

Wisdom Note – *The Science of Getting RICH*

Author: **Wallace D. Wattles**

Brief Background

Wallace was born into relative poverty yet built a personal fortune through living the principles of his books, of which *The Science of Getting Rich*, published in 1910, was the most famous. In the preface to *The Science of Getting Rich* Wallace credits his theory to be initially of Hindu origin, “and has been gradually winning its way into the thought of western world for three hundred years. It is the foundation of all the Oriental philosophies, and those of Descartes, Spinoza, Leibnitz, Schopenhauer, Hegel and Emerson.”

From these philosophers Wallace learned the power of thought, gratitude, cooperation, creativity, will and above all efficient ACTION. He teaches us that we must trust ourselves for everything we need is within. In his essay, *Self Reliance*, Ralph Waldo Emerson told us “Trust thyself: every heart vibrates to that iron string.” Wallace himself says: “Trust and believe. Whatever you want in life is right there waiting for you

At a low point in her life, her father having recently passed away and her business on the verge of collapse Rhonda Byrne was given a copy of *The Science of Getting Rich*. She later described that her inspiration for creating the 2006 hit film and book *The Secret*, was her exposure to Wattles’ book. On her web site she writes that *The Science of Getting Rich* “is the key to prosperity you have longed for. **It will change your life.**”

Turning to Emerson again, he said that “**Man is a stream whose source is hidden.**” In the Introduction to the 1999 version of *The Science of Getting Rich*, Rebecca Fine builds on Emerson’s wisdom with this succinct summary of some of the lessons Wallace teaches “**You already have within you everything you need to turn your dreams into reality.** You are a person of infinite worth and unique possibility. Even if you don’t think of yourself as a creative person, and even if you’ve failed before, and even if you think you’ve tried everything, open your mind to this book. You’ve probably heard the saying, “When the student is ready, the teacher appears.” That has certainly held true for me and many, many others, and perhaps you’re ready, too — right now. If you’re not yet where you want to be in terms of income and your own personal success, **the problem may not be what you’re doing so much as how you’re doing it.** And that begins with how you *think*. If you want to change your life, you may just need to change your mind!”

The logic Wallace describes is practical and scientific in nature, thoroughly researched from some of the greatest philosophical minds and **crucially applied** in Wallace’s life, he took the lessons and lived them – his writing is his legacy to help others share the benefits that he discovered. As Wallace writes “**You are to become a creator, not a competitor; you are going to get what you want, but in such a way that when you get it every other man will have more than he has now.**”

I love that “become a creator, not a competitor” and “when you get it (*what you want*) every other man will have more than he has now.” – Sounds like a true Go-Giver philosophy to me.... Please take the time to commit it to memory as we discover the truth according to this remarkable man and follow Wallace’s advice: “All that is necessary is that with absolute FAITH, you should do all that you can do NOW, and keep moving toward more life” so “get into the mental attitude of FAITH and ACTION described in these lessons” “have FAITH, and MOVE on.”

Big Point

Success in life is becoming what you want to be.

Wallace opens *The Science of Getting Rich* with this powerful statement

“WHATEVER may be said in praise of poverty, the fact remains that it is not possible to live a really complete or successful life unless one is rich. No man can rise to his greatest possible height in talent or soul development unless he has plenty of money; for to unfold the soul and to develop talent he must have many things to use, and he cannot have these things unless he has money to buy them with.”

Go back and re-read that please and internalise it. No pulling any punches there! Wallace is saying that we must have money and lots of it if we are going to develop ourselves, and as you may recall on the previous page by doing that we will enrich others too. If you are like me at some stage in your life you may have shied away from the thought of enriching yourself financially, in fact Emerson said we are **“afraid of fortune”** and George Bernard Shaw said **“You are going to let the fear of poverty govern your life** and your reward will be that you will eat, but you will not live” If you have a hang-up about making (lots of) money consider that it was said “it takes the nation millions to keep Gandhi poor” and Gandhi himself said “Capital as such is not evil; it is its wrong use that is evil. Capital in some form or other will always be needed.” T. Harv Eker is rather more forthright: “Let me put it bluntly: anyone who says money isn’t important doesn’t have any! Rich people understand the importance of money and the place it has in our society...” On a similar theme the motto of one of my mentor’s is “Make money, do good, have fun.” So let go of that hang-up! Wallace tells us:

“There is nothing wrong in wanting to get rich. The desire for riches is really the desire for a richer, fuller, and more abundant life — and that desire is praiseworthy.”

Wallace had quite strong religious beliefs on the betterment of humanity and his teachings are a more enriching road to wealth focused on “manifesting your good.” The caveat: What you seek must be in harmony with the universe. It should be to further your fullest expression, **not merely for excitement and entertainment**. You want wealth so that you can pursue your interests and develop your mind, and be in a position to give generously or as Wallace says:

“You do not want to get rich in order to live swinishly, for the gratification of animal desires; that is not life.”

