

MAJOR DEFINITE PURPOSE

& SELF-CONFIDENCE FORMULA

A simple daily practice for conditioning your mind to achieve what you want most.

“As a man thinketh in his heart, so is he.”

Proverbs 23:7

by Napoleon Hill

Courtesy www.GrowRichAudios.com



This Works for More Than Money

Yes, the statement you're about to write talks about money. That's how Napoleon Hill taught it, and a dollar figure is concrete, measurable, and hard to fool yourself about. Plus, we all need it. 😊 That being said, you don't have to let that box you in.

This same exercise works for health, relationships, something you've always wanted to own, a business you want to build, any goal big enough to deserve your focus.

When I first started using this document, my Major Definite Purpose was simple: \$3,000 a month in residual income. That was the whole dream. Since then I've written many Major Definite Purposes. Other income goals. Things I wanted to own. Projects I wanted to build. Each one got exactly the treatment you're about to give yours, and each one manifested in exactly the same way.

So here's something worth knowing before you start. Your Major Definite Purpose doesn't have to be the single, unchanging mission of your entire life. In practice, it works best for goals measured in months or years. You reach one and set the next one.

And here's the part that surprised me. Over time, each new purpose began to fit inside the one before it. They began to harmonize and point the same way until I could see that all the separate pieces of my life were quietly adding up to something far bigger than any one of them.

Maybe you can already see that grand direction. Maybe you can't, yet. Either way is perfectly fine. You don't need the whole map to take the first step.

Deciding exactly how much money you want, or need, is a perfect place to start.



How to Condition Your Mind

First. Go to some quiet spot (preferably in bed at night) where you won't be disturbed or interrupted, close your eyes, and repeat aloud (so you can hear your own words) the written statement of the amount of money you intend to accumulate, the time limit for its accumulation, and a description of the service or merchandise you intend to give in return for the money. As you carry out these instructions, SEE YOURSELF ALREADY IN POSSESSION OF THE MONEY.

Second. Repeat this program night and morning until you can see, in your imagination, the money you intend to accumulate.

Third. Place a written copy of your statement where you can see it night and morning, and read it just before retiring, and upon arising, until it has been memorized.

Bonus Step. Take a private walk where you can speak this all out loud. Move your hands as you speak, say the words with everything in you. Emotion plants these seeds deep, and motion is one of the fastest ways to prep the soil.

Remember, as you carry out these instructions, that you are applying the principle of auto-suggestion, for the purpose of giving orders to your subconscious mind. Remember, also, that your subconscious mind will act ONLY upon instructions which are emotionalized, and handed over to it with "feeling." FAITH is the strongest, and most productive, of the emotions.

These steps may seem strange at first. Don't let this bother you. Follow them anyway. The time will come, if you do as instructed, when a whole new universe of power will unfold. And if it feels a little silly the first few nights? Good. That means it's new. Keep going!



How I Lost \$180,000

The first time I filled this out, I set it on my nightstand, full of hope.

A week or two later, it slipped down into the gap between the nightstand and my bed. And I forgot all about it.

Five years went by. They were hard years. Years of struggle, of falling short, of wondering why nothing ever seemed to move.

Then one night, at my lowest, I prayed. And in that moment, I remembered this document. I dug it out, and this time I did it right. I memorized it. I repeated it religiously, morning and night, exactly the way Dr. Hill describes above.

Within six months, I had it. The exact \$3,000 a month I'd written down. Right down to the penny.

Then the math hit me. That same \$3,000 a month, across the five years the page spent on the floor, comes to \$180,000. A hundred and eighty thousand dollars I never earned, for no reason other than I forgot to use what I already had.

So learn from my five wasted years. Don't let this slip behind your bed. It only works when you use it.

Major Definite Purpose

By the ____ day of (_____) 20____, I will have in my possession \$_____, which will come to me in various amounts from time to time during the interim.

In return for this money I will give the most efficient service of which I am capable, rendering the fullest possible quantity, and the best possible quality, of service in the capacity of (_____).

I believe that I will have this money in my possession. My faith is so strong that I can now see this money before my eyes. I can touch it with my hands. It is now awaiting transfer to me at the time, and in the proportion, that I deliver the service I intend to render for it. I am awaiting a plan by which to accumulate this money, and I am following that plan, as it is received.

Signed: _____ Date: _____

Self-Confidence Formula

First. I know that I have the ability to achieve the object of my Definite Purpose in life; therefore, I DEMAND of myself persistent, continuous action toward its attainment, and I here and now promise to render such action.

Second. I realize the dominating thoughts of my mind will eventually reproduce themselves in outward, physical action, and gradually transform themselves into physical reality; therefore, I will concentrate my thoughts for thirty minutes daily upon the task of thinking of the person I intend to become, thereby creating in my mind a clear mental picture of that person.

Third. I know, through the principle of auto-suggestion, that any desire I persistently hold in my mind will eventually seek expression through some practical means of attaining the object back of it; therefore, I will devote ten minutes daily to demanding of myself the development of even more SELF-CONFIDENCE.

Fourth. I have clearly written down a description of my DEFINITE CHIEF AIM in life, and I will never stop endeavoring until I have developed sufficient self-confidence for its attainment.

