

CHAPTER 19

WAYS

When I talk about ways, I am talking about the way we think, the way we act, and the way we behave. Dad said people become successful, not because of their theoretical knowledge, but because they think and do things in a certain way. Dad used to say, ‘If you do certain things in a certain way you will absolutely succeed.’

He urged me to be fair in all my dealings, though that is not to say I should not drive bargains. You must always be fair and think about the other side, never do anything wrong by the other party, but that does not mean you should not drive a bargain. This is particularly important – in any contract or transaction, even if you feel inside that you are acting unfairly, you should raise that. You do not have to get something for nothing. Give every person more than you take from them, he said.

A similar theory is mentioned in the literature, which says that you

cannot give anyone more in cash value than you take from them, but you can give more in use value than the cash value you take. In the UK, Dad talked about the low-cost telecoms companies, saying that if someone is paying £5 to talk to their mother in India or in Africa, think about the use value they are getting; they may not have spoken to their mother for years.

Prices used to be so much higher; in 1990 when I came to the UK as a student, I paid £2 per minute to make a call to Australia. At that time, Mum asked my uncle Balan in Australia to provide me with a sponsorship letter. I was incredibly grateful for his kind gesture and I made a call when I came to the UK to thank him; I even remember the cost of that call in 1990.

But the point is, the use value should always be more than the cash value. When that is the case, those that sold the telecoms cards could never be wrong. This book is another example. This book is priced at about £10, and while the paper and the ink may cost less than that, the value of this book is far more. If you can understand these principles – which combine so many teachings, not just from Dad but from Bob Proctor, Clay Christensen, Napoleon Hill and many others – and if you can incorporate them into your life, the value will be significant and can potentially, absolutely transform your future. It is all about doing certain things, in a certain way, every day, and that makes the biggest success.

If you have something you are trying to sell, every time please think about whether the person buying is getting a great use value. Dad always told me to operate in a creative, not competitive, position.

‘Do not compete with anyone, and if you are selling any person anything that does not add more to their lives than it costs, then think about it and you must stop,’ wrote Wattles. You do not have to beat anyone in business; if you are in a business that does beat people, then get out of it because it has no long-term benefit.

Wattles also said that if you give everyone more in use value than you take in cash value, you are adding to the life of the world with every transaction. If you have people working for you, take from them more than in the cash value than you pay them, but organise your business so it is filled with the principle of advancement; each of your employees – who means to do so – should be able to advance a little every day. Make your business deliver for your employees, and then it will grow.

You can conduct your business so that it will be a ladder for every employee who takes the trouble to climb towards success. When you create a successful business, those individuals will stay with you. If you want to achieve short-term benefits, that will not give you long-term success.

Dad said the desire of thinking for fuller life and better living has driven the creation of everything in this world. We can have anything that we want as long as we can work within these principles. The original intangible wants us to live and wants us to progress, but we need to understand the ways.

If you fix upon your consciousness the fact that your desire for the possession of success, richness, happiness and peace of mind is at one with the desire of the intangible, those things will come to light. Dad

said that all that is possible is seeking expression through us. Wattles wrote about this too. Nothing is created or destroyed. Everything is there and we need to use our awareness to achieve it.

The way to achieve is to focus and express to nature, not fixate on poverty or believe that is what you are destined for. Dad did not believe that. ‘If you think riches and success,’ he said, ‘you absolutely will live in opulence.’

If these thoughts are not true, how come there are some people who are extraordinarily successful and others who are not. Dad spent a lot of time talking about this. Clearly, I cannot say I fully emotionally live with all the ideas, but I am trying to practise them every day and I share these ideas with others.

When we talk about thinking in a certain way, it is important that we form a clear and certain view of what we want. Dad said that you cannot transmit an idea to someone if you use random words and random vocabulary – the other person will not understand. It is not enough to have a general desire, you need to be entirely specific about what you want. Many people fail to engage in this thinking, and do not succeed because they are not acting or thinking in a certain way.

