

LESSON ELEVEN

LEAVING EVERYONE WITH THE IMPRESSION OF INCREASE The Number One Key to Success



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THE IMPRESSION OF INCREASE**

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“Givers gain.”

JANE WILLHITE

OVERVIEW

The movie and the book *The Secret* turned into a worldwide phenomenon. We felt very fortunate that our company was featured in it. *The Secret* created an awareness. The film brought to the surface of the conscious mind, for several hundred million people the fact that every aspect of our life is truly affected and governed by the natural laws of the universe. In fact, all of life is governed by the law.

Dr. Wernher von Braun who was considered by many as the father of the space program was quoted in the movie *The Secret* saying that “the natural laws of the universe are so precise that we don’t have difficulty building space ships that will travel to the moon, and we can time the landing with the precision of a fraction of a second.” When the President of the United States, John Kennedy, asked Dr. von Braun, what it would take to build a space ship that would carry a man to the moon and bring him back safely to earth, the good doctor’s answer was simple and swift: it was merely five words—“the will to do it.”

That is precisely what it will take for you to accomplish anything that you want to accomplish. Dr. von Braun’s answer was confident and direct because he understood the laws. He also understood that by working in harmony with the laws you can accomplish anything you can imagine.

The purpose of this particular lesson is not to cover all of the laws, but rather to focus on one. This lesson is founded on the premise that givers gain. It is based upon the law that Emerson said was ‘the law’ of laws: **the law of cause and effect**. To fully appreciate the wisdom of leaving everyone with the impression of increase, it is best that you give some thought to the common denominator amongst people – we are all spiritual beings. You then have to consider the basic truth that spirit is always for expansion and fuller expression. It is never for disintegration. Any problem we have that causes us to go backward is the result of our individual or collective ways of thinking.

Increase is what all men and women are seeking. It is the urge of our spiritual

essence within to find fuller expression. As Wallace Wattles says,

*“The desire for increase is inherent in all nature.
It is the fundamental impulse of the universe.
All human activities are based on the desire for increase.
People are always seeking more food, more clothes, better shelter,
more luxury, more beauty, more knowledge, more pleasure—more life.
Every living thing is under the necessity for continuous advancement.
Where increase of life ceases, dissolution and death set in at once.
People instinctively know this, and hence
they are forever seeking more.”*

What Wallace was talking about is evident. Look around you. Consider sports. If people are running, they want to run faster and if they are jumping they want to jump higher. In sales, people want to sell more. Companies are forever trying to improve the bottom line of their financial statements. They are not interested in holding the line, they want to improve it.

That is without question the natural urge of life seeking expression. When you are honestly attempting to leave everyone with the impression of increase, and we must emphasize everyone, you are putting yourself in harmony with the higher side of the other person’s personality. People will quickly realize that by associating with you they will enjoy increase for themselves.

If you always take an honest pride in doing this and let everyone know that you are a giving person, you will have an abundant life. However, you let people know you are a giving person through your actions. Let your way of life telegraph that beautiful truth to everyone you come in contact with. Leave everyone with the impression of increase.

A critical aspect of giving is that it must be spontaneous. If you have to think about whether you should give or not, you are very likely trading, which is what most people do and they mistakenly call it giving. Giving should be a habit. It should be a free flowing action—a part of your habitual nature. We should willingly give and graciously receive.

When giving becomes a part of your paradigm the universe will constantly, without interruption, be sending good in your direction. Think about it for a moment. We have already stated that Emerson suggested that cause and effect was the law of laws. This law has been stated many different ways. Action and reaction are equal and opposite ... energy always returns to its source of origination. What you put out comes back. So a thinking person who understands the law would

naturally (nature's way) just want to send good energy into the universe. If energy always returns to its source of origination, would we consciously and deliberately send bad energy out? Of course not. However, if your paradigm is in control, the expression of negative energy can be automatically triggered by conditions, circumstances or another person from your outside world. You can automatically react to situations in a negative way when, if you were in conscious control. If you were aware of what was going on, you would never do it. People don't deliberately walk in front of moving automobiles. Now, from time to time, some do walk in front of moving automobiles—it's infrequent, if and when it happens—but nowhere near as often as people sending negative energy out into the universe.