Fifth. I fully realize that no wealth or position can long endure unless built upon truth and justice; therefore, I will engage only in transactions that benefit all whom they affect. I will succeed by attracting to myself the forces I wish to use, and the cooperation of other people. I will induce others to serve me, because of my willingness to serve others. I will eliminate hatred, envy, jealousy, selfishness, and cynicism, by developing love for all humanity, because I know that a negative attitude toward others can never bring me success. I will cause others to believe in me, because I will believe in them, and in myself.

I will sign my name to this formula, commit it to memory, and repeat it aloud at least once a day, with full FAITH that it will gradually influence my THOUGHTS and ACTIONS so that I will become an even more self-reliant, and successful, person.

Signed: _____ Date: _____

30-Day Tracking Grid

Two boxes for each day: one for your morning reading, one for your night. Check them off and keep the streak alive.

1 <input type="checkbox"/> <input type="checkbox"/>	2 <input type="checkbox"/> <input type="checkbox"/>	3 <input type="checkbox"/> <input type="checkbox"/>	4 <input type="checkbox"/> <input type="checkbox"/>	5 <input type="checkbox"/> <input type="checkbox"/>	6 <input type="checkbox"/> <input type="checkbox"/>	7 <input type="checkbox"/> <input type="checkbox"/>	8 <input type="checkbox"/> <input type="checkbox"/>	9 <input type="checkbox"/> <input type="checkbox"/>	10 <input type="checkbox"/> <input type="checkbox"/>
11 <input type="checkbox"/> <input type="checkbox"/>	12 <input type="checkbox"/> <input type="checkbox"/>	13 <input type="checkbox"/> <input type="checkbox"/>	14 <input type="checkbox"/> <input type="checkbox"/>	15 <input type="checkbox"/> <input type="checkbox"/>	16 <input type="checkbox"/> <input type="checkbox"/>	17 <input type="checkbox"/> <input type="checkbox"/>	18 <input type="checkbox"/> <input type="checkbox"/>	19 <input type="checkbox"/> <input type="checkbox"/>	20 <input type="checkbox"/> <input type="checkbox"/>
21 <input type="checkbox"/> <input type="checkbox"/>	22 <input type="checkbox"/> <input type="checkbox"/>	23 <input type="checkbox"/> <input type="checkbox"/>	24 <input type="checkbox"/> <input type="checkbox"/>	25 <input type="checkbox"/> <input type="checkbox"/>	26 <input type="checkbox"/> <input type="checkbox"/>	27 <input type="checkbox"/> <input type="checkbox"/>	28 <input type="checkbox"/> <input type="checkbox"/>	29 <input type="checkbox"/> <input type="checkbox"/>	30 <input type="checkbox"/> <input type="checkbox"/>



Bonus Tips for Supercharging

Your Major Definite Purpose and the Self-Confidence Formula form the foundation of your mind-conditioning document. Reading them aloud morning and night lets them go to work on your subconscious while you sleep and while you're awake. Here's how to make them even more powerful.

1. Belief-Change Statements

Your Major Definite Purpose tells your mind what you want. Belief-change statements clear away the ideas standing in its way. Think of them as a surgeon's scalpel, cutting away the limiting beliefs that quietly sabotage you, one clean stroke at a time.

One question reveals which statements will serve you best:

“What are the things I must believe, both true and useful, that will help me feel in full harmony with the achievement of my Major Definite Purpose?”

The answers are different for everyone. They might be beliefs about money, about yourself, about other people, or about the future.

Here's a quick example. Some people find it hard to picture themselves seeking after money, or they feel uneasy about the idea of having a lot of it. And that's a problem, because wanting something while secretly believing you shouldn't have it creates an inner tug-of-war that stalls you out.

A belief-change statement dissolves that conflict. For this one, it might be as simple as: **“I love money, and money loves me.”**

I can already see someone reading that line and feeling a little uncomfortable. And that's the point. 😊



2. Record It and Listen

Dr. Hill tells you to read your statement aloud. Take it one step further: record yourself reading it, with real feeling, and play it back as you fall asleep and again the moment you wake. Those drowsy minutes, right before and after sleep, are when your subconscious is most open. It's Mind Conditioning on autopilot, in the most convincing voice it could ever hear: your own.

3. Don't Do This Alone

You don't have to announce your goal to the world. Sometimes it's wiser to keep it close, and that's fine. But who you stand next to matters. Surround yourself with people moving in the same direction, people who reinforce the path you're on, celebrate your wins, and cheer you forward when the days get hard. That kind of company is often the difference between starting and quitting, between drifting off the path and staying on it for good. So tune in to the daily call and join the movement. The daily call is where we breathe these words into life, write new stories, build new beliefs, change lives, and the world, together.



Start Tonight

This document sat behind my nightstand for five years and collected dust, just like my bank account. When I became a “practitioner,” things began to change.

So don't close this and say, “I'll get to it later.” Get to it now, while the fire's hot. Print it off, fill it out, and start tonight. Read it aloud before you sleep. Read it again the very second you wake tomorrow. Check the box, and do it again the next day. Come to the call and let us know how you're doing.

In just thirty days, you can be a different person.

You have better things waiting for you in your future.

It's time to go get them.

Paul Hutchings

PS: *“The greatest value in life is not what you get. That's not the greatest value. The greatest value is in who you become.” – Jim Rohn*

PPS: We repeat this statement together on the daily call, Monday through Thursday, to help you remember it. Come listen, or volunteer to read it aloud for the group yourself. The more you plug in, the more likely you are to stick with it.

When we do it on the call, we leave the blanks open on purpose, so you can fill in YOUR purpose and YOUR date as you listen.

