

# CHAPTER 5

## GRATITUDE

**L**et me begin this chapter with something that my dad told me every single day. It was to count my blessings – and I think that perfectly illustrates what we are going to talk about in this chapter.

If you really want to achieve your dreams, in addition to taking your daily action, it is especially important to understand the concept of gratitude. To do so, it is necessary to relate yourself to the laws of nature, the formless substance that many thinkers have coined different names for.

Stephen Covey talks about principles, and Clay Christensen talks about nature. Bob talks about the laws of nature, and Dad talked about values and this non-form, which we need to be in a harmonious relationship with.

The whole process of mental adjustment can be summed up in one word, gratitude. In this chapter, I will draw a lot on the writing of

Wallace D Wattles about gratitude, as well as what my dad taught me. Wattles said that first you believe that there is one intelligent unknown, nature for us to be in a harmonious relationship with, from which everything proceeds. Second, you believe that this nature gives you everything you desire. Nature wants to give to you. Third, you relate yourself to it by a feeling of deep and profound gratitude. That is the absolute importance in this chapter and is something Dad talked about often.

Dad always said that there are so many people who have received; perhaps a gift for their desire and for their action, so they cut the wires. They just believe that they do not need to have gratitude for what they have achieved, so they fail to make that acknowledgement of nature. But making that acknowledgement, having that connection, and then deeply feeling that gratitude is critical – not just simply saying thank you very much, but deeply feeling that gratitude in every cell of your body. That is the bit that nature will absorb and understand, not just mere words without any feelings or emotions.

It is easy to understand that the closer we live to the laws of nature, the more success we will achieve. It is easy also to understand that we have a physical body and we are a non-form object; we can call it a spiritual object, and we have intellect as human beings. We are living on three plains: physical, intellect and that non-form, spiritual plain. Using our intellect, we can tap into that non-form, and that is effectively thinking.

‘The more gratefully we fix our minds on this nature, the more good things we will receive and the more rapidly they will come,’ Wattles said. Dad used to say that it is like a flood; be grateful for

whatever you have. He always said we should think about the people behind us, who are perhaps unable to achieve, and do not complain. He never complained in his 72 years. Whatever happened to him, he believed it was meant to happen as a result of the laws of nature and action and its reaction. ‘Just take it as it is, harness the good and look at the positives, rather than continuously whinging about things,’ he said.

I used to be bad at this – I always complained about things not working. That is when he said, ‘Do not worry until the worry worries you.’ And then he would say to count my blessings. That mantra – to count my blessings, is embedded in my subconscious mind now, even though I did not initially quite understand it and I made him say it many times. Now, I do understand but am still learning every day.

Gratitude brings your whole mind into closer harmony with nature. Just consider it, please do not reject it. Dad used to say, when new ideas come to you, do not necessarily accept them, but please also do not reject them. Do not jump to a conclusion – do not say that won’t work or focus on the negatives, just consider the idea.

As human beings, we have a huge tendency to reject new ideas, completely shutting down and going into the negative plain, rather than going into the positive plain and actively considering things. That is an incredibly valuable thing to learn. If a new idea comes to us, we do not need to accept it, because it may or may not be in harmony with our purpose, our goals or what we want to achieve, but we must consider it.

Take it into your conscious mind and analyse it before rejecting it. If you want to take it forward, that is when you move it to your

subconscious mind, where you attach your feelings, your emotions and you get engaged in that idea and the rest is perfect action – reaction: You take action and you will get reaction because that is the laws of nature.

If we do not necessarily believe in that, then we must really ask ourselves whether we believe in gravity, or in friction. Those physics concepts are just concepts – you cannot see them, but experience proves that they exist. This is the same thing and Dad has proven it to me.

The good things you have already come to you because of the laws of nature. Gratitude will keep you in creative thought and prevent you from falling into competitive thought.

It is incredibly important, and Dad told me many times, ‘Mahan (son in Tamil), you really need to understand, there is a law of gratitude and you must observe that law to succeed.’

The grateful outreaching of your mind in thankful praise to nature is a liberation or expenditure of force. These are beautiful ideas from Wattles and we really need to understand them. Dad really articulated that to me in quite a simple way – just making me and my mum, and our entire family, accept that whatever we have is precious and to be treasured. In every difficult moment that he faced, any problem that he came to, he would just say that everything happens for good reason and accept it. He would never react.

