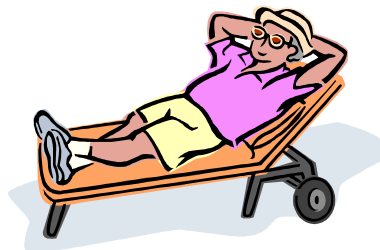


NIRVANA & YOU

Originally published as

RELAX AND GROW RICH



THE EFFORTLESS WAY!

NIRVANA

&

YOU

A
TALEON ENTERPRISES
PRODUCTION

NIRVANA

&

YOU

By
Michael S. Johnson

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Originally published as
Relax & Grow Rich - The Effortless Way
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RELAX AND GROW RICH THE EFFORTLESS WAY

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Quote:

Nirvana

“In Buddhism, not the extinction of consciousness, but that state of blissful repose or absolute existence reached by one in whom all craving for existence is distinguished and who has obtained release from the necessity of rebirth.”

Source: *Collins English Dictionary*

Quote:

“Is there a shortcut to success? The answer is Yes!
The answer is to think of yourself in possession of your most important goal,
WHILE YOU ARE ACTUALLY FALLING ASLEEP!”

Source: *Who Else Wants To Be Rich? Published by the House of Montague, 60 Stirling Street, Perth.*

INTRODUCTION

Congratulations! By making the decision to send for this e-book, you indicate that you are prepared to stand out from the crowd and be counted. You want to be an individual and you want to be successful. You show that you know that you have a problem, and that you are open minded enough to try and do something about it.

Please don't be offended by me telling you that you have a problem, after all if you were a multi-millionaire you'd still have one. What on earth could you do with all that money? The fact is that we all have problems. Problems are a part of a normal life. How we handle those problems is our measure as a person. Your problem may simply be that you don't earn enough money to enable you to enjoy the lifestyle you would prefer. Maybe you'd like an overseas holiday every year, or you'd like more leisure time to play golf or go to the races. Perhaps you have a problem of too much stress. Maybe you'd like to give up smoking, or drinking, or it may be that you are simply dissatisfied with your life as it is today.

Whatever it is, the answer this book contains the answer, and in such a startling way that very shortly you should never have problems again. For this book will take you from strength to strength for the rest of your life. It is undoubtedly the single most important document you have ever, or will ever read. For not only will you learn to overcome your present problem (whatever it is) but you will be able to condition your mind constantly, and in such a manner that your problems becomes assets. So, if you have a problem right now, today, that's good. That gives you a definite point.

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RELAX AND GROW RICH THE EFFORTLESS WAY

PART - ONE



THE SUBCONSCIOUS MIND

I am not going to delve too deeply into the workings of the human mind, but there are two terms I shall be using continually and with which you should be very familiar. They are THE CONSCIOUS MIND and THE SUBCONSCIOUS MIND.

Your conscious mind is your awake mind. It is the part of your brain that you use every day to solve all your daily existence problems, the mind that you use deliberately to make decisions with: about your everyday living activities and needs. If you consider conscious to mean awake, you will easily understand the functions of this part of the brain.

The subconscious mind however, is the mind behind the mind. If a policeman knocked on your door right now and said “What were you doing last Saturday afternoon at 2:30?” you would actively think with your conscious mind about your activities on that day. However, the answer would come from the subconscious mind, which must include your memory, where all information relating to your past is stored. Scientists have failed to identify any such organ as a memory in the human brain. Yet every thought you have ever thought in your life, every experience you have ever undergone, every word you have heard spoken, all are stored away in the subconscious. It’s like a giant computer that has recorded every event in your life even though your conscious mind may have trouble in remembering it. All has been recorded. Nothing has been forgotten. It is from this storehouse of personally recorded knowledge that is the subconscious, that you have the memory to perform tasks of your choice in daily life. Without subconscious memory, each time you sat down to eat, you’d have to work out all over again how to hold a knife and fork. Every time you got into your car, it would be like the first time you ever drove. And every one you met would be a stranger.

Fortunately, you do have a subconscious mind and thus a memory: and as you go about the activities of your normal day, these subconscious flashes tell your conscious mind the correct thing to do; without ever realizing it of course.

The subconscious mind influences the conscious mind at all times. It tells you, from the prior experience, all of which has have been faithfully recorded, right from wrong, good from bad (based on your preconditioning) or it could be bad from good if you are a criminal, and influences all your habits. The older you get the more one tends to rely on your subconscious through your conscious habits.

If you do a thing often enough, it becomes a habit. If you hear a thing often enough, you believe it. In the former instance, you have developed a physical habit - like smoking. In the latter, you have acquired a mental habit. You

simply heard a thing many times and, because it is recorded over and over on your subconscious computer, your conscious mind accepts it as a reality. It may not be the truth but you accept it as such.

Take for example a golfer who is having trouble with his swing. He has swung his club thousands of times in a way that is preconditioned. Yet he has trouble hitting the ball cleanly and straight. He seeks expert advice and goes to a professional golfer. He demonstrates his technique so that it can be corrected. It turns out the trouble was in his grip. By curling the right thumb slightly more, he can control the swing through the ball more evenly, and obtain more balanced swing and a cleaner hit.

The trouble is, whenever he picks up a club, his old habit returns. His old, more natural grip is automatic. After all, his subconscious is aware of the fact that he has swung a club thousands of times that way and whenever he picks up a club, the old thumb grip is quite automatic. His subconscious gives him an automatic signal to grip the club the wrong way. However by a conscious effort, whenever he grips a club, he deliberately places his thumb in the new position. He practices for weeks and weeks, deliberately using the new grip. Slowly but surely the conscious mind influences the subconscious mind. The conscious mind teaches the subconscious the new grip. A habit is being deliberately formed. A habit pattern is being ingrained or stamped on the subconscious mind. Finally, the day comes when the golfer, without any thought whatsoever, picks up his club and drives off using the right “new” grip without thinking about it at all. He has slowly and deliberately used his conscious and subconscious mind to effect self improvement.

It is the use of this principle that you are going to learn in this book. However, you are going to learn it in a **new** and **revolutionary** way. I promised you that you could “**Relax and Grow Rich**” and you can. I said it was “**effortless**”, and it is - almost. I also stress that you don’t need will power. And you don’t need deliberate effort.

**IN FACT DELIBERATE EFFORT IS A HINDERING FACTOR RATHER
THAN A BENEFICIAL ONE... AS YOU WILL SHORTLY SEE!**

The subconscious mind cannot tell right from wrong. It is influenced by the thoughts that are fed to it. If the mind is bombarded with type A thoughts, and a few type B thoughts superimpose themselves on them, the type A will predominate.

This is the basis of all propaganda. If a thing is said and repeated often enough, then the mind will come to believe it, whether or not it actually is true.

Now the subconscious mind of each and every one of us is also able to tap into a vast storehouse of knowledge which is universal.

To give an example of this: one hundred and twenty years ago there was no such thing as a radio as we know it today. Yet Marconi reached into the *storehouse of universal knowledge* and brought out the idea of radio. Of course the mere idea was not enough, it had to be turned into a practicality, and it was. The point is that Marconi did not have a bigger brain than you or I. Nor did Edison, Ford, Bell, Curie, Fleming or any other inventor past or present. In fact, our brains are exactly the same.

Now isn't it encouraging to you to know that your brain is exactly the same as that of Einstein? You may never find as great a truth as $E + MC^2$ but *you are in no way excluded* from receiving ideas from the exact same **storehouse of universal knowledge** that Einstein used.

This storehouse is available for everyone. The purpose of this book is to enable you to tap into this storehouse and use its power to obtain money, peace, tranquility, a stress free life, or whatever it is that you desire most. I will repeat the statement above, for if you grasp and believe this statement, you are ready to proceed up your personal ladder of success.

**YOU ARE IN NO WAY EXCLUDED FROM RECEIVING IDEAS,
FROM THE EXACT SAME STOREHOUSE OF
UNIVERSAL KNOWLEDGE THAT EINSTEIN USED**

RELAX AND GROW RICH THE EFFORTLESS WAY

PART - TWO

YOUR BRAIN

Scientists have estimated that we use only between 10 and 20% of our brain at any one time. This book will teach you to use one little bit that may be lying dormant at the present moment.

If you do as I tell you, you will get results even if you don't really believe it will work. But you must follow the instructions given to the letter and actually complete the storehouse of knowledge programme for a full month. By then you won't want to stop. For your life will be on the upswing. Health, wealth, prosperity, whatever you can name can be yours. If you say "This won't work" and don't give it a try, it may well do so. But if you approach with an open mind, then your chances are suddenly 100% better. However if you say to yourself "I believe" nice and loud, morning and night and "I believe" becomes a part of your subconscious memory, then your chances of success will be multiplied a further hundredfold. **With belief you cannot fail.**

I am going to concentrate mainly on making money in my demonstrations. Why money? Well, money is not the root of all evil. Money is good, if only for the good it can do. Think of all the good works you could do if you have money. Think of all the people you could help. Think of how you could benefit mankind if you unlimited money. And now think of the futility of trying to accomplish anything without it. I don't want you to envy the rich person up the road; I want you to be him.

In the world we live in today there is no substitute for money. Money is the reward for the service we render to our fellow man. The greater the service we render, the greater our reward. Of course there are limitations to this. If you work 40 hours a week and take home \$500, it is reasonable to expect that if you work 80 hours you will take home \$1,000. And that is the limitation for you can only work so many hours. **But there are great rewards for being unique;** write a pop song, become a famous sportsman, become an entertainer, write a best seller or become an entrepreneur and you can literally step to the top of the class. Money then is still the reward, but it seems that those who are unique are rewarded on a much higher scale than those of us who labour for a living.

Don't limit yourself in search for the best in life. I was asked recently if I had any personal formula for success. My answer was that, I believe to succeed a person should:

1. Work for himself.
2. Not be afraid to take risks.
3. Be persistent in his endeavours.
4. Be a thinking man.

Those four simple rules have taken me from the unemployment line to personal success. Money has always been the motivating force. When I had a boss I can honestly say that never did I have one that I considered to be smarter than I. So it stood to reason that I should become my own boss someday. I've taken risks and made money. By the same token I've taken risks and lost money. But by *not* playing safe I have progressed. Persistence is the one single thing that separates successful men from failures. Without it there is no progress. And as for being a thinking man, all you have to do is follow the ideas in this book and you will stimulate your brain until you have more ideas than you ever believed possible.