So what is life? According to Wallace God wants us to make the most of ourselves, in fact it is:

“...your duty to yourself, to God and humanity, for you can render to God and humanity no greater service than to make the most of yourself.

“What He wants is that you should make the most of yourself, for yourself, and for others; and you can help others more by making the most of yourself than in any other way. ... You can make the most of yourself only by getting rich; so it is right and praiseworthy that you should give your first and best thought to the work of acquiring wealth.”

There’s a lot packed into this ‘truth’ according to Wallace. Who also tells us that in order to ensure the correct functioning of the “holy trinity - our mind, body and soul” it is of “supreme importance to be rich.” If our “holy trinity” is not functioning we are not doing the most for ourselves and can not do so for others.

Wallace expands on his point that we must live to our highest potential:

“The purpose of Nature is the advancement and unfoldment of life; and every man should have all that can contribute to the power, elegance, beauty and richness of life; to be content with less is sinful.”

We have a moral obligation to be rich...**“to be content with less is sinful.”** Wattles says,

“Moral and spiritual greatness is possible only to those who are above the competitive battle for existence.”

Now that we are clear that being rich is our moral obligation...let’s listen to Wallace as he teaches a “Certain Way” to obtain wealth and reach our “Highest Potential”

“And unless you really want to get rich, so that the desire is strong enough to hold your thoughts directed to the purpose as the magnetic pole holds the needle of the compass, it will hardly be worthwhile for you to try to carry out the instructions given in this book

“There is a science of getting rich, and it is an exact science, like algebra or arithmetic. There are certain laws which govern the process of acquiring riches, and once these laws are learned and obeyed by anyone, that person will get rich with mathematical certainty.”

“Like causes always produce like effects.”

Brilliant just brilliant – and we’ve heard that down the ages effectively “you reap what you sow.”

Let’s listen to Wallace as he teaches us how to reap what we sow for the benefit of all.

Wisdom

“Focus on the limitless supply and ignore any appearance to the contrary.”

The First Principle Wallace advocates is: **Thought**. Let’s re-read the last part of the quote on page 2: **“you should give your first and best thought to the work of acquiring wealth.”** To start Wallace counsels us:

“There is, as Emerson says, some central idea or conception of yourself by which all the facts of your life are arranged and classified. **Change this central idea and you change the arrangement or classification of all the fact and circumstances of your life.”**

Wattles cautions us to never think or talk about your past financial troubles:

“If you want to become rich, you must not make a study of poverty.”

When it comes to wealth the fact is many people focus on not having enough, and that becomes reflected in their circumstances. The circumstances you find yourself in today, if you are not happy with them, are not “you.” They are simply the result of all that you have thought and done in the past, and your future can be totally different. If most of your thinking is negative and rooted in feelings of lack, it is logical that this outlook is expressed in real life. That’s certainly something to

think about. And as Wallace says “Change this central idea.”

“There is nothing in your circumstances or in the industrial situation that can keep you down.”

You can change your circumstances, in fact if you are not happy with anything in your life listen to what Jack Canfield had to say in his book *The Success Principles*: “Twelve-step programs such as Alcoholics Anonymous define *insanity* as “continuing the same behaviour and expecting a different result.” It ain’t gonna happen! If you are an alcoholic and you keep on drinking, your life is not going to get any better. Likewise, if you continue your current behaviours, your life is not going to get any better either. *The day you change your responses is the day your life will begin to get better!* If what you are currently doing would produce the “more” and “better” that you are seeking in life, the more and better would have already shown up! If you want something different, you are going to have to *do something different!*” and if you don’t think it’s possible listen to what Isira said “You learned your thoughts, beliefs and identity. Why then would you imagine you can’t unlearn them?”

To move on let’s recall Henry James who told us “It’s time to start living the life you’ve imagined.” And to do that Wallace reminds us:

“Thought is the only power which can produce tangible riches.”

“The way we do things is a direct result of the way we think about things.”

“Thinking acknowledges the connection between the invisible substance or energy that makes up the universe and your thoughts. By connecting the two, you have greater control over the creation of matter.”

Listen again to the succinct way Wallace states “The way we do things is a direct result of the way we think about things.” Let’s think about that and whilst we are at it consider this wisdom from the excellent book *Spiritual Economics* by Eric Butterworth: “There is a great idea that you will encounter again and again on your quest: **you are a living magnet, constantly drawing to you the things, the people, and the circumstances which are in accord with your thoughts.**”

This is central in many of the teachings from ancient sages to modern day thought leaders.