The universe is totally deductive. It does not differentiate between good and bad. It only receives and reacts. The law says action/reaction are equal and opposite. The universe just sends like energy back to us. This is why it becomes vitally important for us to continually be working at altering the old paradigm, improving the program, improving our lives.

When you form the habit of leaving everyone with the impression of increase, sending good energy to everyone you meet whether you know them or not, and regardless of what their behavior may be toward you, you are going to be abundantly rewarded. It may be difficult to see how you are going to benefit from helping a person you don't know and you may never run into again. Nevertheless, know it will come back to you. When you turn this type of behavior into a habit and it becomes part of your paradigm, every aspect of your life is going to improve. Clearly understand that the person you give the good to, the company or the situation that you give the good to, may never be able to help you. Your good may not come back from them. If that's what you are expecting, you are deluding yourself. You're trading. Just realize that they are an expression of a universal power and it's the universe that's going to reward you. It's universal laws that you are working with. Most people receive their good through the keyhole. Open the doors and windows and expect it to come from all places. Another very important point that you must clearly understand is that your paycheck does not come from your company. It merely comes through your company. And if it gets to a point where it will not come from there, it will come from someone else.

In the space provided pick three distinct areas of your life and one person in each of these areas. Now give consideration to how you will leave these people with the impression of increase every time you are in the presence of or communicating with them. Continue to do this with these people and it will soon become a habit. You will also notice that in a relatively short period of time you'll be leaving everyone with whom you come in contact, with the impression of increase.

AREA 1

NAME

AREA 2

NAME

AREA 3

NAME

KEY POINTS

- Riches, in the context of this program, refers to giving and receiving of abundance in all areas of your life.
- Start looking for what other people do well. Bring it to their attention. Let them know you notice it. Leave the impression of increase with every person you come in contact with.
- Energy always returns to its source of origination. Give and you shall receive. If you can incorporate this into your thinking, into your everyday way of life, with every person you come in contact with, you're going to have a richer life.
- When you leave someone with the impression of increase, that positive energy must flow to and through you first. When you see the best in other people, in your company, in other situations and circumstances, you're going to be in a phenomenal vibration. You're going to feel good all the time.
- The compensation for developing the Impression of Increase in your character is phenomenal. It goes beyond the scope of your imagination.
- You don't get rich by doing certain things, you get rich by doing things in a certain way. (The certain way is by law.)
- To live the rich and abundant life you must bring your mind into harmony with the laws that govern your being. Your work, how you spend your days, whether you are a professional or a laborer, must be seen as a service you are rendering and must be done in a certain way. This is why your mind must be brought into harmony with the laws of the universe.
- The law says what you put out is what comes back. Give your best. It doesn't matter what anybody else is doing. You want to make certain that you are one of the most effective human beings you could ever be. Do things in a certain way.
- What you think controls your emotions, and your emotions control the vibration that your body's in. Your vibration controls your action and your action controls the reaction of the universe that you are a part of. It is when the action and reaction meet that your results are manifested. It's you and the universe working together. When you are in harmony with the universe, your results will be positive. When you are not, the results will be less than you desire.

- The certain way is illustrated throughout this program. Every lesson in this program, whether verbal or in writing, is a lesson on **Thinking Into Results**.
- You become what you think about is a truth all great leaders have agreed on, although they have disagreed on virtually everything else. You choose your thoughts. You can reject or internalize those thoughts. The thoughts you internalize are impressed upon your heart—the universal subconscious mind. What is impressed upon the heart controls who and what you are at that moment. The repetition of certain thoughts eventually become fixed in your subconscious mind and keep you in that vibration and controls the results that you'll achieve.
- THINK. Be in control of what you think. Do not permit people, conditions or circumstances to control your thinking. Be aware of what is happening around you. However, be in control of what is happening within you. Don't allow people around you to control what you think. Think great thoughts about your family, your job, your company, etc.
- Make up your mind that regardless of what you did in the past, you're going to do something phenomenal in the future. When you wake up in the morning make up your mind, "Today, I'm going to do it better than I've ever done it before." You're going to do it a certain way, in a calm, confident manner. Remember, there's always a better way.

