

Dear Readers,

Last week I had the opportunity to spend several hours with a person who indicates that Napoleon Hill's Philosophy is the ultimate factor in his life's success. Visiting his office filled with a lifetime of memorabilia, I couldn't help but notice that the walls were literally covered with images of this gentleman at various stages of his success. These images created a series of individual stills that became the storyboard of his life. As I looked at hundreds of photos, it gave me a rare opportunity to see a life develop due to the underlying influence of Napoleon Hill. By envisioning the POSITIVE SELF that Dr. Hill discusses in this week's article, this man was able to set a higher standard above his existing reality. This "new reality" then became for him a point of destination in his not-to-distant future.

One of his success memories involves an organizational chart for the company who had just hired him. Once he was put on the payroll, the head of human resources took great pride in penciling him in at the very bottom of the chart and then handing it to him. Instead of crumbling it up and throwing it in the trash, this man took the chart to his garage "apartment" and placed it at the foot of his bed. Nightly he studied it while engaging his creative imagination. At every opportunity he mentally envisioned himself climbing the organizational ladder at which he was labeled the bottom rung. Rather than being a deterrent to his advancement, this organizational chart became a visual image of inspiration for him that culminated in his ultimate success within that very company. Due in part to this visualization practice, within less than five years he went from hotel clerk to the general manager. Can't you just imagine the head of human resources wondering under his breath how this happened at all – and so quickly?

Well, if you're wondering too, you can just ask Jim Connelly and he will tell you straight up that there was no real magic to it! He followed the formula Dr. Hill created in *Think and Grow Rich* and used it to his advantage. He tells me that nothing less than success was always the result. This "magic" formula still exists today and you too can find it in *Think and Grow Rich*. Just ask Jim if he believes it can still work. He will refer you to the "Six Ways to Turn Desires into Gold" located in Chapter Two of *Think and Grow Rich*, and let you be the judge.

Wake Up and Meet Your Positive Self
by Napoleon Hill

Army engineers in Alaska worked feverishly to complete a bridge. The river was frozen over solidly, and they were using the ice to support the central abutments. Failure to get the central beams into position before the ice thawed would be disastrous.

The steel beams had been made at a Pennsylvania mill, which called for a long transportation haul. To make matters worse, exceedingly bad weather had slowed the