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# Accelerated Learning Workshop

**Presented by:  
Patrick Dougher**

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## Supplemental Material

*Helpful resources that Pat has used through the years.*

*Mega Speed Reading* by Howard Stephen Berg

*Mega Memory* by Kevin Trudeau

*Speed Mathematics* by Bill Handley

*Triple Your Reading Speed* by Wade E. Cutler

*Million Dollar Habits* by Brian Tracy

*The Universal Laws of Success and Achievement* by Brian Tracy

*Double Your Brain Power* by Jean Marie Stine

*Unlimited Power* by Anthony Robbins

*How to Be Twice as Smart* by Scott Witt

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To order *Accelerated Learning Workshop* on DVD, go to

*www.patrickdougher.com*

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633 Cranbrook Dr., Fort Worth, TX 76131

# Results, not activity

These days, everyone has to process a lot of information—more than ever before.

*In school*

*At work.* Most industries double the information load every six to nine months.

Whether you're in school or working, you have a *lot* of information to process. How do you keep up?

The **Accelerated Learning Workshop** offers you four tools that will increase your ability to process information and learn in about half the time:

**Speed Reading**

**Note Taking**

**Memory Techniques**

**Study Tools**

Notes:

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# Speed Reading: Increasing Your Reading Rate

Before we begin, **take a baseline reading rate.** Turn to page 16, begin at the top of the page and read for 60 seconds.

My baseline reading rate: \_\_\_\_ lines x 10 = \_\_\_\_\_ words per minute.

Most of us read word by word. Because we learned to read out loud, we

- ➡ See the symbol
- ➡ Hear the word in our minds (sub vocalization)
- ➡ Create a mental image

Our minds can process a much higher volume of information, *if we can speed up the input.*

## Break the Sound Barrier

We need to see the word as the image, without the step of “hearing” the sound (sub vocalization).

### How do you begin?

*Use your hand.* As you’re reading, your eyes “loop back.” Trying to find the next line is 50% of the time it takes you to read. Moving your finger as a guide as you read helps focus and concentration. Get your hand and mind to work together.

When your finger gets to the right side, pop it back to the left as fast as you can.

Notes:

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## Drills

Look at one line at a time. Focus on the center letter, and use peripheral vision to recognize the other two.

Drill A .....Pg 4

Use the drills to expand your vision.

Drills B – N .....Pgs 5 – 14

Your hand helps you focus on the page so you don't lose your place.

Pop back to the beginning of the line.

Look for the thought. Don't look for errors.

**The more you push yourself, the more your vision will expand. You'll see whole lines, whole sentences and whole paragraphs.**

Every time you read, spend four or five minutes before you start expanding your focus and you'll read much faster.

### And also...

- ➡ Read with a mission
- ➡ Be aware of your reason for reading. There's something you want to get out of what you're reading. What is it? Know what it is before you start.

Notes:

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# Triple Your Reading Speed

## DRILL A

F	M	E
W	K	G
Q	J	N
S	V	B
P	G	J
A	E	N
R	G	Y
C	W	J
L	Q	C
V	R	Y
B	M	V
S	G	J
B	O	K
Q	T	L
X	U	I
S	K	D
M	P	E
K	J	G
C	T	L
E	J	G
A	K	M
W	U	P
M	U	G
B	H	G
S	C	K
V	K	E
W	J	M
O	T	J
J	A	L
E	M	V

# Triple Your Reading Speed

## DRILL B

L	CSB	K
M	YPD	V
E	PGL	M
X	GMI	P
C	RKG	L
W	CYH	P
E	DNL	Q
A	DJM	L
B	SKH	L
V	TKF	M
C	MRI	D
B	MRC	T
O	SLO	V
T	AMG	Y
O	PVB	J
W	MGI	L
B	KCD	W
K	GBN	R
B	AKT	J
V	MTO	L
W	GDI	X
R	UVD	Y
B	RPL	M
D	YFO	Z
T	NFI	U
J	LDN	M
E	OFN	P
D	IVN	D
W	KTP	B
P	IMV	Q

