

## PART TWO (NEXT MONTH)

Think carefully about this—it will in fact change you life.

Consider your written goals, your “mantra (as it were) being something like: “By year’s end I WILL have earned no less than \$350,000; I will have acquired no fewer than 10 properties; I will be driving a white Mercedes convertible with blue interior; I will be living in a \$450,000 home with payments of no more than \$2,500 per month; my mate will be a gorgeous brunette who loves Golf.”

Then two months go by and the Universe replies: “Well, I tried. I had the ideal woman for you (Pamela Anderson was available, but she’s a blonde); I arranged for the Mercedes too, but there weren’t any white ones; the only house available under your terms was worth \$550,000 but the payments were far less than your \$2,500 requirement; and the income I projected for you, given your degree of participation in all of this, was only \$349,999.99. Sorry.” Then as one by one, none of your goals are realized, you become convinced that “...it doesn’t work, and that [you] wasted big money on the book, tape series or course that seemed so convincing at first.”

The fact is that our goals will remain un-materialized no matter how hard we squeeze down, or how loud we scream out; and no matter what books we read, or courses we take, until they all become necessities and until we absolutely realize that we deserve what we ask for. Needs are ‘always’ fulfilled: wishes seldom are.

Therefore, instead of trying to control the Universe, as too many wannabe gurus would have you do, consider instead making it your partner and working with it under it’s rules. Start by converting your idle wishes to necessities and allowing the Universe to

give you what it ‘knows’ you need, rather than what you wish you had. In other words, plan for what you are going to do with that \$350,000 before asking for it. Know what kind of house you need and let the Universe decide how much it’s going to cost, where it will be and what color it is.

We have to allow the Universe to pick our car color too...it won’t give us a green Yugo with purple polka dots—it knows what we want and deserve. And, besides, we can always have it repainted for \$29.00 at Earl Scheib’s.

Regarding the woman (or man) in your life, acknowledge that true love, personality, mutual respect and compatibility are more important than somebody’s hair color, body type or what hobbies they may or may not enjoy.

And never forget that Hope is only a distant relative of Trust and Faith...it’s not even a first cousin. Replace *wanting*, *hoping* and *wishing* with *needing* and *trust*, and with objectives and desires of which we alone are in charge, and which we are absolutely certain belong to us.

The only thing important in personal or financial achievement is the continual creation of right ‘alternatives’ upon which to act, or to which to react when the time comes. When you let go of the end-result and concentrate on honesty and planning, without regard for the outcome, the process leading to the end-result begins immediately and appears the instant you’re ready for it.

Part III coming next month