IMPRESSION OF INCREASE INDIVIDUAL WORKSHEET

1. Pick a co-worker with whom you truly desire to improve your relationship. Describe the relationship as it is and describe the relationship you desire to have, keeping in mind that it is our attitude towards the world that will determine the world's attitude toward us.

2. How could you leave this co-worker with the Impression of Increase every time you are in their presence?

3. Make a list of six good qualities this person possesses that you will carry with you at all times until they are fresh in your mind at all times.

i.

ii.

iii.

iv.

v.

vi.

4. How could you improve your relationship with your immediate superior?

5. How could you practice the Impression of Increase with that person?

6. What will you begin doing that will help remind you to use the Impression of Increase with everyone you meet until it becomes a habitual part of your personality?

7. Wallace D. Wallace in the *Science of Getting Rich* said you do not get rich by doing certain things, you get rich by doing things in a certain way. What did he mean by that?

8. How could you practice doing things in a certain way at work?

IMPRESSION OF INCREASE TEAM WORKSHEET

1. Choose one situation where the team could benefit from practicing the Impression of Increase process. It could be with customers, with internal departments, or among co-workers on the same team. Describe the situation.

2. How could the team apply the Impression of Increase concept? What would it look or sound like?

3. What one or two action steps can you take as a team to apply the Impression of Increase process this week?

4. Refer back to Wallace D. Wattle's concept that successful people do things in a certain way. Think of a situation the team would like to improve. What could the team begin doing in a certain way to guarantee success?

3 THE THREE R'S EXERCISE — REVIEW, RE-THINK, REWRITE

1. **Review** the ideas, exercises and tools you have received in this Lesson Eleven of *Thinking Into Results* and outline what you have learned.
2. **Re-think** what action steps you will take based on this Lesson that will move you and your team closer to the goals you identified in Lesson One.
3. **Rewrite** your goal. Does your goal need clarification? Is the image clear? If you gave the written description of the goal to an absolute stranger, would that description create a picture in their mind that is the duplicate of the one you are holding in your mind? If not, bring more clarity to the written goal.

THE SPIRIT OF OPULENCE

If we clearly realize that the creative power in ourselves is unlimited, then there is no reason for limiting the extent to which we may enjoy what we can create by means of it. Where we are drawing from the infinite we need never be afraid of taking more than our share. That is not where the danger lies. The danger is in not sufficiently realizing our own richness, and in looking upon the externalized products of our creative power as being the true riches instead of the creative power of spirit itself.

If we avoid this error, there is no need to limit ourselves in taking what we will from the infinite storehouse: "All things are yours." And the way to avoid this error is by realizing that the true wealth is in identifying ourselves with the spirit of opulence. We must be opulent in our thought. Do not "think money," as such, for it is only one means of opulence; but think opulence, that is, largely, generously, liberally, and you will find that the means of realizing this thought will flow to you from all quarters, whether as money or as a hundred other things not to be reckoned in cash.

We must not make ourselves dependent on any particular form of wealth, or insist on its coming to us through some particular channel—that is at once to impose a limitation, and to shut out other forms of wealth and to close other channels; but we must enter into the spirit of it. Now the spirit is Life, and throughout the universe Life ultimately consists incirculation, whether within the physical body of the individual or on the scale of the entire solar system; and circulation means a continual flowing around, the spirit of opulence is no exception to this universal flow of all life.

When once this principle becomes clear to us, we shall see that our attention should be directed rather to the giving than the receiving.

We must look upon ourselves, not as misers' chests to be kept locked for our own benefit, but as centers of distribution; and the better we fulfill our function as such centers the greater will be the corresponding inflow."

Thomas Troward

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