

CHAPTER 6

FAITH

Faith, Dad used to say, is the head chemist of the mind dictating the way that we work. Faith is blended with the vibration of thought and the subconscious mind instantly picks up that vibration and translates it into form. That is how thoughts become actions, as explained by Napoleon Hill. Dad also said that faith is very much linked to love and affection, which means that faith comes with that calmness of love of nature and humanity.

Dad talked about love and faith as psychic, which is the Greek word for related to the mind. There may be a biological aspect attached to faith too.

Faith is a state of mind that may be induced or created by affirmations or repeated instructions to the subconscious mind, building on the repetition concept that lots of psychologists and neuroscientists are now talking about. This is what Hill said, and obviously Dad talked

about it in a quite different way. He always said, ‘Mahan – son – just have faith that things will come to you.’ He told me not to have blind faith, not to blindly follow things, but to see the science behind it.

Dad had a strong Hindu upbringing with my grandparents and then married Mum, who had an exceedingly difficult childhood. She lost her father when she was young, and then studied with the British missionaries in Sri Lanka, becoming a Christian.

When Mum and Dad married, they respected both religions and visited both places of worship. I am a product of that and am very open-minded about religious views. I attended two British schools in Sri Lanka, both of which were based on strong Christian values, and that is something Dad was immensely proud of. I am not religious at all now. I believe in the laws of nature and both of my parents taught me that it was absolutely healthy to understand faith.

So, in this chapter I am not talking about any religious faith, just to make that absolutely clear. I am using the English word faith without attaching any religious context, as this book is nothing to do with religious belief. I respect all religions and am talking here about the laws of nature.

The faith we are talking about is the ability to see the invisible, believe in the incredible and receive what the masses think is impossible. This is the unknown, so how do we work in that unknown? How do we have that faith? That is what we are going to contemplate here, as well as the way in which faith is followed by definite plans for achieving what we desire.

The method by which one develops faith is extremely difficult to describe. 'It is almost as difficult,' Hill said, 'as it would be to describe the colours red, blue, or brown to a blind man who has never seen colour and has nothing with which to compare what you describe.' Think about that – this is that complex.

Faith is a state of mind that you can develop only once you have mastered how things work. All the current research suggests repetition is useful. My father and I used to go to temples and repeat mantras, but Dad said you must not just blindly repeat, you need to understand what you are saying.

Hill believed that people who exhibit disruptive behaviours have planted the wrong things in their minds and Dad talked about the mind being like fertile ground, where if you plant a particular seed, that will grow. Thoughts that are mixed with faith and emotion become physical fact. That is why they say the repetition of a lie becomes the truth, so we must be incredibly careful about what we put our energy, faith and emotions into.

That is why positives and negatives happen in the world. Let us consider the power of faith in the context of Mahatma Gandhi, who my father used to talk about a lot.

Mahatma Gandhi was from India and in this man the world saw an outstanding example of the possibilities of faith. Gandhi achieved more power than any man living in his time, with none of the orthodox tools of power – money, battleships, or soldiers. Gandhi had no money, no home... he did not even own a suit, but he did have power. How did he come by that power? Dad used to talk about Gandhi and my

wife used to call him Gandhi Papa, with Papa meaning grandfather. Hill also referenced Gandhi a great deal in his writing.

Gandhi was an incredible man who created power out of his understanding of faith. Through his ability to translate that faith into the minds of 200 million people, he accomplished a reach that the strongest military power on earth could not and never will achieve.

Gandhi was able to exert influence over 200 million minds and encourage them to move as one; that is the key to his achievement. What other force on earth, except faith, could do as much? Every time at our dinner table when we talk about faith, Mahatma Gandhi has always been the person we talked about. Dad and I had so many discussions and I vividly remember as a young man living in Sri Lanka that I entered a speech competition. I learned all about Gandhi and I spoke about him. At the time, I just memorised it and never attached any feelings or emotions to it. Now, I can reflect and relate back to that.

During the Depression, the world saw the power of fear to paralyse the wheels of industry and business. The same fear exists while I am writing this book in 2020, instigated by Covid-19. We have got to come out of it and faith is the answer. Faith in place of fear.

We know that out of this experience, new leaders in business and industry will emerge. By reading this book, and understanding these concepts, a huge amount of success can be gained.