The greatest tragedy of our society today is that the “average” man and I do not think there really is such a thing, for we are all unique in one way or another, does not believe himself to be capable of original thought. He thinks he is “average” and thus remains that way.

Now this is plainly and simply untrue. Each and every one of us is capable of original thought. So very few of us attempt it that it is astonishing that the world progresses at such a rate. I remember when George Bernard Shaw was asked in his old age to reveal the secret of his success, he replied: **“The average man thinks once or twice a year. I think once or twice a day.”**

This was his personal formula for success. What is to stop you adopting this formula for yourself? GBS was no genius. He was originally a poor Irishman with nothing to distinguish him from millions more of his fellow countrymen in the same position. He didn't have education. He didn't have money. He didn't have a trade. He didn't have a special training. He wasn't guaranteed anything in life. But he did have two things; the *ability to think*, and *lots of persistence*.

Success did not come immediately to author/playwright GBS. His mat was thick with rejection slips on many mornings but he didn't give up. He knew what he wanted. His ambition was to be a playwright. And of course he eventually became the most famous one of his day.

The point of telling you this is that if you make the excuse of not having sufficient education, sufficient money, times are hard, you haven't got a job, you daren't take a risk as you have a family to keep, your ideas can't be any good simply because they're yours, or whatever excuse you are hiding behind, then you are selling yourself short. **YOU HAVE EXACTLY THE SAME OPPORTUNITIES IN LIFE AS ANYONE ELSE.** Don't hide behind excuses.

Very shortly I am going to introduce you to **Nirvana**. With **NIRVANA** you have in your hands the world's most powerful tool. It will give you the short cut from wherever you are now to wherever you want to go. It will give you the missing pieces in the jig saw of your life. It will immediately place you several steps up

the ladder of success, where you will attract attention, and will, without doubt, change your life for the better within a few short weeks.

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RELAX AND GROW RICH THE EFFORTLESS WAY

PART - THREE

NIRVANA

When I first told a friend about this programme, his first question was “*How long does it take to get results?*”

The answer varies with the person. How to get from where you are now to where you want to be depends **firstly** on where you want to go, **secondly**, the form of transportation you are taking, and **thirdly**, how quick you have the desire to get there. You should start receiving money making ideas within two weeks and certainly within a month (I am assuming from now on that money is in your major objective).

What I am going to ask you to do is not incredible. I am simply going to ask you to fill a 30 minute blank cassette with *thoughts* that will benefit your life by the influence of the subconscious mind and by tapping the storehouse of universal knowledge. Remember that “**thought’s are things.**”

You will make this cassette using your own voice. You will talk entirely in the first person. Your own voice will talk *from your conscious mind to your subconscious mind*. And your subconscious mind will listen to you because you will have learned the art of self hypnotism and mental relaxation and will have placed yourself in a state of relaxation each and every time you play the tape.

I will give you full and complete instructions shortly. In case you wonder how I developed this, I’d like you to know it was entirely an accident. For many years I was a commission salesman selling insurance. I was told by my employers that it didn’t matter what my customers thought, it was **what I thought** that counted. If I talked to enough people I would make sales. Well, to tell the truth I found that rather hard to swallow. I thought that if a customer didn’t want to buy, he wouldn’t. I thought about this day and night as I went about my business. I had my good weeks and I had my bad weeks but I kept on thinking about the fact that it was **what I thought** that counted. The one day I made a starting discovery. **Firstly** that I was becoming very tense and irritable due to the pressures of commission selling. **Secondly** I was spending all my spare time brooding about selling, and because of this I was seldom completely relaxed.

No, that wasn’t the discovery. The discovery was that I always sold better early in the week than later. This had a regular pattern. And Monday was the best of all. In order to find out why, I commenced keeping a diary. I wrote down my mood every hour of the waking day. I devised a scale of 1 to 10 with Super Optimistic/Euphorious at the top and Utterly Depressed at the bottom. Using this scale against time I plotted daily and weekly graphs. At the end of a month a definite pattern emerged. The peak was Sunday evening and most of Monday. **But why?** I pondered this question for weeks.

Suddenly, like the sun bursting out from behind thunderclouds, the answer leapt out at me. I was **conditioning** my mind on Sunday night and early on a Monday and my **subconscious** was prompting me all day Monday. At this time I didn't know much about the workings of the mind. Now that I have studied many books on the subject I know just enough to realize how little mankind knows today. The workings of the human mind are more intricate and complex than the most sophisticated computer. The working of the conscious and subconscious are a true mystery. But while many of us do not understand the nature of electricity, this lack of understanding in no way prevents us from using the product. So it is with the mind. We can use it to our advantage without fully understanding the mysterious workings that we are taking advantage of.

But back to my Sunday nights. The discovery I made was that my subconscious mind accepted and acted on the thoughts much more readily if I passed on these thoughts in the moments just before I fell asleep. Sometimes in that state, dozens of thoughts will flash across your mind. Where do these thoughts come from? Where are they going? Where are they when we aren't receiving them? Such is beyond the scope of this work. But in this time, the subconscious is wide open. **You can implant thoughts in it that will be accepted as truths.** I made use of this technique for some time after this. I found that I could **motivate myself for almost any day of the week instead of just a Monday, by deliberately influencing my thoughts just before I went to sleep.**

THIS WAS A GREAT BREAKTHROUGH

The next discovery I made was that the waking up process is an equally good time, because you are in the state of half awake for a much longer period. Indeed many people go to sleep again and again and wake up several times in a very short period of time. I am going to give this state (being neither fully awake nor fully asleep) a name. I call it Nirvana. The dictionary defines Nirvana as follows - "In Buddhism, NOT extinction of consciousness, but that state of blissful repose or absolute existence reached by one in whom all craving for existence is extinguished, and who has obtain release from the necessity of rebirth."

THIS IS NOT A RELIGION

Please don't think that this is some form of religious teaching. Far from it. I simply use the word NIRVANA as a mystical word for a State of Mind for which I do not believe there is an adequate word in our Western Dictionary. Oddly I do not even recall hearing the word Nirvana at that time, yet when I wanted a word to describe the half awake-half asleep state, the word NIRVANA came to mind. I looked it up and fitted. It's more than fitted, it was excellent. And my

apologies to all Buddhists for appropriating their word, and if my form of NIRVANA and theirs are two different things, then that's just the way it is.

NIRVANA IS NEITHER BEING AWAKE NOR BEING ASLEEP. It is neither being FULLY CONSCIOUS nor FULLY UNCONSCIOUS. IT IS BEING FULLY RELAXED, YET STILL POSSESSING A CONSCIOUS AWARENESS THAT IS NOT AVAILABLE IN THE FULLY CONSCIOUS, OR IN THE FULLY UNCONSCIOUS STATE.

If you are in Nirvana and an earthquake starts to shake your house down, you will become instantly wide awake, in much the same way as if you were jolted out of day dreaming. You will return to the fully conscious state immediately, so have no fear of Nirvana. I cannot stress often enough that it is perfectly natural.

A question I ask and which you may well ask now is "Will it work for everyone?" Well I have talked to a hypnotist about this and he said he understood exactly what it was I was doing and it was in a way similar to self hypnotism.

Hypnotists classify all people into three categories. (1) Those who can be easily hypnotized. (2) Those who can be hypnotized after some resistance, or even after a lot of resistance and (3) those who cannot be hypnotized. The great majority can be hypnotized easily. Those who resist will succumb at various levels of resistance. But there are few, just a few who cannot be hypnotized at all. They form a very small minority, most probably only 1 or 2 percent.

What does this mean to you? It means that you have 98% chance of being successful with this Nirvana programme, provided you follow my instructions and persevere with your cassette for at least a month.

Now that's a pretty high percentage of success, 98%. There have been times in my life when I'd have given every cent I owned for such an opportunity.

As I became more aware of Nirvana, I found that I, at various times slipped into Nirvana without any conscious effort. In fact I am sure that we all spend a great deal of time there. **Daydreaming is nature's way of taking the stress away from our minds by placing them in Nirvana.** How often are you watching T.V. or reading a book, or even listening to a conversation when you suddenly find that you haven't a clue what you were watching, reading or listening to. You were daydreaming. You had slipped into Nirvana and giving your mind a little rest. You do it when driving also. Driving becomes such a habit that you can sometimes go for miles in a state of Nirvana. Ask yourself whether you stopped at the traffic lights on the way home. Whether traffic was heavy or light, etc, and if some of the answers take a lot of thinking about, chances were you drove part of the way in a state of Nirvana.

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AFTER YOU HAVE MADE YOUR PERSONAL CASSETTE, YOU WILL BE ABLE TO DELIBERATELY PLACE YOURSELF INTO A STATE OF NIRVANA, AND HAVING DONE SO, YOU WILL THEN DELIBERATELY USE YOUR CONSCIOUS MIND TO INFLUENCE YOUR SUBCONSCIOUS MIND TO OBTAIN WHATEVER IT IS YOU ASK OF LIFE FROM THE GREAT STOREHOUSE OF UNIVERSAL KNOWLEDGE.

You don't have to know how it works. Just believe that it does. Give yourself a chance. Give Nirvana a chance. This book is the key. But only you can use it. It repeats the Nirvana statement many times without realizing it. Like drifting into sleep, you drift into Nirvana. And like sleep, you don't realize that you have been there until you return to full consciousness again. This suggests that there are various levels of consciousness. From fully-conscious at one end of the scale right down to a deep-coma at the other. I believe the Nirvana state is very natural and is nature's way of taking a little break during the hectic business of each waking day. If your nerves are jingle jangle and you feel you could scream, slipping into nirvana for just a moment can be a great help. In fact, without it I'm sure we would all be nervous wrecks. It is just the brain's way of taking a break.

You will be taking advantage of this knowledge when you make your cassette and deliberately place yourself in Nirvana. The subconscious mind never sleeps. The conscious mind which drives the body needs to rest. In Nirvana they are close together and "Open to Suggestion". **It is important that you appreciate that you are a mind with a body and NOT a body with a mind.** All the senses: seeing, hearing, feeling are linked closely to the brain. You can live without an arm or leg, but not without a brain. The eyes and ears and mouth are as close to the brain as nature can make them. That is so that messages of sight, hearing, taste can be passed on to the brain as quickly as possible. Your body may create demands on you, but you control it at all times through the mind/brain.

