

LESSON ELEVEN

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



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.

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ii.

iii.

iv.

v.

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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.