He used to tell a story that is worth retelling; about a king and his adviser. One day the king went hunting with his adviser in the

jungle. During the hunt, the king lost one of his fingers. On returning to the palace, the king was whinging about how he had lost his finger and how awful it all was. The adviser listened carefully and said, ‘Everything for good, your Royal Highness.’ The king was really cross, and replied, ‘What could possibly be good, I have lost my finger!’ He put the adviser in the prison.

Months and years passed with the poor adviser in the prison. The king went back to the jungle to hunt and on this occasion was caught by a tribe that was going to kill him as part of a ritual. They were just about to kill him when they realised that he did not have a complete body, so according to their ritual, the king could not be killed. The king rushed back to the palace, told the queen what had happened, and freed the adviser. The adviser had told him many years ago that everything is for good, and in fact, had the king not lost his finger, he would not have lived. So that fits in nicely with this chapter – everything happens for a reason, harvest the good and take action.

In the context of gratitude, because gratitude is about being able to accept and learn every day, let me finish off the story. The adviser was released, and the king apologised and told him what a fantastic adviser he was. Then the adviser said, ‘Again, everything for good, your Royal Highness.’ The king again got a bit annoyed and asked what he was talking about this time. And the adviser said, ‘Think about it, usually I come hunting with you. If I had come today, they would have killed me, because I have a complete body.’

If your gratitude is strong and constant, the reaction in nature will be strong and continuous. The movement of the things you want

will be always towards you. Notice with great gratitude is something that Bob Proctor also talked about. He always said to keep a gratitude journal, think about it all the time, to keep track of the things that you are grateful for. My feeling on writing gratitude journals is that keeping track of your gratitude must be combined with emotions. I come from a Hindu background and we were taught to recite our gratitude as mantras. But if someone asked me whether I understood them, the answer was no, because we just repeated ourselves.

These mantras are incredibly valuable and connect you to nature, but if you don't understand them – if you have blind faith, you are not going to be able to relate. So, an understanding is important, and understanding will only come through study. Not just memorising things, but intelligence, which now the world is accepting as emotional intelligence. The intellectual intelligence – the IQ, is important, but emotional intelligence – the EQ, turns your knowledge into action, turns your knowing into doing.

Notice that the grateful attitude that we have will take us wherever we want to go. You cannot exercise much power without gratitude, Dad said. If you think you are going to achieve whatever you want to achieve, and if you think you are achieving success, it may be temporary. You are not going to get long-term success. It is gratitude that keeps you connected with nature, but the value of gratitude does not exist solely in getting you more and more. That is not the purpose. It is about the growth; it is about where you are and how you are going to grow from it. It is not about material possessions or just any success.

We need to remember how we define success. Success is the

progressive realisation of a worthy goal. As long as it is worthy, as long as you are taking action every day, as long as you know exactly where you want to go, as long as you have gratitude every day and a purpose and a value, you will get there; this is physics. However, having gratitude is not just about getting more.

The minute your mind starts to dwell on dissatisfaction, you must make it focus on gratitude. This is quite timely because I am writing this book in the middle of the Covid-19 pandemic lockdown and everything appears to be going to go down. What goes up, must come down. It is nature. But if you start to feel negative, then straight away you need to say no and instead feel gratitude. You must bring it back, but to do that, you need to some tools.

These are the tools. In my previous publication I talked about *Thinking into Character*, and there is a set of tools there for how you do this. If you think without clarity, if you think with fear, if you entertain that negativity – guess what, that becomes the goal and you naturally attract it. At the same time, if you have positive thinking, a growth mindset, as Dr Carol Dweck at Stanford has called it, then you are in a quite different position. Then you attract success.

Again, it comes back to nature. Think about a magnet. A magnet only attracts what it attracts, the metal. It cannot attract plastic. It is the same for people. You attract the right things into your life if you are in the right frame of mind, and you will also repel various people or processes. That is okay because that is not your fault, you hold a positive mentality and these things happen. Never, ever have any anger or resentment towards other people. If your action, while

you are operating in the law of harmony, repels people, then that is meant to happen, just like the magnet.

‘To permit your mind to dwell upon the inferior is to become inferior and to surround yourself with inferior things,’ Wattles wrote. On the other hand, to fix your attention on the best is to surround yourself with the best and to become the best. The creative power within us makes us into the image of that to which we give our attention. We can achieve. Dad said, ‘Never, ever compete; always create.’ Only people who do not have the right mindset compete. We all must create.

So, we can think, and what we think, we can create. ‘The grateful mind is constantly fixed on the best; therefore, it tends to become the best,’ Wattles wrote. You have got to be something before you achieve something, Dad told me.