Deliberately influencing the subconscious mind while in a state of Nirvana is very much like programming a computer. There is an expression in computer slang which is GIGO. Garbage in Garbage out. In other words, you only get out of a computer what you put in. And it is exactly the same with the human mind. Feed in bad thoughts and nothing but rubbish will emanate. But take care what you feed in. Learn a couple of new procedures, influence your conscious thinking, utilize the magician properties of controlled Nirvana and the world is more than your oyster. The world and your surroundings are yours to choose.

I hope by now you are beginning to realize that you can influence your future in a way that you never before believed possible. The first step is to start believing that you can. For Nirvana has nothing to do with religion or science or education, and indeed is unlike anything you have ever previously come across.

There are many self help books on the market today that tell you to write down goals and carry them around with you as a reminder of what your plans are. Some of these books also tell you to read aloud your goals morning and night. This is good, but flat and unemotional reading of goal lists does not produce results as claimed by the authors, **unless** they are read with emotion. The reason is that emotion or passion is the only other way of opening the subconscious mind. Flat dull words do not have the penetration you are looking for. Try saying “**I feel healthy, I feel happy, I feel terrific**” in a quiet whisper. It doesn’t do much for you. But try yelling it at the top of your voice with as much enthusiasm as you can muster, and finish by giving a tremendous “**Hurray**” and suddenly you feel much better. The words have seeped into your soul, embellished with enthusiasm and emotion.

By now you should realize that you can take the goal lists mentioned in the above paragraph and with emotionalizing them, have them transferred into your subconscious through Nirvana. It’s like posting a letter and awaiting a reply. It’s going to come. You don’t exactly know when it will come. You don’t know in what form the reply will be. But it will come. There is no doubt about that.

There is one other thing that you will need in your quest for success. Besides BELIEF and ENTHUSIASM that I have already mentioned and that is PERSISTENCE. Persistence in achieving your goals, whatever they are, is the great building block, the foundation of success. No great idea comes to fruition without persistence. No fortune is ever created without persistence. Edison didn’t electrify New York without persistence. The gas company of those days did their best to ruin him, but he had belief, he had enthusiasm, and he had persistence, and despite setbacks that would have stumped any ordinary man, he won through and electrified his city and eventually the world. And he used a Nirvana technique that I mention in my book “The Intuitive Advantage.”

When you receive an idea “out of the blue” remember you now know where that blue is situated. **It is the great universal storehouse of knowledge.** You are in touch with it through Nirvana and your subconscious mind, so when you receive a revelation, don’t be surprised. Don’t discard it, write it down immediately. This is absolutely essential. Never mind how far fetched your idea may be at the time, write down all the details of the idea. Write down 10 ways to make the idea work, regardless of how weird they may seem. Regardless of the fact that you may not appear to have finance, product knowledge or any of the other obstacles that jump up in front of you. You have self created an idea.

You have received an idea from the infinite source of all ideas, so don’t ignore it. Thank the universe. Your next programme is to make another cassette just like the one that gave you the idea and **condition you mind to develop the idea**. Let’s just suppose that you suddenly find that in your mind there is an idea for storing and transporting electricity over vast distances without wires or

physical properties. The potential of the idea is enormous. You've written down all the details. You are sure the idea will work. You can be equally sure that the rest of the world will consider you a crackpot at first. (It may interest you to know that Marconi's so called friends had him locked up and treated by psychiatrists when he announced that he had an idea for transmitting human speech through the airwaves without any form of wires)

You must then prepare a new cassette to condition your mind to the fact that you are the owner of a great invention that will benefit mankind. You are going to keep control of this invention yourself and develop it (or you may simply want to sell it for a million dollars and live the life of Riley). Whatever it is you must not rush things. Keep on with your mind developing. Remember you are programming the world's greatest computer and you will get back exactly what you put in it. Put in doubts and fear, and that's what you will get out. Put in positive thoughts and constructive demands and that's what you will get out.

Never overlook the fact that this is a work of the greatest importance to you. In fact it is the greatest thing in the world. Wherever you have been, whatever you have done, regardless of what you believe in yourself right now, and completely independent of your present financial circumstances, you can give yourself riches, health and happiness through Nirvana.

Always remember that conditioning your mind through Nirvana is a natural process. After all it is natural to daydream. It is perfectly natural to slip your mind into neutral in order to give it a brief rest. A period of intense concentration always requires a compensating factor. I'll give you a startling example of this. Have you ever wondered why it is that you can spend hours actively thinking of a solution to particular knotty problem? Then when you give up and go on to think of something else or to relax somewhere, the answer you have been searching for will flash to your conscious mind out of the blue.

This is a practical example of Nirvana working for you. Your conscious has stimulated your subconscious. Your magical computer has run your answer through its productive processing plant and delivered you the answer you were searching for. It's just the same with the direct memory. You pass someone in the street. Now wasn't that Allan what's his name? You spend ten active minutes picturing his face and knowing his name is Allan. Then you give up and forget all about it. At some odd time later, in no way connected whatsoever, your brain tells you his name. Of course! How could you have forgotten? The answer is that you hadn't forgotten subconsciously, even though your total mind did not have complete instant recall. But your great subconscious computer that you call the brain, houses every thought you have ever encountered in your life. Total recall is but one of the ways your brain can be made to work for you. Obtaining personal wealth, health and happiness, is another.

I hope you are now ready to say to yourself:
“NIRVANA WILL WORK FOR ME PERSONALLY.”

“NIRVANA WILL CHANGE MY LIFE FOR THE BETTER.”

“I BELIEVE.”

Which reminds me of a story I heard sometime ago of a well known Chicago millionaire. Every morning when he awoke, he used to leap out of bed and shout “I believe! I believe! I believe!” And when he went to sleep he did so with the words “I believe” on his lips. Obviously in the latter case he then quietly and consciously used the principle of Nirvana each and every night. One day his wife asked him what it was he believed in so much that he had to shout it out aloud every morning on awakening. He thought for a moment and then answered

“In all my dealings with my business associates; in all my decision making; in all my daily life I **believe** I am making the right decisions. I **believe** I am going to run a successful business and I **believe** I take a step forward everyday. By saying “I believe” I reinforce my faith in myself as a leader, for whenever I come across an employee or associate with a problem or a negative attitude, I believe I can help that person, and I believe I can turn all negativeness into positiveness. I do not believe I can ever fail. But when I occasionally do, I believe that the lessons of that failure are stepping stones that will turn out to be a tenfold blessing. And lastly, complete belief in myself gives me self assurance and makes me the leader I am.”

Then his wife looked at him in awe, for she knew now why she believed in him also. This man used Nirvana without ever having heard of it. Now it is my belief that all successful people use this principle. Most of them would not realize it. Charles Edison once said “**If I carry a problem around in my head for a while, it always has a habit of turning itself into a workable solution.**” Henry Ford used Nirvana. When he gave his engineers a problem to solve and then they came to him after several months and said “it couldn’t be done”, he simply told them to stay with the problem. “I want it and I’ll have it”, he said. Some months later, out of the blue (and we know where that blue is now, don’t we?) came the solution. “I always believed you’d do it”, said Ford. Nirvana had triumphed once again. The problem they had solved incidentally was the creation of the mighty V8 engine. Ford wanted an 8 cylinder engine in one block and Nirvana got it for him. He fell asleep believing in the end result, and “impossible” became possible, the effortless way.

So if you don’t follow the instructions in this book with belief, or if you follow them half heartedly, or if you say to yourself “This isn’t going to work”, then you will be denying yourself, your birthright, which is to be a successful person.

You must be open minded enough to try it. For if you do I can guarantee your success! All you have to lose is an hour of your time everyday for a month. And what's a mere 30 hours in one month in return for a lifetime success and happiness. Believe! Believe! Practice!

* * * *

For the doubting Thomas, I will state here clearly, and I'll repeat it later on, that your chances of success are just as good as the simple believers. If you follow the processes in full, they will work for you just the same as for those who believe. Your doubts will be overcome by your subconscious.

However, remember the hypnotist's words. Some people put up resistance, and instead of hypnotizing them in 5 seconds, he takes 5 minutes or even more. Thus, it is with Nirvana. Fight against it and it takes longer to work. But let go, flow with the current of belief, and in the shortest possible time, you will be washed up on the beach of fulfilled expectations.

* * * *

The key: "P E R S I S T E N C E."

RELAX AND GROW RICH THE EFFORTLESS WAY

PART - FOUR

When I wrote this book the most popular way of personal recording was the cassette recorder. This type of recorder has become almost obsolete with the advance of time.

Now we use **cds** and **mp3s**. So whenever you see the word cassette or recorder in the text to follow, imagine it to be the way you record and replay in the present moment.

ACHIEVING NIRVANA

I'd like to talk firstly about your cassette recorder. It doesn't have to be an expensive one. That super de lux with dozens of knobs and attachments. But it should be capable of fairly good quality reproduction. If you haven't got one, then you will have to get one. This programme cannot be commenced without one. If you can't afford one then beg, borrow or steal the money. It will be your last major expense in your life.

I also strongly recommend the use of a brand new 30 minute cassette. Do not clean off an existing cassette. Old cassettes may have scratchiness or *sound devils* on them. And more important, these *sound devils* may be faint echoes of old recordings which will influence your mind subliminally. Do you remember the principle of subliminal advertising that created such a furor a few years ago? It was discovered that if messages were inserted in films for cinemas or television, and being of only short duration, they will not be recorded by the eye. A single frame of a message would pass unseen. But *the mind would record that message, subliminally* - that is below the surface. Of course there was an outcry that human liberties could be infringed in this way and little research was continued in this area. But the principle remains that messages at subconscious levels can and do reach the brain.

Such it is with old cassettes. Though they are wiped clean, they retain a memory of old words or music, and if you are making up your programme, you may well influence your mind with whatever it was that was on the cassette originally.

So do, please, purchase and use only a new cassette.

There are 3 ways to listen to a cassette:

1. Through headphones.
2. With a single earphone.
3. Using normal loudspeakers.

If you are listening to your cassette in a completely noise free atmosphere, i.e. in your home after everyone else has gone to sleep, then loudspeakers may be excellent. But if there is any noise around, then headphones are marvelous. Not only can you listen at a lower, more pleasant level, but you also effectively silence any actual or possible interruptions that may occur.