Look at the success stories of various people in this world and all of them were, at some point, unknown. Business is due for a reform and I believe Covid-19 is going to transform the world. The technological

revolution is coming. Obviously, Dad is not here to talk about that, but some of the ideas he talked about when we were together were around how the world will change. He said there are times when we gradually make changes and then there are times when it is sudden and there is a bang effect that turns the world upside-down. I think 2020 will be one of those times. I am so fortunate to be able to write this book during this time and draw on a lot of the knowledge that Dad has given me.

Going forward, we need faith and cooperation, not fear. That is old style and not the way forward for the new 21st century. Machines are going to take over quite a lot of jobs from the human race, so labour will transform. The whole labour concept of before is gone, the factory concept is gone. Now, those people need to be working on their emotional intelligence, their EQ.

Moreover, in future, people will be led by leaders who understand and employ the principles employed by Mahatma Gandhi. Hill said that only in this way will leaders get the spirit of full cooperation from their followers, which constitutes power in its highest and most enduring form.

The leaders of the machine age have driven the human race into a new reality. This 2020 change will be led by another set of new leaders, some of whom we do not yet know.

‘What will matter in the future,’ Dad used to say, ‘is human happiness and contentment.’ Contentment means the acceptance of gratitude, while faith and individual interest, passion, and integrity, are all also especially important.

Faith is about linking our desires to what we can achieve. Let us talk about positive and negative emotions. I believe both make an impact on processes, so my focus will be very much on the positive emotions. Faith can be defined as a state of mind, and the opposite of faith is fear. Either you have faith, or fear. You cannot instantaneously move from one to another. As Dad used to say, you cannot have darkness in a room where you have strong light; the darkness must fade, and that is absolutely the best comparison.

If you think about us as humans, we have both. There are times when we feel fear and then we switch on the lights and the darkness fades. We are programmed from an incredibly young age to be careful, and not to take risks. Over and over again, the concept of fear is programmed into us, and as we grow, that programming develops. Over time, either you are in the faith camp or the fear camp. ‘If you keep switching from one to the other,’ Dad said, ‘life will not be much fun.’

It is recognised that one comes to believe whatever one repeats to oneself, whether true or false. If we repeat a lie over and over, we eventually accept the lie and believe it is the truth. That goes back to how we are programmed. We were born as a combination of the DNA of our parents and however many thousands of years of DNA before them. I am a product of the huge number of people who have gone before me. The only other aspect is our environment: where we are born, the people around us, and where we live. All of those effectively plant thoughts in our minds.

When we were young, we had no choice about the language

we learned or the way we were brought up. That is exactly how programming works, and once we are programmed, things are impossible to erase – much like learning a language. I learned Tamil as a child and then went to an English school and learned English. But it was impossible to erase what I learned in Tamil; it will always be there. You cannot easily unlearn – the biological and neurological evidence is that all your early learning remains dormant in your brain and once you go back and rattle the cage it will come back.

It is like when you learn to ride a bike as a child; even if you have not ridden a bike for a long time, you cannot unlearn it. That is the extent of the problem we are talking about with fear and faith. We are planting fear every time we tell our children to be careful – do not do that, do not do this. Instead we should give them a positive message, have faith, everything will be fine.

Hill said the thoughts that a man or a woman places directly in their mind and encourages and the sympathy with which those thoughts are mixed with emotions, constitute the motivating forces that direct and control our every movement, act, and deed.

Nature is a great cosmic mass of energy. It is made up of both destructive vibration and constructive vibration, Hill said. It carries vibrations of fear, poverty, disease, failure, misery, and vibrations of prosperity, health, success, and happiness. In 2020, we are dealing with the element of disease, but there is an opposite side, which is the health – the opposite of disease is health, the opposite of poverty is prosperity, the opposite of failure is success and the opposite of not being happy is happiness. Dad used to say, ‘Pick what you want, and

you can create your own economy.’ And I heard that again from Bob Proctor, my mentor.

When I was doing my A-levels, I did not know any of this and I had a limited understanding of physics. Physics is so profound and so beautiful; it is how the whole world works. But we were not taught like that; we were just given facts to remember, without emotions or understanding.

I can see that the education system must change now, towards giving that inside-out practice and building that ethos that *the end result of education is character*. Any thought, idea or plan that one holds in one’s mind attracts from the vibrations of nature, and that is absolutely a cornerstone of Dad’s views.

Dad talked about the definite achievement of an aim, purpose, or goal. We have got to know what we want, he said. If you do not have a goal, you cannot get anywhere.

‘If you bring your car out’, Dad used to say, ‘ask where you are going. If you do not know, you will just drift.’ We all need a goal every day for where we are going, but how many of us have a goal for our careers? How many of us have a goal for our personal life – that is what Dad talked about.

