

CHAPTER 17

OPPORTUNITY

Dad used to say that opportunity is available to everybody, but the key is how we embrace and take action when it is presented to us. He said opportunities are always there – to be taken, not given. When an opportunity is taken, and as long as you work within the laws, you will achieve.

Dad also said we are never unsuccessful because opportunities are taken away from us or used by others. You may be disappointed not to be in a certain line of work, but there are other options open to you. When an opportunity comes, you need to take it and, as long as it fits your purpose and there is an alignment with your thoughts, feelings and actions, then take action.

But you cannot do everything. As Dad said, you need to focus. He never believed in putting all your eggs in one basket – he said it is a good idea to do lots of things and have multiple sources of

revenue. But he also said, if you put all your eggs in one basket, watch that basket.

Dad said that opportunity moves in different ways at different times. This is a fantastic time to write about this, because with Covid-19, the world has changed fundamentally during lockdown and so there are huge opportunities coming. The clock has been reset. What he said makes complete sense: There is an infinite amount of opportunity for humans who go with the tide instead of trying to swim against it.

Hard work is important but sometimes you also need diligence and wisdom. To illustrate this Dad told an interesting story about a fly on a windowsill trying to get outside. Unfortunately, this little fly did not have that wisdom and despite all its trying, ultimately it died on the windowsill. But if the fly had looked, it would have seen the door and been able to escape. If one opportunity is against you, look around and go with the flow.

I have heard the same story in a different context from Bob Proctor, about a fly trying to get through when it clearly sees something blocking its path. We can also think about persistence in this context, but the point is about having the wisdom to realise when another approach is needed. It is not about giving up or changing your goal, but simply looking for another way to achieve it.

Whether we are postal workers, professionals, or farmers, none of us is without opportunity. Humans are not kept down by their bosses or by the powers of big business and conglomerates, these are excuses. This is something that Wallace D Wattles wrote about, the idea that people are where they are because they think and act in a certain way.

‘When he begins to do things in a certain way, the working person who is in action can become the master,’ Wattles said. The master that does not work in a certain way will become the worker. The learned will be left behind, but the learners will succeed.

The law of success is the same law for everybody. We tend to think that certain workers will remain where they are if they continue to do the same job. But they are not thinking. The problem is everything is created through a thought process and they believe they cannot do anything else. ‘That worker, or that master, or that boss or subordinate, is held down only by ignorance and mental sluggishness,’ Dad used to say. That was an interesting choice of words. He also said that a person is mentally sluggish if they think an individual can just follow the tide of opportunity to riches or success. That is what *The Power of Learning from DAD* has really showed me. He completely believed, as I do now, that no one is kept in poverty because there are not enough riches. There is more than enough for everyone. Dad used to say – and Wattles said too – that a palace the size of the Taj Mahal could be built for every family in India, the land is there, the materials are there. Under intensive cultivation, this could be achieved because there is unlimited supply from nature. The visible supply is practically inexhaustible, while the invisible supply, through intangibles, really is inexhaustible.

So, when set your goal, you fall in love with that idea and you emotionalise it. By emotionalising that idea, your body takes action. You are not taking action, all you are doing is emotionalising that idea into your subconscious mind and then your body has got to take action, it has no choice. It will take action, unless you lose

focus on your goal, or unless you start thinking about other things. Think about that – if you really want to achieve something, your body will know.

It also applies to simple bad habits. For instance, I have been told from a young age that I am overweight. Perhaps that has gone into my psyche. I am trying to come out of that, but I can see that if I really wanted to take action over a period of time, I know I would release that weight. But as soon as I lose that focus, it starts all over again.

The whole world or universe is made of this infinite intangible. Dad said space has a lot more to offer and everything is hugely available, but with our ignorance, with our senses, we only see a limited amount of resources. Our senses are not allowing us to see these things. People are not successful because nature makes them fail; nature is an inexhaustible store house and we just need to take it in the right way. The supply will not run short.

When the supply of building materials is exhausted, more will be produced. When the soil is exhausted, oil will keep coming, food will keep coming. If human beings are still in such a stage of social development as to need that golden syrup, it will be produced, we just need to take action. Nature responds to the needs of the humans, Wattles said; it will not let them be without.

‘Nature wants to look after you, but you need to know how to get it,’ Dad said. Bill Gates, the co-founder of Microsoft, once said that if you are born poor, that is not your mistake, but if you die poor, your own actions are to blame. Then there is the myth that wealth is

a bad thing. Dad certainly did not believe this. He was called Selvam – wealth, and he had a rich life. He effectively gained continuously. He said being rich in what you do is most important.

People get confused about money, which Dad called the harvest of our production. The amount of money that we earn depends not just on who we are, but on the demand for what we do and our ability to do it individually and collectively, and the difficulty in replacing our piece of core competence. It's that simple. So, the amount of money you earn is on this flow and it will continuously come. If you are doing something that people want, and you are doing it to the best of your ability and every day you perfect yourself, then the flow will happen. And when the flow comes, you will keep providing your service, and provide good things to the world. That is where giving comes, rather than trading.