I don't like a single earphone. To me they give your listening a sense of unbalance. Your voice is talking to you in one ear and the other is sometimes tuned in to the outside world, regardless of how quiet your environment may be at that particular time.

So headphones are the order of the day. Once again, if you can't afford it, then please make yourself afford it. Outside the purchase of this book, this is the single most important purchase you will ever make in your life.

1. Good quality cassette player.
2. New 30 minute blank tape.
3. Good headphones.

* * * * *

Because Nirvana is a natural state of your mind, just before you go to sleep, this is the very best time to use your cassette. My recommendation is that you play your cassette **twice every day for a month**. By this time you will know that it will work. And naturally you won't be giving up just because your month is up. In fact, I sincerely hope that that month will change your life so much that you sincerely desire to make success a habit, and continue using Nirvana for the rest of your life. For there is nothing, simply nothing, that you cannot achieve through this method.

In that first month you must play your cassette a **minimum of once a day**, and that time is just before you go to sleep. No exceptions. No excuses. Never mind how tired you are. Never mind what sort of a day you've had. Never mind how frustrated you are. And regardless of what state of nervous tension you are in, you will play your cassette just before going asleep.

If you do happen to be nervous, tired, or depressed, then the very act of deliberately entering Nirvana will prove to be soothing and relaxing. In fact you will, after the first once or twice, most certainly look forward to your daily sessions on Nirvana. I know I do. I just love that wonderful, warm relaxed feeling I get. I enjoy it so much that I think I would do it even if I wasn't getting results, but of course I am.

There are no limits to the number of times you can play your cassette during the day. Results will naturally improve the more you play it. Your subconscious mind never rests. The more you play the cassette, the more you will influence your subconscious, and the sooner you will achieve results. But don't become a fanatic about it. Give your mind a break. Don't take a day off playing your cassette for 8 hours solid. That way leads only to staleness, but if you can play it more than once in any day - that can only do you good.

The second most important time to play it is when you first wake up. As I've mentioned, many people wake up several times in the morning. Thus they are conscious and unconscious several times. And this time of flitting in and out of Nirvana is an excellent second time to play the cassette. If you go back to

sleep with the cassette running, this is quite normal. In fact it is quite a normal occurrence to fall asleep during the playing of the cassette at any time. Don't worry about this and think that it hasn't worked. Your subconscious mind has heard every word you've spoken. It hasn't missed a thing. The fact that you were at a slightly deeper level of consciousness (slower brainwave) than Nirvana is unimportant. This message will still have gotten through.

You will find that quite often you feel wide awake when listening to your cassette. Then as play goes on you will drift away into a different level of consciousness. This is good. This means that you are becoming less aware of the outside disturbances. When this happens, the only thought going through from conscious to subconscious is the one emanating from your cassette.

Now I'm going to make something easy for you. I'm going to tell you that the best place to listen to your cassette is in bed. You can try sitting up in your favorite armchair if you wish, but there is nothing so relaxing as lying in your own bed and listening to your own voice.

The following is very IMPORTANT. To become completely relaxed, lie on your back. When relaxing do not have crossed ankles. Your legs should be side by side with toes pointing to the ceiling. Your arms should be by your side or gently placed hands together on your tummy. And your jaw should be deliberately unclenched. You should attempt to be limp in the described position.

RELAX AND GROW RICH - THE EFFORTLESS WAY.

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RELAX AND GROW RICH THE EFFORTLESS WAY

(your recording)

PART - FIVE

HERE'S HOW YOU USE YOUR CASSETTE/MP3

You are lying down (or sitting) as described. Your first procedure in achieving complete relaxation is to breathe in deeply. You then breathe out... and out... and out. By that I mean, having taken as deep and as long a breath in as possible, you expel all the air from your lungs. Then before breathing in again, you expel some more air. That's it! Get all that stale old air from deep in your lungs out. Then breathe in deeply again. Do this three times. It's so - relaxing.

Voice: "Breathe in deeply - ..."
"Now breathe out... and out and out..."

Voice: "Breathe in deeply"
"Now breathe out... and out and out..."

Voice: "Breathe in deeply - "
"Now breathe out... and out... and out..."

Voice: "You are starting to feel relaxed."

The next step is to count yourself downwards. You simply count slowly from ten to one and as you do so, you feel relaxation creeping over your body, starting with the feet. You mention each part of the body as you go. And visualize yourself going downwards.

There are three ways to visualize and you must choose one to suit yourself. Firstly as you count from ten to one, you visualize yourself going down a flight of stairs or steps. Perhaps you do this every day somewhere or are familiar with some steps that you can picture (visualize) in your mind's eye, so that you can easily see yourself going down these steps. If you can do this, then this may be the method most suitable for you.

Alternately, you prefer to see yourself walking down a small hill, or even a steep mountain if you prefer. This method is easier for many people to visualize than the steps method. You count yourself down the hill. At the bottom is swirling fog. Make it colored fog if you prefer. The fog is Nirvana and you are going towards it. With each number you count aloud, you get lower and lower on the mountain, and nearer and nearer to the fog.

Thirdly, and this is the method I personally use, I see myself stepping into a lift. The doors close and with each number I count, I feel the lift falling. It moves slowly and smoothly. The lift passes on each floor, a *relaxation station*, and as I pass each *relaxation station*, I feel more and more relaxed. As the count ends, the lift doors open and I step forward into a beautiful park. Everything is green and peaceful and there is a deep warm lake that I plunge

into. (My cassette goes quiet here for a minute as I float away on the beautiful warm waters of my fantasy lake.) I am completely relaxed.

I'll come back to this stage in a moment. Meanwhile what happens when you are going down the steps, mountain or lift is of integral importance.

Voice: "Ten. You feel relaxed. Your feet are relaxed."

Actually picture your feet relaxing. See them floating above your body and feel a relaxing force touch your feet. Pause for a moment between each number.

PAUSE

Voice: "Nine. Your feet are relaxed and your legs are relaxed."

PAUSE

Voice: "Eight. Your feet are relaxed. Your legs are relaxed and your hips are relaxed."

PAUSE

Voice: "Seven. Your feet are relaxed, your legs are relaxed, your body is relaxed and now you feel the relaxation creeping outwards into your arms, down to your hands and out to your finger tips.

PAUSE

Voice: "Six. Your feet, legs, body and arms are relaxed. And now your neck is relaxed."

PAUSE

Voice: "Five. Your feet, legs, body, arms and neck are relaxed. Now your head is relaxed. You are totally relaxed."

PAUSE

Voice: "Four. You are totally relaxed."

PAUSE

Voice: "Three. You are totally relaxed."

PAUSE

Voice: “Two. You are totally relaxed.”

PAUSE

Voice: “One. You are totally relaxed. You are entering Nirvana.”

If you feel that you haven’t the voice to put this across, perhaps now is the time to have a look at this problem. Firstly I know it is possible to buy many cassettes with so called hypnotic procedures on them. Many of these are OK. However, they are not you talking to YOU. They are some nameless person that your subconscious does not know. But your subconscious does know you. It knows your voice, even if you don’t know it yourself.

Ask yourself why you are making this cassette. The answer is, of course, to improve yourself in many, many ways. And your voice, your very own voice, is one of the most essential elements of this programme. Let’s face it: you’re not applying for an audition for the announcer’s job on “Sale of the Century”. You are simply making a cassette for your own everlasting benefit.

So use your own voice. Speak quietly. Not too quietly of course, but quietly and clearly. You can always adjust the volume of your playback at any time you wish. **If you have trouble with long sentences, insert a few more commas or full stops. Draw a ring around these on your written version of the plan, and whenever you come to one, pause completely, take a short breath and then continue.**

For instance:

Voice: “Eight” STOP “Your feet are relaxed” COMMA “Your legs are relaxed” COMMA “And your hips are relaxed” FULL STOP

In this case, all the underlined words would represent a breath pause. And a full pause at the end of each sentence. Count to five silently at the end of each major section if you wish. Your cassette is running for half an hour, so there is no rush.

I should mention also now that when playing the cassette back to yourself through your loud speaker or headphones, don’t have it too loud. Having it too loud does not impress the message anymore clearly on your subconscious. On the contrary it has the opposite effect, it actually acts as an annoyance. A distraction. It should be just loud enough so that it is the **only** thing you can hear, but not so loud as to distract.

At this stage, you have counted yourself down and you can relax more deeply by playing a few visual tricks. As I’ve mentioned, my lift opens

onto a meadow and I stroll across to the lake, jump in and float around in a delightful state of **relaxed awareness**.

If you find this difficult to do, and not everyone can conjure up a mythical garden of Eden, try the following:

The word **relax** is a keyword. As you've noticed it was used constantly when you were on your countdown. The time has come to remind yourself of this when proceeding deeper into Nirvana.

Voice: "You are now at. . . ." (and here you mention an actual place with which you are familiar, and which is a relaxing place. It may be a park, part of the countryside, somewhere you've spent a holiday, or even your own garden. Picture yourself there and pause for a count of 10 mentioning that you are relaxing in the beauty of the scene). For the sake of this paragraph, we will make it the lake at The King's Own Gardens.

Voice: "You are now at the King's Own Gardens, relaxing in the sunshine." In the ensuing silence picture yourself there. Think about it. It is somewhere you know very well and you can actually see yourself there. Make this a long pause before continuing. Visualize rabbits, rose bushes, fountains, streams, anything that makes the mental image more real.

Voice: "You are now totally relaxed and going deeper and deeper into the state of Nirvana."

I mentioned a little while ago that I step out of my lift, walk across a park and jump into a lake where I float deeper into Nirvana. That is my technique. If it will work for you - great! If not, then your next step should be to visualize yourself floating in a swimming place that you do know. Perhaps you have a favorite swimming spot. Or maybe you remember one from some previous time in your life, and you can still picture it. So complete the mental trick of visualizing yourself diving into warm, pleasant water, preferably a place you know, and then you float in a state of relaxation deeper and deeper into Nirvana.

Voice: "You are now completely relaxed. Picture yourself diving (or jumping) into the water at Mountain Falls. The water is beautifully blue. You turn your back and float away, completely relaxed."

Pause for approx. 1 minute while you visualize yourself floating away deeper and deeper into Nirvana. Tell yourself silently while this goes on that you are becoming more and more relaxed.

