of a man's life be except in himself?' – we realise that in everything which pertains to us, the energising centre must be from within ourselves. We can never get away from ourselves as the centre of our own universe, and the sooner we clearly understand this, the better. There is really no energy in our universe. Rather what emanates from ourselves in the first instance, and the power which appears to reside in our surroundings, is derived entirely from our own mind.

Once we realise this, and accept that the life which flows into us from the 'Universal Life-Principle' is at every moment new life, entirely undifferentiated to any particular purpose, besides that of supporting our own individuality; ours to externalise, in any form – we will then find that this manifestation of the eternal 'Life-Principle' in ourselves, is the standpoint from which we can control our surroundings. We must lean firmly on the central point of our own being and not on anything else. Our mistake is in taking our surroundings too much 'au grand sérieux'. We should touch things more lightly. As soon as we feel that their weight impedes our free handling of them, they are mastering us, and not we them.

Light handling does not mean weak handling. On the contrary, lightness of touch is incompatible with a weak grasp of the instrument, which implies that the weight of the tool is excessive relative to the force that seeks to guide it. A light, even playful handling, therefore implies a firm grasp and perfect control over the instrument. It is only in the hands of 'Grinling Gibbons' that the carving tool can create miracles of aerial lightness from the solid wood. The light yet firm touch tells not of weakness but of power held in reserve and if we realise our own out-and-out spiritual nature, we know that behind any measure of power we may put forth, there is the whole reserve of the infinite to back us up.

As we come to know this, we begin to handle things lightly, playing with them as a juggler does his flying knives; which cannot make the slightest movement other than what he has assigned them. We then begin to see that our control over things is part of the necessary order of the universe. The disorder we have met with in the past has resulted precisely from our ever having consciously attempted to introduce this element of our personal control as part of the system.

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The whole man is an infinitude, and the visible portion of him is the instrument through which he looks out upon and enjoys all that belongs to him, his own kingdom of the infinite.

Of course, I speak of the whole man, and not merely of that part of him which Walt Whitman says is contained between his hat and his boots. The whole man is an infinitude, and the visible portion of him is the instrument through which he looks out upon and enjoys all that belongs to him, his own kingdom of the infinite. And when he learns that this is the meaning of his conscious individuality, he sees how it is that he is infinite, and finds that he is one with 'Infinite Mind', which is the innermost core of the universe. Having thus reached the true centre of his own being, he can never give this central place to anything else. He will realise that relative to this, all other things are in the position of the incidental and accessory. Growing daily in this knowledge, he will learn to handle all things lightly, yet firmly; that grief, fear and error will have less and less space in his world – until at last sorrow and sighing shall flee away, and everlasting joy shall take their place. We may have taken only a few steps on the way as yet, but they are in the right direction, and what we have to do now is to go on.



5. ASSIGNMENT

Write your answers in the space provided below.

1. What does the article mean to you?

2. What is the difference between light handling and weak handling?

3. Where can you apply the 'Go Lightly' approach in your life?

4. What actions will you take?



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