Dad said there is a difference between giving and trading – giving is where you just give without expectation; you provide your service to someone without any expectation. You guess a reward will come, but if you think about the reward first, then flow will get stagnated. Trading is when, before you even give something, you ask what is in it for me?

People, Dad said, are always about what is in it for them. That is a very wrong question. Nothing is just for yourself because you are only here for a temporary time, he said. What can I give to this world? And as I think Abraham Lincoln said, rather than asking what your country can give to you, you should ask what is it that you can give to your country. That is the best way to explain giving and trading.

Be a giver to the country. That is what Dad always told me. And when it comes to the United Kingdom, I will always give back to this wonderful nation that took me in as a refugee. I am now giving back to the nation, so is my wife Tharshiny, and our children. They are proud British citizens, who will help to take this country to the next level in the 21st century.

So, it is a natural for all of us to want more. That is nature, not greediness. Wanting more is the expansion of your spirit. But people sometimes get that confused with greed. Greed is snatching things from people. Growth is accessing and receiving from nature, and this is something Bob Proctor said quite nicely, you willingly give, and you graciously receive. Dad used to say in different words that you should willingly give, and sometimes giving needs to be spontaneous. And you graciously receive, something you cannot stop it; it will come. It goes back to action, reaction, cause and effect. You cannot stop because if you are giving, you will receive wealth and happiness.

The opposite is also true; when you do not give, nothing comes. If you are just static and you are not giving, you are not thinking, and you are not taking action; nothing will come.

‘It is the nature of intelligence to enlarge itself and the quality of consciousness to seek to extend its boundaries and find fuller expression,’ Wattles wrote.

I was an only child, so I really struggled with the idea of giving because I had never shared; everything was mine. So, when Dad told me to start giving, it was a difficult concept for me. Obviously, I tried. My wife, Tharshiny, is a great giver like my father. I am still learning

but it is my paradigm as an only child to expect to keep everything for me – studying these concepts has changed me but there remains much to learn.

Dad used to give everything that he got, and I always asked him how he would get things back when he needed them. I remember once, as an eight-year-old, he was giving out lots of papers to everybody and I worried what would happen if I wanted to use that paper to wrap things or something silly. Any child wants to keep things, and Dad said, ‘Do not worry about it. If you need paper to wrap something, that paper will arrive. Somebody will bring it for you.’ I asked how, but he told me that I was over-analysing, ‘How do you know you will ever even have a need,’ he said. If you need something it will come back, but that may not ever happen. This is the extraordinary teaching that my father shared, and I now feel it is my duty to put it into this book and help more people understand what he taught. As I have said many times, I have not yet got to where I would like to be. I am learning every day and I make so many mistakes every day, but at least when I do make mistakes, I can quickly check myself.

‘The universe is a great living presence, always moving inherently towards more life and fuller functioning,’ Wattles said. Nature is formed for the advancement of life. Its objective is the increase of life because the spirit is always looking for more expression. For this reason, everything that can possibly administer in our life can be beautifully provided if we know how to access it – not to take it, to access it; Dad said we just have to figure out how.

Dad never had a deposit account, he only ever had current

accounts. In fact, after he passed away, we found one account that he had put however many thousand Sri Lankan rupees into when I was born. But Dad always said to me not to save. Perhaps he thought he made an investment, and I still have that cash that he invested for me.

Dad used to say that we are not kept poor or unhappy, but there is a supply we need to access. I will talk more about this with the idea of a pie. This is a great story I heard in one of Bob Proctor's recent seminars. You may have a pie and you cut the pie into five pieces and share the pie with others. The physical senses think the pie has five pieces, five shares, but in fact there are other dimensions. If the size of the pie increases, the bigger the pie, the bigger the slices. Sometimes we misunderstand that, so we keep consuming the little pie and taking our piece. But if you start to think of the pie as the universe, you can see that the size of the piece that is going to come to you will be bigger, as long as you operate with the laws we are talking about. If you follow these principles, life will be fun, and the flow will be free. You will get opportunities and you will access them because you are in that thought process.

Opportunity cannot be monopolised because it is everywhere, but still sometimes the opportunities are not there for us. We blame circumstances, conditions, even other people. But what we are not grasping is that everything is internal and is happening within us. If we really want something, we do not need to go and ask somebody, we just need to work with our conscious mind, our subconscious mind, and then internalise the idea, emotionalise the idea, and the body moves. You cannot stop the body.

For me, a silly example is that I like my wine and there are times when I say I am not going to drink wine for X number of days, or only drink wine or eat chocolates on particular occasions. These are two things I absolutely love, but obviously if I do it every day, my old paradigms mean I put weight on again. I do not shift that because my psyche is not accepting that. That is a big problem I am still working on.