If you have proceeded thus far, the very least you will have achieved is to have created a semi self hypnotic tape for yourself that will allow you

to relax whenever you feel like it. If you have a job that makes you build up a state of nervous tension, it is excellent idea to unwind with your own personal relaxation tape at the end of the day.

Voice: “You are now completely relaxed. You have now entered Nirvana.”

It is quite possible at this stage you have listened to your voice go through the motions and you feel that you are not in Nirvana. You think you are merely lying back listening to your own voice and that you have not entered the mystical state somewhere between being awake and being asleep.

This may seem to be so but it is not. You are definitely in a more relaxed state (your brainwaves slow down just by closing your eyes) than when you lay down. And somewhere between now and the end of the tape, you should drift away into the other state. The fact remains that you have relaxed your body and your mind, and you are now receptive to the message that you are about to be given.

VERY IMPORTANT

Right here is the point where you change over from giving the orders to your conscious mind to influence your subconscious mind. So far you have been saying YOU and giving your conscious mind commands. And you have obeyed them. Your subconscious mind have heard all these and stored away all these thoughts, just as it always does. And just as it will store the thoughts it is now to be given.

Because the subconscious mind cannot differentiate between thoughts, (it simply accepts the lot - whatever you decide to pass along) there is nothing to stop you playing a trick on it. A trick that cannot backfire. And which will turn out to your everlasting credit.

Here’s what you do:

You express your goals in the first person singular and **as though they were already accomplished** facts. Assuming that your main goal is to own a house on Mount Splendid, and you know exactly what that house will look like. Your goal will be something like this:

Voice: “I own a magnificent two story house on Mount Splendid. I have my own private swimming pool, my own private tennis court and there are two blue Mercedes in the garage.”

Now you have a final goal. You don’t just want vague things; you want a magnificent house, pool, tennis court and two specific cars. Your goals are concrete and definite. True you don’t own them yet, but by kidding

your subconscious mind that you do, you set the wheels in motion and the day will soon dawn when the “joke” that you have played on your subconscious mind, becomes a reality.

Don’t ask how it works, just accept that it does. All the other positive thinking books on the market tell you about goal setting, etc. What they don’t do is give you this practical and unique method of taking those goals and turning them into reality.

I have kept away from goal setting. I leave this entirely to you. If you want an excellent publication on goal setting and positive thinking, I recommend Napoleon Hill’s **Think and Grow Rich**. If you want a quick practical guide, then Who Else Wants to be Rich is mentioned in the back of this publication. You must decide what you want. And Nirvana will then take you there.

CREATE YOUR OWN IDEAS

If your main problem is that you don’t have any ideas, then your first goal is to obtain some ideas. Your voice, instead of mentioning the house on Mount Splendid, should say something like this:

Voice: “I constantly think of excellent money making ideas. These ideas are making me a fortune. I am already rich and soon I shall be richer.”

Use your own words. Say it your way. Play it twice a day and I guarantee that within 30 days you will have results.

There is one thing I can tell you right now and then I don’t know if this is peculiar to myself or universal, and that is, when I do get an idea from my subconscious, it is reluctant to give me another one, until I have acted on the first one. If I get an idea and I don’t like it, there are no more forthcoming until I have taken positive steps to turn the first one into money. This book is an example.

I received the idea of writing this book from my subconscious mind in response to a positive statement I had made “That I was constantly receiving practical money making plans.” But I didn’t action on it straight away. Quite frankly I didn’t feel like writing another book. But my mind was blank for a week after I received this idea. Now I’ve started on this book and suddenly I find almost a compulsion to write, write, and write until it is finished. And I don’t doubt for an instant that when I have completed this project, I will receive another idea from the same source as this one.

And incidentally I am not a journalist. I have had no training in writing nor is my vocabulary particularly large. That's the strange thing about Nirvana. When you use it and it gives you ideas, don't query your ability to turn those ideas into money, but to begin straight away, whether you actually feel ready or not. Whether you actually feel qualified or not! *Many of life's most successful men are most successful, not because of education, or training but because they became men of action. They didn't ask how, they simply started straight away and went ahead and turned their ideas into money.* Everything on the earth began as an idea. You may not think that when you look at giant ocean going liners, jumbo jets, mighty aircraft carriers, 100 storey buildings but if you think about it, they all, and everything else as well, began as an idea conceived by the combination of conscious thought and Nirvana.

What can you achieve through this programme?

Firstly, you can turn any physical desire into the equivalent in money. Anything concrete that is your personal goal can be achieved.

Secondly, any personal habits can be controlled, improved or changed according to your desires. You may wish to control bad habits, drinking, smoking, gambling, sexual urges, etc. This can all be done through Nirvana.

Thirdly, you can change your personality. If you desire a dynamic personality say, simply programme your way to achieve this.

You can overcome shyness. Fear of public speaking. Nail biting. Nervousness. Lack of self confidence. Lack of persistence. Lack of energy.

Let's take a difficult goal. Frank was 30, divorced, lonely. Felt rejected by the world and desperately longed for love and affection. But, feeling beaten, he didn't have the heart to overcome his natural shyness and go out and win a heart. Having contacted me, Frank decided to create a Nirvana cassette. When he got to the part where he had to state in the first person his private goals he said.

"I AM IN LOVE WITH A WONDERFUL GIRL. SHE IS EXTREMELY ATTRACTIVE, LONG HAired, WELL EDUCATED, DOESN'T SMOKE AND IS ALWAYS PLEASANT AND FRIENDLY. SHE IS WELL READ AND A PERFECT COMPLIMENT TO MY PERSONALITY. SHE RETURNS MY LOVE AND WE ARE VERY HAPPY TOGETHER."

Now, Frank didn't really believe that his own personal cassette would work for him, but he had nothing to lose by trying, so he made it up and

played it morning and night for a month. It became a habit for him to play this cassette over and over again.

The incredible thing is, and he was about to discover this for himself, Nirvana will work for you whether you believe in it or not. It doesn't matter a whit if you are a non believer, as long as you follow the formula, it will work.

One day in the course of Frank's work he had to call on a workmate. There he met his friend's sister. And although he didn't realize it at the time, destiny was knocking at his door. He didn't think twice about the attractive young lady he had met but there is more to Nirvana than that. **She was looking for him.** They met again, seemingly by accident, and this time Frank did notice her. Plucking up his courage (strangely Nirvana seemed to have given him a lot more) he asked her if he could see her again. As she had already decided that he was going to ask her this, and being a woman, she said she didn't know about that. Then suddenly Frank turned on his hidden personality and quite dazzled her. His old fashioned good manners quite decided her on the spot to stop teasing him and say yes. She did. And Frank, through Nirvana, had triumphed.

Truly, whatever you want can be yours through Nirvana. The only real limitations are those that you set yourself. And if you decide to remove them, the world is yours to conquer.

ARRANGING YOUR GOALS

Let's assume that you have a goal list and you have decided exactly what you want out of life. There may be only a couple of things on the list. There may be 10. That depends entirely on you. It is your personal list. Here's what you do to turn your goals into tangibles as regards your personal Nirvana cassette:

Step one is to arrange them in order of importance. Then take the first five most important and word them in the first person as previously described. For example, assume that the goals you most required were:

1. House on Mount Splendid.
2. Income of \$100,000 a year.
3. Two Mercedes in the garage.
4. Development of Persistence and Personal Initiative.
5. Ownership of several small businesses all making money for you under management.

Depending on your personal turn of phrase, your goals might sound something like this:

Voice: “I own a magnificent home on Mount Splendid. My home has two storeys, private tennis court and swimming pool, and two new powder blue Mercedes in the garage.”

You would read this 15 times, slowly and with good pausing for effect.

Voice: “I am a money magnet. I attract money. I think of money continually and have an income of over \$100,000 a year. I am rich and getting richer every day.”

You would read this 15 times, slowly and with good pausing for effect.

Voice: “There are two powder blue Mercedes in the garage (describe the color, type, etc. in a couple of sentences to create more realism).”

You would read this 15 times, slowly and with good pausing for effect.

Voice: “I possess great powers of persistence and my personal initiative is unsurpassed. I finish all projects and don’t know how to take no for an answer.”

You would read this 15 times, slowly and with good pausing for effect.

Voice: “I own several small businesses. They are all run under my business ventures.”

You would read this 15 time, slowly and with good pausing for effect.

Voice: “I own a magnificent home on Mount Splendid, complete with tennis court, swimming pool and two Mercedes in the garage. This is made possible because I have a persistence that is unparalleled amongst my acquaintances, and my personal initiative also enables me to have an income in excess of \$100,000 a year. All the small businesses I own are exceedingly profitable.”

You would repeat this 15 times, pausing appropriately.

I have said repeat each item 15 times. This is rather a boring process making your cassette. However, it is never boring to listen to, or if it is, it bores you to a point where you are almost asleep. And this, subtly, it exactly what you want, (the slower brainwave) as your subconscious, which never sleeps, simply easily absorbs every word.

You are making use of the great principle of **auto suggestion**. It cannot be stressed enough, or understood too much, what a powerful tool this

auto suggestion is. If you're standing next to a pneumatic drill and trying to read a notice, it is doubtful if you would comprehend 10% of what you read. Even if you read it 20 times through, you probably wouldn't recall what it was about. But lock yourself in a quiet room, and read it just once and you would have instant comprehension and almost total **immediate** recall.

The more you read it the more recall you would have. But regardless of where you read it, your subconscious would remember it. By using Nirvana you are making **auto suggestion** easy for yourself. Your mind will work on your suggestions. Your mind wouldn't work on suggestions given while standing next to a pneumatic drill regardless of how many times you read the notice. So, by using Nirvana and making it easy for yourself, and by using the great principle of auto suggestion, you are setting forces in operation that just must work for you if you give them a chance.

I have suggested 15 times for each goal repetition. This depends on the number of words you are using in each affirmation. If you are running out of time (you should have a 30 minute cassette) then cut down to 10 affirmations of each one. The when you come to the last one, which is effectively, a summing up of all your major goals, keep on with that one until you are almost at the end of the cassette.

But leave a minute or two. It is necessary for you to bring yourself out of the state of Nirvana. Sometimes, particularly if you are tired, you may have fallen fast asleep. So, you wake yourself up, take off your headphones (the cassette will have stopped itself) and go back to sleep.