‘It is not enough that you should have a wish to travel, that is a waste of time,’ said Wattles. If you were going to send a telegram to a friend, you would not send letters of the alphabet and let him or her construct the message for themselves, nor would you take words at random from the dictionary – you would send a coherent sentence that meant something. When you try to impress your wants and desires on nature, you must remember the same rule applies. If you

are vague, you will not receive. Dad would ask me if I knew exactly what I wanted and continued to say I would never be successful if I did not have creative ideas.

Dad told me, 'Go for your desires, have a clear picture of what you want, and take action every day.' Think of the sailor, who knows which port they are going to, even if they do not know their exact route. If they do not know where they are sailing to, there is no chance they will get there. Be clear on the destination even if not the route. If you believe in it, it absolutely must happen.

You do not need to do exercises in concentration, some of which have religious connotations. These are there, and Dad did not say they were right or wrong, but he did say that if you want to create something, that is not the way to create.

He believed that leisure time is important. Spend as much of your leisure time as you can thinking of what you want, son. Once you know that you really want something, you really do not need to do anything, because it automatically happens in your mind. And Wattles said the only thing you need to concentrate on is the things that you do not REALLY want. It is the things you do not care about passionately that require effort, so fix your attention on them. Unless you really want to become successful, so the desire is so strong it holds your direct purpose as the magnetic pole holds the needle of a compass, it will hardly be worthwhile for you to try to carry out your effort.

Dad talked about the magnet, which can only attract a metal, it can never attract rubber. If you do not attract something you think you need and you are thinking in a certain way, acting in a certain way and

it is still not happening, it is not something you are meant to attract. Move forward, move on.

These methods will work if people are willing to overcome mental laziness. Dad talked about laziness, sluggishness and lethargy, not physical but mental. The more definite you are of your desire, you should think about it, dwell on it, and bring out its delightful details. When we were building our new house in Sri Lanka, I remember Mum and Dad talking about the details of every single element. They focused on every little detail, to create it. The stronger your desire, the easier it will be to hold it in your mind and then hold it in your hand.

The problem is our paradigms – the little voices that tell us we are not able to do it, that we cannot achieve it, and that cause us to lose focus. ‘Dreaming alone is not enough,’ Dad said. Behind your clear vision, there must be an underlying purpose to bring out in tangible expression. Behind this purpose must be an unwavering faith that the thing is already yours.

Bob Proctor talks about how you can fuse from the future into the current, and that is also what Dad was talking about. Wattles also wrote about these ideas. Live in the new house, mentally, until it takes form around you.

Dad used to say to me, see the things you want as if they are around you, then have gratitude and make use of them in your imagination just as you will when they are your tangible possessions. And Wattles said we should dwell upon a mental picture, take possession of it and

be grateful. Hold this mental image and take ownership. Do not waver for an instant in your faith that it will not work. This is thinking in a certain way.

The person who can sincerely thank nature for things he is yet to receive is working in a different plain of imagination. Our path is to intelligently formulate our desires for things that make for a larger life, to arrange these desires into a coherent whole, and to impress this into the formless substance we call nature. And Dad said you do not make this impression by repeating strings of words; you make it by holding a vision with unshakeable purpose. To attain it, you need faith - the ability to see the invisible, believe in the incredible and receive what the masses think is impossible.

You cannot make an impression if you do not take action. That is what we need to understand. Believe we will receive it and believe it will be there, and absolutely take action.

Imagine an environment and a financial position exactly as you want it, and you will get it. Live all the time in that mental environment until it takes physical shape. Remember it is faith and purpose in the use of the imagination that makes the difference between a scientist, a dreamer and a do-er. Thinking in a certain way is important, and that thinking is supplemented by acting in a certain way.

So, what is this acting in a certain way? We have said many times that thought is the creative power. Thinking in a certain way will bring success, but you must not rely on thought alone. ‘Paying no attention to personal action,’ Dad said, ‘is the mistake many people make – failing to connect thought with action.’