Character is a beautiful concept and my previous publication *Thinking into Character* talks lots about these ideas. To receive the best, faith is born of gratitude. Faith is also beautiful terminology that can be defined as the ability to see the invisible, believe in the incredible and receive what the masses think is impossible. I am not talking about religious faith here. I am not saying that that is good or bad. This is not about a religious theology. I am talking about faith in the context of nature. The things we cannot see or feel.

Think about the Wright brothers; two bicycle mechanics who said they could fly. No one believed them, but they saw it, they believed, they had faith. We are all flying now.

The grateful mind continuously expects good things and expectation



becomes faith. The reaction of gratitude upon one's own mind produces faith and every outgoing wave of grateful thankfulness increases the faith. The person who has no feelings of gratitude cannot long retain a living faith, and without a living faith you cannot get what you want in a creative plain in this world. This is what Wattles taught us.

We must get into the habit of being grateful for every good thing that comes to us. 'We should give thanks continuously,' Dad said. Again, this is not about just paying lip service, or writing a list and then walking away, but deeply giving thanks. It is not just the words, but also feelings that count. You can have gratitude within yourself and feel it without saying thank you all the time and recording it.

Be grateful for everything, even the simple things. Dad used to say to me, 'If you get up in the morning and find a wonderful day, be grateful for that.' During the height of the Covid-19 pandemic, we realised there were so many things we took for granted, such as meeting our friends. The world really changed in March 2020. This book will be around for many years and if someone reads it in 10 years' time, Covid-19 will be history. What I am pointing out here is the many things we are grateful for that we did not appreciate until we were denied them during a lockdown.

Do not waste time worrying about the shortcomings of those in power. Dad always said that and put it so beautifully. Half the people at any dinner party or discussion will always talk about the shortcomings or wrongdoings of the government or of leaders; he never did that. He had a great interest in politics, but he was interested in the facts, rather than saying whether they were right or wrong.

The world has created much opportunity for everyone, and opportunity comes to you via leaders doing certain things. Again, do not look at the negative. Things come to you because of your actions. There are corrupt leaders in all walks of life – business, politics, even religion. Do not give them your energy, because by doing that, you are planting seeds in your mind. You do not want negativity; you only want positive thinking. Of course, you can get involved in politics, but talk about facts. Dad used to say, do not ridicule people, do not say what might have happened. It is easy to criticise but hard to do any better.

As I write this book, more than 40,000 people have died in the United Kingdom with Covid-19, and there are many media outlets saying various things about our leaders. But Dad would say, ‘Do not say that they were wrong, or they should have done this or that. Harvest the good and move forward.’ There is not the least doubt that we will banish negativity if we can operate in a world of positive thinking and gratitude. Remember, they are all helping to raise the lines of transmission along which your success will continue.

‘Be grateful – harvest the good,’ as Dad said, ‘and then the good in everything will move towards you. This will bring you, Mahan (son), he said, into harmony with nature. If you work within the laws of nature, good will move towards you. It is invisible and you cannot see it, but can you see gravity? Can you see friction? You can feel it when it happens, but you cannot see it.’ That is such an important piece of advice.

Let me close with another story that my dad used to talk about from Earl Nightingale. This is a story from a country where a group

of workmen was hired to work on a farm. These people came from a small, remote village where there were then not many motor vehicles. The workmen were excited to be transported on the back of a truck. They had never had that opportunity before. When they came to the place where they thought they were supposed to get off, they stepped off the back of the speeding truck because they hadn't given it any thought. Fortunately, they fell onto a soft road, rather than a paved highway.

They bounced and were hurt and could have died. Thankfully, none was seriously injured and the terrified driver went to the back of the truck to find them laughing. When the truck driver later told the story, he put the blame on them; they had never ridden on trucks before so they just did not know how, and when, to get off. But Nightingale took something different from that story. He believed the amazing circus tumbling act on a remote farm road was caused, not by ignorance, but by a natural law. One that operates the same whether it is a truck, a boat, an airplane, or any other moving body in the world.

Newton talked about this and this is where the physics comes in: a body in motion tends to remain in motion until acted upon by an outside force. When the workers stepped off the back of the speeding truck, they were going at the same speed as the truck itself. The outside force was gravity, which pulled them down to the road, still travelling at the same speed. The law of gravity, the law of friction, saved them. This is exactly what we need to understand – the power of natural laws.