The procedures are as follows:

After the final affirmation, you pause for a minute and then say:

Voice: "I will now count from ten to one. When I reach one I will be wide awake and feeling terrific.

"10 . . . 9 . . . 8 . . . 7 . . . 6 . . .

I am coming awake and feeling oh so good.

5 . . . 4 . . . 3 . . . 2 . . . 1 . . ."

"I am now wide awake, feeling **healthy, happy and terrific.**"

This is the end of the cassette. Pause between your countback. Count to two silently between each number for equal spacing. Come out of the deep mind level slowly.

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RELAX AND GROW RICH THE EFFORTLESS WAY

PART - SIX

THE WORDS

In this section we will look at the words only, without all the instructions. This is what you should have written out **before** you commence making your cassette. The exception being that your goals will be different from the examples in this section.

I have already mentioned pausing deliberately, wherever you have a full stop or comma. Here are few other points that will help you to make your cassette more effectively.

You should deliberately speak slowly. If you have a tendency to gabble, that is run a few words together, or abbreviate words, speaking slowly will eradicate this fault. If you're one of those people who say "Saddy" as many do, saying it slowly returns it to the original "Saturday." Likewise "Goody" becomes a recognizable "Good day."

In addition to speaking slowly and clearly and pausing at all the punctuation, you should speak firmly. That is your word should be uniform in strength. Try not to let the words fade away towards the end of your sentence. Speak positively, not in a weak or wishy washy manner. Your subconscious will respond much better to a nice firm positive tone of voice when recording your triumphs and already achieved goals.

Please don't think that your voice isn't good enough or make excuses of this nature. The whole point of the exercise is to speak to your subconscious in a voice it is used to listening to. When you listen to the play back you may not even recognize your own voice. This is not all uncommon. Your subconscious will not be bored. It will hear every word you say. If you speak in a positive, enthusiastic tone of voice, your subconscious will pick that up. If you speak in a negative, defeatist tones of your voice that will be picked up. So do concentrate particularly while making the cassette.

An interesting point is that when you play it back you may find your mind wandering as other thoughts cross your consciousness. This is normal. It simply means that you are not in deep Nirvana. Don't worry about this, the message will still be being accepted by your subconscious. In fact, **AND THIS IS MOST IMPORTANT**, when you do get to the playback stage, it is vital that you **do not concentrate on the words too hard**. Concentrating creates intensity and hinders relaxation. You should not, and cannot force this activity. It must come gently, slowly, easily and naturally. Once you have begun the programme there is nothing you can do consciously (except to play the tape more often) that will speed up the process.

You may desire instant results, but in most cases it will take somewhere between 14 and 28 days before the first positive action steps can be taken. When you plant a seed what happens? Well if it is put in dry sand, absolutely nothing will happen. This is like playing the cassette over once and then forgetting it.

But add water, add fertilizer, add sunshine, add warmth and what happens? In about a week the seed germinates. Out pops the little head, still very fragile and weak. But keep on adding the right ingredients and watch it grow. That single grain of wheat will multiply not once, not twice, but maybe a hundredfold. But it must be nurtured all the while. Rain, warmth, sunshine, love, until eventually the crop is harvested.

So it is with your programme. At first the results will not be apparent. But in time, and this time will differ with different people and with constant playing of your personal programme, the harvest will be reaped.

Here's your programme:

KEY:

. means pause.
. means long pause.

Voice: Breathe in deeply
Now breathe out And out And out

Breathe in deeply.
Now breathe out And out And out

Breathe in deeply
Now breathe out And out And out

You are starting to feel relaxed

Now stay relaxed

I will now count from 10 to 1. As I do, you will go deeper and deeper into a state of pure relaxation, until, at the count of one, you will be completely relaxed

Ten. You feel relaxed. Your feet are relaxed. You feel your feet are beginning to float away from your body

Nine. Your feet are relaxed and now your legs are relaxed

Eight. Your feet are relaxed. Your legs are relaxed, and now your hips are relaxed

Seven. Your feet are relaxed. Your legs are relaxed. Your body is relaxed and now you feel the relaxation creeping outwards into your arms and out to your finger tips

Six. Your feet, legs, body and arms are relaxed. Now the relaxation is creeping into your neck. Your neck is so relaxed.

Five. Your feet, legs, body, arms, neck and head are relaxed. You are totally relaxed.

Four. You are totally relaxed. Your body appears to float above itself. You are drifting towards Nirvana

Three. You are totally relaxed

Two. You are totally relaxed

One. You are totally relaxed

.

You are now in the King's Own Gardens, relaxing in the sunshine. The fountain sparkles. Children are playing and you are relaxing totally in this delightful setting.

.

.

You are totally relaxed and going deeper and deeper into the state of Nirvana.

.

You are about to enter the water at Somerset Dam. This is your favorite swimming place You enter the water. You float. You are floating away. You are entering Nirvana. You are totally relaxed. You are floating You are floating You are totally relaxed

. You are totally relaxed.

“I own a magnificent home on Mount Splendid. My home has two storeys. I delight in playing tennis on my own private court and swimming in my private pool. I take equal delight in my new LTD sedan that is parked outside my front door

(10 times - minimum- with full pause between each time)

I am a money magnet. I attract money. I think of money constantly. My income exceeds \$100,000 a year. I am rich, prosperous and getting richer all the time

(10 times - minimum - with full pause between each time)

My new LTD sedan is the pride of my life. It has automatic windows, integral air conditioning and is a beautiful pale blue. I love driving it; indeed I drive it every day

(10 times - minimum - with full pause between each time)

I possess great powers of persistence. I never give up on anything I start. This fact, together with my personal initiative and intuition have made me very rich. I continue to grow richer every day

(10 times - minimum - with full pause between each time)

I own several small businesses. They are all run under management, and are all extremely profitable. This is due to my entrepreneurial and management expertise. I am successful in all my business ventures

(10 times - minimum- with full pause between each time)

I own a magnificent home on Mount Splendid. My home has two stories. I delight in playing tennis on my own private court yard and swimming in my private pool. I take equal delight in my new LTD sedan that is parked outside the front door. I am money magnet. I attract money. I think money constantly. My income exceeds \$100,000 a year. I am rich, prosperous and getting richer all the time My new LTD sedan is the pride of my life. It has automatic windows, integral air conditioning and is a beautiful pale blue. I love driving it, indeed I drive it every day I possess great powers of persistence. I never give up on anything I start. This fact, together with my personal initiative and intuition have made me very rich I own several small businesses. They are all run under management and are all extremely profitable. This is due to my entrepreneurial and management expertise. I am successful in all my business ventures.

(As many times as you have tape left - but leave 2 minutes for the close)

* * * * *

I will now count from 10 to 1. As I count I will float upwards.

10 9 8 7 6

I am coming awake and feeling oh so good.

5 4 3 2 1

I am now wide awake feeling **Healthy, Happy and Terrific.**

* * * * *

RELAX AND GROW RICH THE EFFORTLESS WAY

PART - SEVEN

LIMITLESS ACHIEVEMENTS POSSIBLE

Here are just a few of the things you can do with Nirvana cassette.

Achieve a definiteness of purpose in life.

Develop money making ideas.

Change your personality.

Achieve personal initiative.

Become enthusiastic.

Raise your energy level.

Achieve leadership ability.

Succeed in any ambition.

Cure bad habits like:

Smoking; Over Drinking; Nail Biting

Lose weight.

Become self-confident.

Gain confidence with opposite sex.

Increase your will power.

Acquire a dynamic personality.

Overcome shyness.

Improve your memory.

Make more money in business.

Make yourself rich.

Improve your health.

Improve your sporting prowess.

Live longer.

In short, there is absolutely nothing that cannot be achieved with a Nirvana
tape/mp3

RELAX AND GROW RICH THE EFFORTLESS WAY

PART - EIGHT

QUESTIONS AND ANSWERS

A while ago, in order to test the methods of this book I held a free seminar for people from my home State who had purchased mail order books from me previously. I ran through everything bit by bit, including running an actual tape that I had used on myself. Then I issued written instructions to all present and we agreed to hold another seminar in 6 weeks time.

At the end of the second seminar, all those present expressed that they had achieved positive results. A couple of NON BELIEVERS said they had gone ahead with the programme anyway and it still worked. A few had not attempted to make a cassette and of course there is no hope for these people at all. The pleasing thing is that it didn't just work for me. It worked for all who tried it. Nirvana is a universal principle that will benefit everyone. Anything new and anything to do with mind control will rouse suspicion. So keep your own council. The proof of the pudding

At the end of the first seminar I held a question and answer session. And here are the questions most asked:

Q: Why is it necessary to relax the body if the subconscious mind picks up every word, action and thought that occurs?

A: This is a good question. The thing is that the conscious mind will reject statements and may even inject the opposite to the subconscious mind if the body and conscious are tensed and keyed up. Imagine the foreman on a building site, he has two cranes on temporary hire and he is responsible for keeping them there for as short a time as possible to keep costs down. He has had all the workers stand aside while the cranes lower a giant platform to the bottom of the site. He is tensed and concentrating all his energies and resources on the job in hand. His mind has shut out everything except the actual operation, which is about to begin. Suddenly his wife sticks her head through a hole in the top of the fence and shouts "Yoo hoo dear, I've brought your lunch."

His conscious mind heard her. His subconscious mind heard her. But everything about his present mental and physical condition reacted to reject and ignore the interruption. His mind - even his mouth may have acknowledged his wife's presence, but at the same time he totally rejected the interference to his concentration. It is quiet probable that on completion of the job he was totally occupied with, he would have no recall of his wife's interruption. This is why it is important to relax the body and with the conscious mind, before making an attempt to influence the subconscious.

So many American positive thinking books tell you to write down your goals and read them to yourself a few times, morning and night. This can succeed. The trouble is that it requires an intense concentration, coupled with some visualization to make this process work. Or alternatively, the goals must be emotionalized - say with enthusiasm - which is not an easy task. With Nirvana it doesn't matter about emotionalizing your goals. Your personal voice, the first person, and Nirvana will succeed simply by continual repetition.

Q: You didn't mention much about setting goals. Is there a special technique for this?

