

NOTES FROM: *The Science of Getting Rich*, by Wallace D. Wattles

SUMMARY: *The Science of Getting Rich* is a classic of New Thought literature, first published in 1910(!), and it's the precursor to every scammy, pale imitation of its life-changing ideas that have cluttered bookstore shelves in the century since. Wattles, however, was the real deal.

Not much is known about Wattles' life, but his daughter Florence recalled that "he lived every page" of his books. I think of him as like the Mister Rogers of New Thought, a genuinely decent man who spent a lifetime researching and discovering the laws of success hidden within the work of the world's greatest philosophers, gathering them all in this book, and sharing it with the people in his community he hoped to uplift.

That's one of the major differences you'll notice between books like this and their 21st-century equivalents. All the 19th- and early-20th-century self-help, power-of-mind writers stressed the fact that *helping others was a major key to success*, and that you could get *anything* you want in life, just as long as you help enough *other* people get what *they* want. Sadly, that's a theme that's missing from a lot of later books written today.

Before charlatans everywhere realized they could get rich peddling nonsense to people who desperately wanted to believe, writers like Wattles genuinely wanted to help, and that's evident here in this book. And for a title like "*The Science of Getting Rich*," it's also surprisingly poetic and beautiful.

The basic idea of the book is that "There is a thinking stuff from which all things are made. A thought, in this Substance, produces the thing that is imaged by the thought." *Creative visualization*, in other words, a century before every Olympic athlete ever used it to win the gold medal, billionaires used it to build towering wealth, and bodybuilders used it to build staggeringly impressive physiques.

Can you "attract" anything you want in life merely by thinking about it? No. Obviously not, and anyone telling you that you can just sees you as a dollar sign walking into a bookstore. But is developing a clear, *compelling vision* of what you want to create and achieve an absolutely *essential prerequisite* for actualizing that vision in the real world? More than a century of gold medals, championships, and global wealth-creation says *yes*.

"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."

“The object of all life is development; and everything that lives has an inalienable right to all the development it is capable of attaining. Man’s right to life means his right to have the free and unrestricted use of all the things which may be necessary to his fullest mental, spiritual, and physical unfoldment; or, in other words, his right to be rich.”

“No man ought to be satisfied with little if he is capable of using and enjoying more. 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.”

“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. The man who does not desire to live more abundantly is abnormal, and so the man who does not desire to have money enough to buy all he wants is abnormal.”

“Desire is possibility seeking expression.”

“You can render God and humanity no greater service than to make the most of yourself.”

“The visible supply is practically inexhaustible; and the invisible supply really *is* inexhaustible.”

“Nature is an inexhaustible storehouse of riches; the supply will never run short.”

“It is the natural and inherent impulse of life to seek to live more; it is the nature of intelligence to enlarge itself, and of consciousness to seek to extend its boundaries and find fuller expression.”

“To do things in the way you want to do them, you will have to acquire the ability to think the way you want to think; this is the first step toward getting rich.”

“We must get rich, so that we can live more.”

“Every desire is the effort of an unexpressed possibility to come into action. It is power seeking to manifest which causes desire. That which makes you want more money is the same as that which makes the plant grow; it is Life, seeking fuller expression.”

“Nature is friendly to your plans.”

“You can help others more by making the most of yourself than in any other way.”

“Give to every man more than you take from him.”

“God, the One Substance, is trying to live and do and enjoy things through humanity. He is saying, ‘I want hands to build wonderful structures, to play divine harmonies, to paint glorious pictures.’”

“You must get rid of the thought of competition. You are to create, not to compete for what is already created. You do not have to take anything away from anyone. You do not have to drive sharp bargains. You do not have to cheat, or to take advantage. You do not need to let any man work for you for less than he earns. You do not have to covet the property of others, or to look at it with wishful eyes; no man has anything of which you cannot have the like, and that without taking what he has away from him. 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.”

“The nearer we live to the source of wealth, the more wealth we shall receive.”

“‘Draw nigh unto God, and He will draw nigh unto you.’ That is a statement of psychological truth.”

“You cannot exercise much power without gratitude; for it is gratitude that keeps you connected with Power. But the value of gratitude does not consist solely in getting you more blessings in the future. Without gratitude you cannot long keep from dissatisfied thought regarding things as they are. The moment you permit your mind to dwell with dissatisfaction upon things as they are, you begin to lose ground. You fix attention upon the common, the ordinary, the poor, and the squalid and mean; and your mind takes the form of these things.”

“To permit your mind to dwell upon the inferior is to become inferior and to surround yourself with inferior things. On the other hand, to fix your attention on the best is to surround yourself with the best, and to become the best. The Creative Power within us makes us into the image of that to which we give our attention.”

“Faith is born of gratitude. The grateful mind continually expects good things, and expectation becomes faith. The reaction of gratitude upon one’s own mind produces faith; and every outgoing wave of grateful thanksgiving increases faith. He who has no feeling of gratitude cannot long retain a living faith.”

“Because all things have contributed to your advancement, you should include all things in your gratitude.”

“No one needs to take exercises to concentrate his mind on a thing which he really wants; it is the things you do not really care about which require effort to fix your attention upon them.”

“Live in the new house, mentally, until it takes form around you physically. In the mental realm, enter at once into full enjoyment of the things you want.”

“Imagine an environment, and a financial condition exactly as you want them, and live all the time in that imaginary environment and financial condition. Mind, however, that you do not do this as a mere dreamer and castle builder; hold to the *faith* that the imaginary is being realized, and to the *purpose* to realize it.”