That leads us into what Dad said about people not always having goals. He said sometimes people do not want to think about faith. He talked about a lack of self-confidence. He gave me huge self-confidence as a child; both he and my mum always said everything was possible, and nothing impossible. Perhaps at some point I will

be writing *The Power of Learning from Mum* as my next book, because she gave a different perspective. She had a difficult life and had some emotional challenges; there were times when I did not necessarily agree with Mum, especially in the latter stages of our lives, but I understand her now. She really struggled to shift her emotional programming and to move those paradigms. But she was an incredibly kind woman who always supported me and gave me great self-confidence.

So, Dad talked about how self-confidence is critical, that you must know that you have abilities. To just believe that. Then your dominating forces will put you where you want to be. You have got to believe and repeat it in your own mind, and you have got to have your goal written down somewhere, to allow it to take form. And finally, it is about faith, faith, faith.

When we realise that no success, wealth or happiness is going to come automatically, that eases our thoughts and drives that impulse of success.

All impulsive thoughts tend to close themselves in their physical form, and this is where the human mind plays a big part. Dad believed that we fill our mind with fear, doubt and non-belief in our own ability, the forces of nature will take us into those areas that we do not want to get into. That is all about the faith and the fear, and it very much follows Hill's words. This is as true as the statement that two plus two equals four. If we believe two plus two is four, we must believe there is no concept of faith and fear together. It is as simple as that.

‘If you think you are beaten,’ Dad said, ‘you have already lost the game. If you think you are outclassed, then you have got to think that

you are never going to be a success.’ And, he said, life’s battles do not always go to the stronger or faster people, but sooner or later, the person who wins is the person who thinks they can. That is where faith comes in.

Sometimes, the emotion of love is intricately linked to faith. For me, I was a totally different person in 2006 and my emotion at the loss of my dad really knocked me to the ground. When it did that, the love I had for him, which is what I missed, made me a different person. I would not be doing what I am doing now if he had not taught me these lessons. It is so humbling and sometimes emotional to feel that when he was alive he really gave me everything, but now, since he was lost in that tragic accident, he has perhaps taught me the biggest lesson of my life – to understand what life is and to ask the questions that I am asking.

Mum and Dad always talked about Christianity as the greatest single force to influence the minds of man, and the basis of Christianity is faith. As I said, my mum was a Christian and then became a Hindu like my dad. She and my dad believed the teachings and achievements of Christ all come down to faith. I am not talking about religious faith, but faith based on understanding.

The opposite of understanding is ignorance, or not knowing. If you set off on the path of ignorance, the world will not be good. If you go on that ignorance route, you are moving into a different situation, effectively unable to achieve anything in that space. But the opposite of ignorance is knowledge, and knowledge comes with study.

On the knowledge side, when you study how the world works and

how nature works, when you have the user manual for human life, human spirit, and human intellect, you will gain faith. By having faith, you can express that faith and achieve wellbeing. The opposite of wellbeing is anxiety and depression. Wellbeing is always expressed and when you express it, you accelerate life and you are at ease.

Bob Proctor puts it quite nicely, when he says the opposite of 'at-ease' is 'dis-ease', when your body is not at ease with your mind. That is when the whole dis-creation comes in, when you just go into a downward spiral, and that is where we encounter mental health issues. Today, we treat mental health issues with chemicals to treat the brain, but if you go back to the basics, we can deal with them in a cognitive way.

To come back to the positive side of faith, if you are at ease, the one thing in the world that you will be able to do is create. Dad always said that you are here to create: you become a creator and then you do not need to compete. I absolutely understand this now. When I was training as a chartered accountant in the UK, we were working with some of the top investment houses, fund managers and investment banks. Every time they would ask for a competitor analysis. I used to tell them, you do not need to do a competitor analysis, you just need to do a self-analysis.

I am not here to compete with anybody. Dad's departure taught me that I am here to create. There is so much out there, and the world offers so many opportunities, why would I want to go and compete with another person? Instead, all of us as individuals can understand and grow.

Bob Proctor, my mentor, was born in 1934 and my father was born in 1934 as well. Every time I see Bob, I see my father. My dad did not have the opportunity to express what Bob has taught to the world. It is nice to conclude this chapter with what Bob says: ‘Faith and fear both demand that you believe in something you cannot see.’

As we have said, it is your choice, which one you choose to welcome into your life.