‘We have not yet reached the stage of development,’ Dad said, ‘where just by thinking something it comes into your hand, like black magic. Dad said that is absolutely not possible.’

And he believed it was not enough for a person just to think, because their actions must supplement their thoughts. By thought you can cause anything to come to you, but for it to come into your wallet, you must take action, he always told me. Under nature’s laws, someone will be assisting you and other people’s actions will bring you what you want. It will flow towards you, but you must arrange your business so that when that opportunity comes and knocks on your door, you are ready. If you are not prepared, you will miss a chance. So, prepare yourself for that moment. Your thought makes all things come towards you, but you still need to take action.

Dad said that we must always retain vision, stick to our purpose, maintain faith, have deep gratitude, and act in a certain way. These ideas come from Wattles and mean we should appropriate what is ours when it comes to us. This is where readiness to receive an opportunity comes from. That comes with study and understanding the laws of nature. When it comes to preparedness, our intellectual faculties are important: thinking in a certain way, acting in a certain way, and taking action every day.

Through thought, the thing you want is brought to you; by action, you receive it. ‘Whatever your action,’ Dad said, ‘it is evident that you must act now. Not tomorrow, not the day after; do not procrastinate, take action now. You cannot act in the past. It is essential that through the clarity of your mental vision you dismiss

the past from your mind.’ Dad said, ‘Forget about the past, look to the future and take action.’

You cannot act in the future either, for the future is not yet here. You cannot tell how you will want to act in the future until it arrives. Because you are not in the right business or the right environment today, do not think that you should postpone your action. Dad said that is a waste of time. Take action now and the doors will open. Do not spend time in the present, thinking about the best actions to take in the future.

I have now studied in some of the best business schools in the UK and USA, learning for hours about contingency planning, but guess what, if you plan for negativity you get it. I am not saying you should not plan, but Dad said I should always have faith in my ability to cope with the challenges that will come up, because my purpose is clear. If you act in the present with your mind on the future, your present will be disadvantaged.

Think about it, if you are trying to do something now, you are not giving 100% if your mind is on what you are going to do next. That is what mindfulness is all about: be present in the present. These are all similar philosophies. Focus on the present and take action, never just sit and wait for results to come. If you have a wonderful idea, take action. The only way to take action is to bring that idea into the subconscious mind. You cannot take an action until you go through the creative process.

‘There is never any time but now, and there never will be any time but now,’ Wattles wrote. Dad used to say that there are acres

of diamonds around you, so I should not waste time thinking about things elsewhere. You cannot act where you are not. You cannot act where you have been and you cannot act where you are going to be, Dad said. You can only act where you are now.

Dad used to say that we should not worry until the worry worries you; think about what serves you and take action today. Do today's work well and forget about tomorrow or yesterday. Do not try to do tomorrow's work today and do not wait for something to change before you act. Make the change yourself.

When I was at Prudential I used to come in from work and complain that something was not working, or someone was not doing the right thing. Dad would listen and tell me to change it, fix it. I would explain it is someone else doing something that is affecting me, not me. But he would still tell me that I must fix it and take action. Obviously, I could not understand that, and I am sure lots of people would feel the same. I kept saying it is not my mistake. But he said, 'Everything is you, son. You fix yourself and everything else will fix.'

Do not spend time thinking about things without taking action. Do not cast about seeking new things to do. Once there is a meaning, or a purpose, once you believe in something, then go ahead. Hold the vision of what you want and then act on it with faith.

'Thinking is the basis on which all things are made and which permeates, penetrates and fulfils what we want to achieve,' Wattles said. This is where the whole of *The Power of Learning from DAD* is incredibly useful.

To finish off with Dad's words; he said you must form a clear mental picture of what you want, hold on to that picture, have gratitude, and have faith. If you do this every day, and act every day towards what you want, that is the way to lead your life. That way is the way towards anything in this world that you want to achieve.