“Substance is friendly to you, and is more anxious to give you what you want than you are to get it.”

“It is by your will that you determine upon what things your attention shall be fixed.”

“Get rich; that is the best way you can help the poor.”

“Every man who becomes rich by competition throws down behind him the ladder by which he rises, and keeps others down; but every man who gets rich by creation opens a way for thousands to follow him, and inspires them to do so.”

“Put poverty and all things that pertain to poverty completely behind you.”

“You should interest yourself in the world’s becoming rich. Think of the riches the world is coming into, instead of the poverty it is growing out of; and bear in mind that the only way in which you can assist the world in growing rich is by growing rich yourself through the creative method - not the competitive one. Give your attention wholly to riches; ignore poverty. Whenever you think or speak of those who are poor, think and speak of them as those who are becoming rich; those who are to be congratulated rather than pitied.”

“You can aim at nothing so great or noble, I repeat, as to become rich; and you must fix your attention upon your mental picture of riches, to the exclusion of all that may tend to dim or obscure the vision. You must learn to see the underlying TRUTH in all things; you must see beneath all seemingly wrong conditions of the Great One Life ever moving forward toward fuller expression and more complete happiness.”

“The very best thing you can do for the whole world is to make the most out of yourself.”

“Every action is either strong or weak; and when every one is strong, you are acting in the Certain Way which will make you rich. 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.”

“If ALL Power goes into every act, no matter how commonplace, every act will be a success in itself; and as in the nature of things every success opens the way to other successes, your progress toward what you want, and the progress of what you want toward you, will become increasingly rapid.”

“Contemplate your picture in your leisure hours until your consciousness is so full of it that you can grasp it instantly. You will become so enthused with its bright promises that the mere thought of it will call forth the strongest energies of your whole being.”

“Do all that you can do in a perfect manner every day, but do it without haste, worry, or fear. Go as fast as you can, but never hurry. Remember that in the moment you begin to hurry you cease to be a creator and become a competitor; you drop back upon the old plane again.”

“Do ALL that you can do where you are. You can advance only by being larger than your present place; and no man is larger than his present place who leaves undone any of the work pertaining to that place. The world is advanced only by those who more than fill their present places.”

“Do all the work you can do, every day, and do each piece of work in a perfectly successful manner; put the power of success, and the purpose to get rich, into everything that you do.”

“There is a Power which never fails to present opportunity to the Advancing Man who is moving in obedience to law. God cannot help helping you, if you act in a Certain Way; He must do so in order to help Himself.”

“Give no anxious thought to possible disasters, obstacles, panics, or unfavorable combinations of circumstances; it is time enough to meet such things when they present themselves before you in the immediate present, and you will find that every difficulty carries with it the wherewithal for its overcoming. Guard your speech. Never speak of yourself, your affairs, or of anything else in a discouraged or discouraging way. Never admit the possibility of failure, or speak in a way that infers failure as a possibility. Never speak of the times as being hard, or of business conditions as being doubtful. Times may be hard and business doubtful for those who are on the competitive plane, but they can never be so for you; you can create what you want, and you are above fear. When others are having hard times and poor business, you will find your greatest opportunities. Train yourself to think of and to look upon the world as a something which is Becoming, which is growing; and to regard seeming evil as being only that which is undeveloped. Always speak in terms of advancement; to do otherwise is to deny your faith, and to deny your faith is to lose it.”

“There is a thinking stuff from which all things are made, and which, in its original state, permeates, penetrates, and fills the interspaces of the universe. A thought in this substance produces the thing that is imaged by the thought. Man can form things in his thought, and by impressing his thought upon formless substance can cause the thing he thinks about to be created. In order to do this, man must pass from the competitive to the creative mind; otherwise he cannot be in harmony with the Formless Intelligence, which is always creative and never competitive in spirit. Man may come into full harmony with the Formless Substance by entertaining a lively and sincere gratitude for the blessings it bestows upon him. Gratitude unifies the mind of man with the intelligence of Substance, so that man’s thoughts are received by the Formless. Man can remain upon the creative plane only by uniting himself with the Formless Intelligence through a deep and continuous feeling of gratitude. Man must form a clear and definite mental image of the things he wishes to have, to do, or to become; and he must hold this mental image in his thoughts, while being deeply grateful to the Supreme that all his desires are granted to him. The man who wishes to get rich must spend his leisure hours in contemplating his Vision, and in earnest thanksgiving that the reality is being given to him. Too much stress cannot be laid on the importance of frequent contemplation of the mental image, coupled with unwavering faith and devout gratitude. This is the process by which the impression is given to the Formless, and the creative forces set in motion. The creative energy works through the established channels of natural growth, and of the industrial and social order. All that is included in his mental image will surely be brought to the man who follows the instructions given above, and whose faith does not waver. What he wants will come to him through the ways of established trade and commerce.

In order to receive his own when it shall come to him, man must be active; and this activity can only consist in more than filling his present place. He must keep in mind the Purpose to get rich through the realization of his mental image. And he must do, every day, all that can be done that day, taking care to do each act in a successful manner. He must give to every man a use value in excess of the cash value he receives, so that each transaction makes for more life; and he must so hold the Advancing Thought that the impression of increase will be communicated to all with whom he comes in contact. The men and women who practice the foregoing instructions will certainly get rich; and the riches they receive will be in exact proportion to the definiteness of their vision, the fixity of their purpose, the steadiness of their faith, and the depth of their gratitude.”