A: You're quite right, I didn't. I assumed that anyone who bought this book would be familiar with goal setting techniques. However, in the event of this not so I recommend the following:

1. List all the things you would buy if you had \$250,000 put onto your hand right now.
2. List them in the order of importance. Your main goal is then at the top of the list.
3. The second method is to ask yourself what you would like to have in five years time if you could have anything you wanted at that time.
4. Assuming that you can have anything you like in 5 years time, list the personality traits you would need to hold those assets. And ask yourself what you are prepared to do to accept those assets. This will give you personality goals.
5. If you still can't make up your mind that there is a definite major goal in your life, you can simply programme a tape to tell yourself that you continually receive great money making ideas. That your personality is a magnet for such ideas. And that they enter your mind each night as you sleep. If you use this technique, it is a good idea to keep a notebook and a pencil by the bed every night. And anytime you wake with an idea, write it down. Many a brainwave has been killed off before it could be born by simply thinking "I'll think this out later" and the forgetting all about it. And if using this night technique, it is also a great idea to play your cassette to yourself anytime you find yourself unable to sleep. Ten to one says that when you've played it through, you'll have played yourself right back to sleep. Possibly creative sleep.

Q: How do you set out the wording of the goals? Is there a special technique involved?

A: Yes. They are issued in the first person. You will notice that after counting yourself down to Nirvana and doing a couple of mental exercises to further relax yourself, you change from the third person (YOU) to the first person (I). At this point you are actually issuing commands to your subconscious. You are issuing orders and they should be worded as such. However you notice that all the orders are both believable, achievable and written as though they have already been accomplished. You don't wish to own a small business. You don't desire a Mercedes. You don't want a swimming pool. You **own** a small business. You **drive** a Mercedes and you **swim** in your own pool. A computer can't differentiate between rubbish and a genuine command. Nor can the subconscious. Therefore, by saying "I am worth \$100,000.00", your mind will accept this. Just remember the analogy of the seed growing. Protect it, water it, sun it, nurture it and the harvest will be yours. Have faith! For generations, people have been urged to have faith. No one ever told people how to have faith. Playing this cassette will eliminate this and show you how.

Q: Can you give me an example of how to *cut down on smoking* commands should be worded?

A: Yes I can, but I do stress that it's better in your own words. Smoking is generally associated with stress. Thus, if stress is removed and happier frame of mind achieved at all times, one would smoke less.

I FEEL MORE AND MORE RELAXED WITH EACH PASSING DAY. I AM HAPPY AND INWARDLY SERENE. I FEEL A SENSE OF WELL BEING AND SECURITY. MY SECURITY AT HOME AND AT WORK ARE COMPLETELY UNTHREATENED. I AM AT PEACE WITH THE WORLD. I DO NOT HAVE THE DESIRE TO HAVE MORE THAN A VERY OCCASIONAL CIGARETTE. I ACTUALLY DISLIKE THE FILTHY SMELL OF TOBACCO SMOKE. I FIND IT UNCLEAN AND UNHEALTHY. THE LESS I SMOKE, THE BETTER I FEEL. I FEEL BETTER AND BETTER ALL THE TIME BECAUSE I SMOKE LESS AND LESS. I HAVE MORE THAN SUFFICIENT WILLPOWER TO SMOKE ONLY VERY OCCASIONALLY. MY DESIRE TO SMOKE IS DISAPPEARING DAY BY DAY. WITH EACH PASSING DAY I FEEL HAPPIER, MORE RELAXED, AND MORE SELF ASSURED THAN EVER BEFORE. I LOVE LIFE AND I AM CONTENT.

After four weeks of this programme, your next tape to say how wonderfully happy you are. How much you detest smoking. How filthy you find it. Then emphasize how wonderfully fit and healthy you are. How much more enjoyable life has become without cigarettes etc. Emphasize the negative with regard to cigarettes. And emphasize the positive with regard to your wonderful, exciting, stress free, healthy life.

Don't try to force things by say, after two or three playing, trying to use will power to stop smoking. Just keep on smoking as normal. In time, as with the seed, the harvest will be ready. You'll find that you will cut down your smoking **when your subconscious tells you you are ready**. You'll know little about it, you'll just do it. As with Nirvana lessons, they are accomplished without will power, physical or mental effort, and without any force or strain! **Nirvana is the natural relaxed way to succeed.**

Q: Can I improve my sporting prowess this way?

A: You certainly can. John J. brought his golf handicap down by four strokes within two months of commencing a Nirvana tape. Before that his handicap had been as high as it could be (32) for the last 3 years. Now he has programmed himself to lose a further four strokes - once again without will power, effort, or any form of intense concentration. As he told me, I feel so relaxed now I just know I'm going to shoot better golf every time I step out on the course.

Q: If I list my personality traits that I want to improve, should I bunch them all together on one tape as an improvement?

A: No. After you've listed the things you need to improve your personality, say: ENTHUSIAM, PERSONAL INITIATIVE, ABILITY TO BE A SELF STARTER, TIMIDNESS, LACK OF PERSISTENCE, etc., re-list them in the order of the items that you feel are already your strongest. You might come out with something like this then.

1. Lack of Persistence.
2. Enthusiasm.
3. Timidness.
4. Ability to be a self starter.
5. Personal Initiative.

Now you feel that persistence is already on of your strongest traits, but naturally, you want it to be stronger. At this stage, remember that you are engaged on a work of utmost importance to you. You are about to engage in a programme that will change your entire life for the better. So start with your strength. Make your strength stronger and the rest will follow. If you feel you are already moderately persistent, make that your number one goal, to be greatly persistent. At a later time you can add the other weaknesses to another cassette. Meanwhile, you build on your strongest point. By developing your strengths, your weaknesses will automatically become stronger.

Andy was an insurance salesman. One of his strengths was persistence. When he was with a customer, he just wouldn't give up. He'd ask the customer to buy 20 times - if necessary. He just wouldn't take no for an answer. He knew how hard it was to get that face to face interview with a prospective customer. And having got it, he wasn't going to leave until the customer bought. This "strength" made him a moderately successful salesman.

Andy's trouble was timidity. He used to make a terrible mess of things when first calling on new prospects. He knew that first impressions were important, and he knew he wasn't making the right impression. He developed what the insurance industry calls "Call Reluctance", that is a reluctance to call on new customers. He relied instead of calling on his old ones again and again. His income declined and so did his opinion of himself.

I told him about Nirvana. He decided to combine his strength - PERSISTENCE with his weakness TIMIDITY, on a Nirvana cassette. He told himself that he had persistence in achieving sales. That he never took no for an answer when he asked his customers to buy. He also added the fact that he was never afraid to make new calls. That he oozed self confidence when making new calls: That his personality absolutely shone when meeting strangers for the first time. That his persistence was double barreled asset - enabling him to find and meet new customers without shyness or timidity, and also to sell them insurance policies tailored to their individual needs.

Andy built on his strength and he defeated his weaknesses. He is now a great salesman. So please don't ignore your strengths and concentrate on your weaknesses. Make your strengths stronger and build up your weaknesses at the same time.

Q: Are you saying the conscious mind is very inefficient?

A: That is true. *The conscious mind is capable only of reasoning on the lines of known information.* To make it simple Albert Einstein knew that 100 centimeters made up 1 meter. His conscious mind was programmed to use this information of any mathematical problem as it was a self evident truth. But find $E = MC^2$ took the combined reasoning faculties of the conscious mind PLUS the infinite power of the subconscious mind. The conscious, which is the mind, is inefficient and always will be so. The subconscious, which is the bridge between the conscious and infinite intelligence, is the one thing that separates mankind from all other forms of life. It makes us superior. You now have the means at your disposal to contact infinite intelligence and remove all limitations from your life. There can be no excuses for failure if you adopt the

programme in this book. You don't need a keen brain. You don't need as high I.Q. You don't need super intelligence. You don't need super education. It doesn't matter if you are black, white or yellow. It doesn't matter what religion you are. And it doesn't matter what language you think in. There is no excuse for failure.

Q: You mention famous inventors of the past. I fancy myself as a bit of an inventor. Could I use the names of other famous inventors to stimulate my subconscious to action?

A: I don't see why not. Using your own words of course, you might say something like: - I CONSTANTLY RECEIVE PRACTICAL MONEY MAKING IDEAS. I RECEIVE THESE IDEAS FROM THE STOREHOUSE OF UNIVERSAL KNOWLEDGE. THIS IS THE SAME STOREHOUSE OF KNOWLEDGE AS GREAT INVENTORS LIKE CHARLES EDISON, ALEXANDER GRAHAM BELL AND ALBERT EINSTEIN USED. IT IS EQUALLY AVAILABLE TO ME. IDEAS FLOW TO ME ALL THE TIME FROM THIS GREAT UNIVERSAL STOREHOUSE. GOOD, SENSIBLE, PRACTICAL IDEAS THAT ARE MAKING ME RICH. INDEED I GROW RICHER EVERY DAY USING THESE IDEAS.

Q: How loud should my recorder be when on playback?

A: I'm glad you asked that. Originally, I found that after a couple of weeks I was becoming irritated by my cassette, especially at night when I was tired. When this happened, I found I was usually getting close to an idea. However I found that by turning the sound down to what was just a whisper, and I remember I always playback in a very quiet and peaceful conditions, I established a nice relaxed feeling again. So you definitely won't want the recording too loud. It is a peaceful experience, a pleasant experience, so give yourself every chance of being peaceful by establishing a quiet rapport with your taped voice.

Q: What are your family's reactions to this project?

A: They understand. Apart from the fact that they have always thought me a bit of a nut! For a while my wife objected to me wearing headphones for half an hour just after retiring for the night. I solved this by buying an expensive pair that is 99% soundproof to anyone in the near vicinity. However, if your partner does object to your voice for half an hour after going to bed, I can only suggest that change your time of playback. In this event, it is a good plan to have fixed time to listen e.g. Get up half an hour earlier and go to your study lounge room and playback to yourself quietly. And/or make a definite half an hour in the evening for yourself. Don't have arguments with your partner about it, as this will upset your peace of mind and be detrimental to your progress.

Q: Will Nirvana work for someone who is currently poor and out of work and has no capital to start anything with?

A: It most certainly will. All that person has to do is to make a nirvana cassette and issue commands to the effect that he/she attracts practical money making ideas. Particularly money making ideas that can be commenced with little capital. Or a specific job if that is your aim.