You cannot just want to control your behaviour. The only way to do it is to keep thinking about the idea, emotionalise the idea, and by doing that you will change. But as soon as I think about a lovely glass of Chardonnay or Bordeaux, I am straight back into my bottle of wine.

It is important to understand this invisible supply. You need to ask why the majority of the world's humans have their future in their own hands but do nothing. In the United Kingdom, we live in a good environment, but coming from a third world country you look around and ask why are people not able to do that? It is because they are not thinking like that and not understanding those things. Once they understand these concepts and operate within the laws, they will attract the right things. The law of attraction brings success through doing certain things in a certain way.

Those who do things in a certain way, whether on purpose or accidentally, succeed and have a fantastic life, enjoying every moment. Those who do not do things in this certain way, no matter how hard they work, or how able they are, remain unhappy and unsuccessful, poor and frustrated. Those who do not do things in

this certain way and think in a certain way, may toil every day but the results will not come.

You need to understand that it is natural law that life causes bring life effects, so any human that learns to do things in this certain way will see their life become a joy. But it is not easy to implement. The concepts are simple but hard to implement. My view is, because it is hard, I don't want to walk away, I want to keep improving myself. I can see that by continuing to improve myself, I will achieve success – success is the progressive realisation of a worthy goal.

Getting successful, getting happiness, getting richer and getting what you want to achieve, is this not natural? Absolutely not, Dad said. If it were, all the people in certain areas would become wealthy or successful while those of other towns would be poor. The inhabitants of one state would all roll in wealth and opulence, while those of the adjoining state would be in poverty. It does not work like that. We frequently see successful and not successful, rich and poor, happy and unhappy, living in the same environment, even the same neighbourhood. They are often engaged in the same profession.

When two people are in the same area and the same business, one phenomenally successful while the other remains incredibly poor and miserable, this shows that getting successful is not primarily a matter of environment. Think about sports personalities, where one brother achieves gold medals while the other pursues other recreations. Think of two siblings, where one has a happy married life and the other one does not. Some environments may be more favourable than others, Dad said and that is true. You must be careful about

which environment you choose. But when two people are in the same business, in the same neighbourhood, and one gets successful while the other fails, it shows how opulence and happiness are the result of doing things in a certain way.

Some environments may be more favourable than others. You are a product of your DNA and a product of your environment, which you cannot control. I did not control the colour of my skin or the way I look. There is nothing I can do about those. In my early life, I was in an environment I did not choose; those many years of war were not my choice. But when I was 20, I was given the opportunity to come to this wonderful country, and this environment is fantastic. It has enabled me to discover who I am and my involvement now in the United Kingdom and the United States, the two best nations in the world for free market economy and free thinking, shows me you can do whatever you like in your life and achieve whatever you want to achieve. Our universities are fantastic, our leadership programmes are fantastic. I am not saying that is not also the case elsewhere in the world, because I have not experienced elsewhere, but I can clearly say in the United Kingdom, you can choose the right environment and achieve your dreams.

Still, there are so many people who come to the United Kingdom but continue to live as they did in their old environment. I am not saying that is right or wrong, it is their decision. But if you want to grow and expand your thinking, the United Kingdom is a fantastic breeding ground to achieve what you want to achieve.

So, location does count for something. One would not go to the

heart of the Sahara and expect to do so well. That is where your wisdom and ability to make judgements comes in, which comes with your higher intellectual faculties. Dad was wonderful to give me the opportunity when I was 20 years old, because if Dad decided I could not leave Sri Lanka, I would not have had a choice. In Sri Lankan culture parents have a huge amount of control but when I said that I did not want to live my life where I was born, that I was not happy and I wanted to go to the United Kingdom, Dad listened. Initially, he said I should graduate in Sri Lanka and then go but I kept speaking to him, telling him I really needed to go and that I wanted to explore the world and then he enabled me.

At that time, I was absolutely not going to give up. Before that, there were many times Dad had taken me to different towns because of the war, and after a few weeks I would return home with a list of excuses why I could not live in that other town. I had a fantastic lifestyle of opulence at home. But when I made up my mind to leave Sri Lanka, I was never going back. I knew my life would be here in the United Kingdom and my dad always told me how important it was that I integrated into this country and respected British values. I have tried to become a beacon of Britishness, particularly in the post-Brexit world where the United Kingdom can be a beacon of power and grow and flourish in this period of change.

Mum and Dad are now cremated in this wonderful land, in a place called Watford Crematorium, where we have a beautiful rose garden in their memory. Now, I am absolutely sure where I am going to request that my ashes go when the time comes for me.

So, opportunity is something presented to you because you have invited it; because on your own, in secret, you have been thinking the right thoughts. When it comes, obviously depending on your level of emotional involvement, that opportunity should be taken fully as long as you do certain things in a certain way.