Wallace explains a central tenet of his teaching is New Thought principles to suggest that there is intelligence in everything that exists in the universe and that we are all linked by a kind of universal mind. Jung had a similar idea with his “collective unconscious.” You engage in radiation and attraction all the time, but because you are not properly aware of it you don’t see the error in radiating thoughts of negativity and lack. As a side note did you know that the friends of Marconi (inventor of the radio) took him to a mental hospital for believing that he could send “messages through the air?” The good news as Wallace tells us:

“When we realize this we lose all doubt and fear, for we know that we can create what we want to create, we can get what we want to have, and can become what we want to be.”

Wallace teaches that we do not achieve deeply felt goals by action alone (although action is extremely important as we will see later), but are helped along depending on the quality and

intensity of our belief that they will be achieved.

"The scientific use of thought consists in forming a clear and distinct mental image of what you want; in holding fast to the purpose to get what you want; and in realizing with grateful faith that you do get what you want."

Its essential to have a clear and distinct mental image of what you want and a steadfast belief, and as Claude Bristol tells us so magnificently: "Gradually I discovered that there is a golden thread that runs through all the teachings and makes them work for those who sincerely accept and apply them, and that thread can be named in a single word—belief." In a similar vein Eric Butterworth said "Faith is expectancy. You do not receive what you want; you do not receive what you pray for, not even what you say you have faith in. **You will always receive what you actually expect.**" Back to Wallace who advises "Behind your clear vision must be the *purpose to realize it.*"

Wisdom	"Use your will power to keep your mind OFF the subject of poverty and to keep it fixed with faith and purpose ON the vision of what you want and are creating."
---------------	---

As we are discovering Wallace is quite clear that wealth creation is a product of mind, combining reasoning, imagination, and **tenacity of purpose**:

"The Creative Power within us makes us into the image of that to which we give our attention."

Where we put our attention is a recurring theme in the chapters of *The Science of Getting Rich* and for good reason. Recall the Chinese proverb, "Great souls have wills; feeble ones have only wishes" and Robert Collier's "It may seem paradoxical, but few people do know what they want." And let's not forget the timeless wisdom of Seneca from Letters from a Stoic: "To be everywhere is to be nowhere." Napoleon Hill called it "definiteness of purpose."

Wallace provides a compelling picture:

"That clear mental picture you must have continually in mind. As the sailor has in mind the port toward which he is sailing the ship, you must keep your face toward it all the time. You must no more lose sight of it than the helmsman loses sight of the compass."

There is a caveat, thinking alone will not help you achieve the big goal:

"Do not give your creative impulse to Original Substance, and then sit down and wait for results; if you do, you will never get them. **Act now. There is never any time but now, and there never will be any time but now. If you are ever to begin to make ready for the reception of what you want, you must begin now.**"

"Thought is the creative power, or the impelling force which causes the creative power to act; thinking in a Certain Way will bring riches to you, **but you must not rely upon thought alone, paying no attention to personal action. That is the rock upon which many otherwise scientific metaphysical thinkers meet shipwreck - the failure to connect thought with personal action.**"

As the threads of this book are sowing together the wisdom is abundantly flowing, eradicate your mind **TOTALLY** of negative thoughts, visualize exactly what you want and take action – the universe

is listening but you have to move towards it with steadfast steps of purpose. To emphasise the importance of action let's listen to Emerson again: "No kernel of nourishing corn can come to him **but through his toil**" and Wallace:

"Do not sit down and try to ATTRACT the thing you want to you; but begin to move toward the thing you want, and you will find it coming to meet you. Action and reaction are equal; and the person who steadily and purposefully moves forward with one thing in view becomes a center toward which the thing he seeks is drawn with irresistible power..."

You only have control over three things in your life—the thoughts you think, the images you visualize, and the actions you take (your behaviour). All are of *equal* importance and must be in total harmony at all times.

"It is not your part to guide or supervise the creative process; all you have to do with that is to retain your vision, stick to your purpose, and maintain your faith and gratitude."

Incidentally the "creative process Wallace is referring to is the "creative energies of the universe" we can not guide or supervise that, but he says we should recognize and honour it and do all we can through our thoughts, vision and actions to "maintain faith and gratitude."

Wisdom	"Gratitude is not only the greatest of virtues, but the parent of all others." Cicero
---------------	---

Wallace leads us into a lesson on gratitude.

"A seed, dropped into the ground, springs into activity, and in the act of living produces a hundred more seeds; life, by living, multiplies itself. It is forever Becoming More; it must do so, if it continues to be at all."

Isn't that just beautiful..."A seed, dropped into the ground, springs into activity." What is that seed? Well in fact it's everything you put out, every thought, every action, every behaviour and attitude. So why not plant seeds of gratitude:

"There is a law of gratitude, and it is absolutely necessary that you should observe the law if you are to get the results you seek. **The law of gratitude is the natural principle that action and reaction are always equal and in opposite directions.**"

Gratitude for all we have in life is essential. Not just material possessions but all we have experienced. When you take those experiences good and bad and learn from them be grateful, they are helping to shape you. Gratitude will prevent you from falling on to the plane of competitive thought and lack, and make you realize the blessings that are already yours.