And of course it helps if he/she actually believes that Nirvana will work. Remember: it will work even if he doesn't believe but it will work faster and more efficiently with belief. The subconscious mind cannot be fooled. If the commands are given (the seed planted) and continue to be fertilized (the nurturing), then the harvest (success) must be achieved. Present circumstances will not hinder at all. Andrew Carnegie, America's first giant of the steel business, and who started with nothing at all had the motto:

ANYTHING IN LIFE WORTH HAVING IS WORTH WORKING FOR.

Andrew was right. Making and using the cassette is small enough work for the rewards that can be obtained. Let me tell you about Jack. Jack's position was very much like the one you hypothetically mention. Jack did not only have nothing and no job but was also a bankrupt, having gone into debt and having found no way out. Shortly after trying Nirvana he received a message to gather all his junk and go to a swap meet. He did and raised \$120. The week after he visited an auction. He didn't know what made him visit an auction. He's never been to one in his life. That's how Nirvana sometimes works. **Like God, in mysterious ways.** On impulse he bid for the 50 cartons of pickled beetroot that no one else was interested in. Now he had large cans of beetroot at 15 cents a tin. He made a couple of trips in his car to cart them home. The following week, he booked a stall at a market for \$20 and sold all his beetroot for 30 cents a tin. Now he had \$170. He visited a toy wholesaler and asked if he had any clearance lines. He had, and Jack was offered a large amount of stock at a very cheap rate. In addition, he was offered goods on consignment, (that is they could be returned if they weren't sold).

Jack became a regular market trader. At the end of three years he was discharged from bankruptcy and is now a successful small businessman. Does he believe in Nirvana? Let him tell you in his own words:

“Without Nirvana I was finished. I was bankrupt and had literally nowhere to go. I was approaching 50 and virtually unemployable. Then someone told me about Nirvana. Was I skeptical? I'll say I was. I'd worked a 12 hour day to try and save myself from bankruptcy and had failed. I felt all my life and my life's work had ended in misery and

failure. But I was just desperate enough to try anything once. To clutch at a straw, however fragile, like a drowning man. Within a month I was making money again. Within a year I could once again call myself independent. And eventually I paid off all the debts I had been bankrupted for. I paid every man every cent I owed. I hope that others can discover this before they ever reach the low plight that I found myself in.”

Thank you Jack, and so, indeed do I.

Q: Is autosuggestion a scientific fact?

A: It has been used extensively by psychologists for in excess of 80 years. It is nothing less than carefully worded affirmations used with repetition. Nirvana is an update of an old principle. It cuts out the middleman so to speak, and communicates your desire direct to the subconscious, which is difficult to reach by the methods of described in run of the mill American Positive Thinking books.

Q: Why don't commercially produced cassettes have the same result?

A: They are not designed and produced with you in mind. They are mass produced and all talk in the third person i.e. “You are giving up smoking.” While I am sure they do some good, they do not achieve Nirvana because:
a) they do not use your own voice to speak to your subconscious and
b) they do not change to the first person (“I”) at the vital stage when you are receptive to your own voice’s message.

Q: How can Nirvana work if I fall asleep during a listening or if my mind wanders and I think of other things?

A: I have said the subconscious never sleeps - this is true! So, if you are physically asleep (conscious mind), your subconscious mind a slower brainwave will continue to hear the speech from your headphones exactly the same as if you are awake.

Likewise when other thoughts enter you mind, I have said this is natural. Intense concentration is not necessary. You are repeating a message over and over again. Even with other thoughts in your mind, your subconscious hears your voice first. Indeed your own negative mind may contradict you in your thoughts. But the physical intangible presence of the voice drags your conscious thoughts back to the words being spoken.

Q: Are there any limitations to how much can be achieved by any one individual?

A: No, None that I know of. However, if you say you have 500 million dollars, you will be exceeding the reality of your belief system. Of our real situation. Such a sum is inconceivable in the short term. However if you currently earn \$15,000 a year, a goal of 4 times that, \$60,000 a year is not only believable but eminently achievable. Don't just say "I am rich. I have lots of money." How much is lots? Be specific. "I have \$200,000 in the bank!" Ask yourself what is realistic and then add a bit. It is still realistic, therefore your subconscious will respond. You're expanding your belief. Your subconscious may not respond to demands that are totally inconceivable and unachievable. Nor will it respond if the commands are given in a wishy washy way. They should be crisp and dynamic. And they should be believable. If you earn \$50,000 a year and you convince your mind you can earn \$100,000 (that is your seed) your subconscious will provide the reality through hunches, or thoughts that you have asked for, and which may come at any time, anywhere or any place.

If you remember Jack, who started as a market trader and became a successful retailer, all he asked for was a money making idea that he could commence from scratch. He got it and then another, and then another. All achievable (to him). It took time but his seed (his thought) became his harvest.

Q: To go back to the question on a person whose mind wanders?

A: Yes.

Q: Is it necessary to pay attention at all then?

A: While the countdown is going on it is necessary. As soon as you feel relaxed you can simply let your mind wander if you wish. A wandering mind is much more relaxed than one that is intensely concentrating on something.

Q: Should I discuss this programme with my family?

A: I figured someone would ask that after a while. The answer is it is your programme. It can be done by yourself via headphones, and remain your secret. However, if you wish to share it with someone in the same house, say a wife or someone very close, there is no harm in sharing. However be prepared for skepticism. New ideas are always regarded with suspicion. Remember what happened to Marconi?

Q: Why are you releasing this programme? If it's so good, why not keep it for yourself?

A: A year ago when I was a salesman, a very wise State manager told me that if you share something that is good and true, that which remains, will expand and multiply. I believed him then and I do now. I have lost nothing by giving away this secret. I can still use it at will. And every one who reads this book will benefit by trying the same thing. In a time like this, when unemployment and depression stalk the land, I believe I have a social duty to help everyone who is willing to accept that help.

Q: What has Nirvana ever done for you?

A: On a business level, it has literally saved my life. A few short years ago, a lease on a business from which I made a living was not renewed. At the same time I had sold my other business to concentrate on the one I could not renew. Suddenly at the age of 40 I was in the wilderness with a family to keep, a heap of debts and no income and not a job in sight.

It is history now that I survived for 8 months like that without any visible means of support. However, it was during this time that I was using Nirvana without realizing it. I constantly thought of money making ideas, using the 20 idea plan, as explained in WHO ELSE WANTS TO BE RICH. In addition, I went to sleep every night trying to solve the problem of making money.

Also, I used a most unusual version of Nirvana. At that time I didn't realize what a mighty principle I was using. What I used to do is take a pen and notebook into the bathroom. Then I run a nice deep hot bath. I'd settle in, and to all intents and purposes I was asleep. But in reality I was relaxing and letting my mind roam free. Whenever an idea occurred to me I'd jot it down.

Sometimes they came on the spot. Sometimes hours later. And sometimes days later. But unconsciously, I had discovered Nirvana.

Out of those bath sessions came pamphlets that I sold commercially to specialized buyers. The Stock Exchange Loss Limiter that I sold to readers of the Financial Review, a business newsletter that I ran for two years. A printing business that I started at home and later developed into a bigger business. And a series of business reports that I produced for low cost and sold a profit.

In those days I started with nothing. I simply asked for ideas to make money. Low cost ideas that I could establish myself in business with, and received them. Even today, I still use my bath time as creative thinking time.

Q: Can you lose weight through Nirvana?

A: Of course you can. “YOU SEE YOURSELF AS A SLIM ATTRACTIVE PERSON”, Say: “I am slim and attractive. I enjoy my food but never eat between meals. I never eat anything after my evening meal. I enjoy being slim for the compliments I receive. I never eat fried foods. I enjoy small meals. I prefer small meals. Most days I only eat two meals a day. I am an extremely happy and satisfied person. I go for a two mile walk every evening. I feel slim, attractive and good looking, etc.”
Just do it in your own words, it will work exactly the same as the stop smoking commands.

When I wrote Who Else Wants To Be Rich and began to sell it, I found that my readers continually wrote in and asked for clarification of certain things.

With this book, I have held a seminar on the subject and recorded all the Questions asked and expanded the answers, hoping that all questions relating to this subject have been covered.

I have covered most of them here.

I most certainly wish every reader of this book the success that he or she deserves.

It is yours for the asking.

Take it.

* * * * *

FINALE

This postscript does not form a part of this programme. But it is of importance to those who wish to get faster results.

I have stressed that neither will power or positive effort will help with this programme. The way to make it work is simply to follow the directions and have the persistence to keep on playing YOUR cassette again and again. When you do this it will work. I guarantee it.

However, and this is the part that is not necessary if you do not wish to do it, a healthy mind will function much better in a healthy body.

I don't smoke so that is not a problem to me. I have mentioned previously that you can use this programme to cut down on or quit the dreadful habit of smoking.

The other thing is that, so many of us have sedentary jobs. We spend all our working lives sitting down and, the older we get, the more weight we tend to carry, and the more sluggish we get.

Whenever I adopt a new 30 day mind conditioning programme, I also add two changes in lifestyle. They both help give me a healthy body. And as I said, a healthy body easily houses a healthy mind.

These two things are:

1. I give up all alcoholic beverages for a month.
2. I take a brisk 3 kilometer (1.8 miles) walk every night just before I go to bed. And I mean brisk. I really step it out. This simple thing does me a world of good. It gets the blood circulating. Increases the depth of breathing and increases the heartbeat.

As to drinking: you may feel that your social life compels you to drink and that refusing to accept a drink is anti-social. Far from it! I have found it just as easy to say No! Just as easy to accept the challenge. People will respect you for your choice.

These challenges in lifestyle have done me so much good that I take a walk every night now whether I am undergoing a programme or not (and I am almost all the time planning something, as one shouldn't quit just because one goal has been achieved). And secondly I now rarely drink and feel much better for it.

Your programme will work without this. But, and I can't prove this though I believe it to be so, your entire lifestyle will be better, if you follow these two simple additional directives.

Infinite Blessings to you.

Michael S Johnson

P S. The most fascinating ALTERED STATE OF CONSCIOUSNESS website I have ever visited is **The unexplainable store**. Have a peek at it on

The unexplainable store

<http://6d765k141-v15s4jv2-ix0o11z.hop.clickbank.net/>

or The Big Picture

Super Mind Powers by Ewen Chia

<http://50e68oxb19h2cr53qa0qt19t52.hop.clickbank.net/>