I love this reasoning. Wallace is exactly echoing Emerson (in fact Wallace uses the exact same sentence) "Cultivate the habit of being grateful for every good thing that comes to you, and to give thanks continuously. And because all things have contributed to your advancement, you should include all things in your gratitude." Eckhart Tolle said "Acknowledging the good that you already have in your life is the foundation for all abundance." And to really add emphasise to the importance of all we have and experienced listen to Melody Beattie "Gratitude unlocks the fullness of life. It turns what we have into enough, and more. It turns denial into acceptance, chaos to order, confusion

to clarity. It can turn a meal into a feast, a house into a home, a stranger into a friend. Gratitude makes sense of our past, brings peace for today and creates a vision for tomorrow."

Wallace does caution us about having a mind of complaint; complaint about our lot in life, about politicians or about what others have – complaint sours our mind. We should at all times be grateful for all things in life because we can learn from them. And he teaches that there is another reason to be grateful for all we have and all we have experienced :

"The reaction of gratitude upon one's own mind produces faith, and every outgoing wave of grateful thanksgiving increases faith."

That's just pure genius and certainly something to subscribe to. We can use the incredible power of appreciation to transform our lives and by doing so "every outgoing wave of grateful thanksgiving increases faith" BRILLIANT.

Wisdom	"Every act can be made strong and efficient by holding your vision while you are doing it."
---------------	---

To conclude this Wisdom Note on *The Science of Getting Rich* listen carefully and consider using this wonderful advice from Wallace Wattles:

"Do, every day, all that you can do that day, and do each act in an efficient manner."

There is probably no greater advice in the success literature than that. Read it again with me and let every word sink **"Do, every day, all that you can do that day, and do each act in an efficient manner."** How many days pass by when we doing something in an average manner? I'm sure I'm guilty of that and those that know me would say I am relentless in the pursuit of doing things in an efficient manner, hmm! There is a good reason for doing things efficiently. In their book *The 12 Factors of Business Success* the authors state "Half-hearted effort leads to lukewarm results, but focused, full-effort action creates great results." Wallace builds on this great wisdom and reminds us "It is really not the number of things you do, but the EFFICIENCY of each separate action that counts." I'll leave it to Wallace to remind us:

"Every day is either a successful day or a day of failure, and it is the successful days which get you what you want. If every day is a failure you can never get rich, while if every day is a success, you cannot fail to get rich.

If there is something that may be done today and you do not do it, you have failed insofar as that thing is concerned — and the consequences may be more disastrous than you imagine. You cannot foresee the results of even the most trivial act. You do not know the workings of all the forces that have been set moving in your behalf. Much may be depending on your doing some simple act, and it may be the very thing which is to open the door of opportunity to very great possibilities. You can never know all the combinations which supreme intelligence is making for you in the world of things and of human affairs. Your neglect or failure to do some small thing may cause a long delay in getting what you want.

Do, every day, ALL that can be done that day."

I love the language and lessons of this book. In fact *The Science of Getting Rich* is just one long quote. I'm sure most of the readers of the Wisdom Note are familiar with many of the principles here. But ask yourself, *Am I currently practicing them?* If not, make a commitment to put them into action!

There is a free PDF copy of *The Science of Getting Rich* available in the member area of wisdomnote.com or email me for a copy.

A Selection of Inspirational Quotes from *Wallace D. Wattles*

“The cause of failure is doing too many things in an inefficient manner and not doing enough things in an efficient manner.”

“Every act can be made strong and efficient by holding your vision while you are doing it and putting the whole power of your FAITH and PURPOSE into it.”

“A person must pass from the competitive to the creative mind. He must form a clear mental picture of the things he wants, and must do — with faith and purpose — all that can be done each day, doing each separate thing in an efficient manner.”

“Mistakes come from acting hastily or from acting in fear or doubt or in forgetfulness of the right motive, which is more life to all, and less to none.”



About Colin Ude-Lewis.

Colin is the owner of wisdomnote.com and author of Wisdom Notes.

An avid learner, he hopes that by these Wisdom Notes he can help spread some happiness to a much larger audience on their path of learning. And through the proceeds of Wisdom Notes is raising US\$ 1 Million for orphans. Subscribe at <http://www.wisdomnote.com>

Colin

Why not send this Wisdom Note on to a friend or better still provide someone a gift of an annual subscription to Wisdom Notes.

Get more Wisdom at <http://www.wisdomnote.com>

“The changes that life constantly brings in its wake necessitate learning and studying anew knowledge that has already been acquired in one way or another. Learning, as Socrates has said, is like being reborn.”