# Triple Your Reading Speed

## DRILL C

T P C X L K X Z W Z A V K Q A B S C G N W J O T Z Y U S B H Z X W D M K C M C X A G

L M E X C W E A B V C B O T O W B K B V W R B D T J E D W P D K M H D I B G T R C M

M B L W V W W I X I T S D J E X U T I D Q K G I T N D K R L X B V C Z A U Q W C T O

K V M P L P Q L L M D T V Y J L W R J L X Y M Z U M P D B Q R O M V Q E F T B I R M

E R K Z C X M M M B Y K C L R C K L K I P N D P L Z C L E P A U W Y I D W Y R T O A

# Triple Your Reading Speed

## DRILL D

T	L	CSB	K	E
P	M	YPD	V	R
C	E	PGL	M	K
X	X	GMI	P	Z
L	C	RKG	L	C
K	W	CYH	P	X
X	E	DNL	Q	M
Z	A	DJM	L	M
W	B	SKH	L	M
Z	V	TKF	M	B
A	C	MRI	D	Y
V	B	MRC	T	K
K	O	SLO	V	C
Q	T	AMG	Y	L
A	O	PVB	J	R
B	W	MGI	L	C
S	B	KCD	W	K
C	K	GBN	R	L
G	B	AKT	J	K
N	V	MTO	L	I
W	W	GDI	X	P
J	R	UVD	Y	N
O	B	RPL	M	D
T	D	YFO	Z	P
Z	T	NFI	U	L
Y	J	LDN	M	Z
U	E	OFN	P	C
S	D	IVN	D	L
B	W	KTP	B	E
H	P	IMV	Q	P
Z	D	SBN	R	A
X	K	CKR	O	U
W	M	DLT	M	W
D	H	RKY	V	Y
M	D	LDI	Q	I
K	I	SJR	E	D
C	B	LRI	F	W
M	G	SYT	T	Y
C	T	RTL	B	R
X	R	GLT	I	T
A	C	GKY	R	O
G	M	TIL	M	A

# Triple Your Reading Speed

## DRILL E

H	F	R	BAC	M	G	I
C	S	G	URL	T	B	N
M	D	M	TYH	X	M	S
L	S	E	TYH	H	J	W
L	A	C	DTB	M	K	E
P	A	R	RYM	E	M	D
T	K	A	GTW	T	M	W
T	N	Z	EXB	B	I	A
R	L	L	RWS	P	P	M
L	J	Z	JWQ	I	I	N
S	E	W	VBN	O	Q	T
M	J	A	IUK	N	A	P
L	E	Q	SAI	N	B	C
F	B	U	HLS	Y	V	M
X	T	S	SBC	A	H	E
M	M	V	QUM	O	D	J
A	R	S	GXB	A	K	L
R	D	F	SCN	Z	S	D
L	E	J	TYZ	K	S	L
B	B	B	QUI	T	P	W
W	R	B	HKX	Y	T	H
K	L	R	BZS	P	W	L
C	L	Y	NBC	A	B	V
K	B	M	UZA	R	F	E
H	L	S	QUT	P	E	B
C	P	J	BMD	T	M	A
E	T	K	CDJ	G	H	Q
D	X	R	FWQ	H	P	M
M	N	W	ACH	B	M	S
P	S	L	LSG	U	W	E

# Triple Your Reading Speed

## DRILL F

R	Z	M
G	A	T
E	I	H
C	O	M
A	I	T
Z	X	B
Z	O	I
W	T	O
Q	B	N
U	I	Y
V	T	O
S	B	A
J	N	K
B	R	T
R	M	P
Y	D	A
S	I	P
J	B	T
R	T	H
W	C	B
P	I	K
O	I	N
M	K	Z
D	O	A
O	Z	K
J	M	P
I	T	H
E	B	K
T	I	B
R	W	V

## Triple Your Reading Speed

### DRILL G

A	R	NQT	B	D
C	K	<i>AKP</i>	N	R
M	D	YRL	R	A
K	D	LPY	K	S
M	F	<i>KTP</i>	B	X
R	O	LDH	M	R
K	Q	DMT	A	J
M	F	<i>LDF</i>	M	T
Y	M	FLP	B	C
O	F	KVM	T	P
V	K	<i>XPR</i>	O	S
D	P	MCO	F	K
I	E	SLT	B	H
O	C	<i>HDU</i>	L	S
C	P	FKY	R	N
J	R	UGJ	X	I
A	B	<i>FKT</i>	J	K
A	K	FTU	J	S
A	I	VRP	C	I
L	D	<i>TPB</i>	M	T
L	R	IDF	V	G
Q	L	JML	I	X
P	F	<i>WPG</i>	V	K
F	J	YPL	M	R
X	O	UML	V	N
Q	B	<i>AMR</i>	Z	O
F	L	NML	D	B
W	P	LVR	X	V
K	R	<i>PFJ</i>	R	L
C	O	ELX	A	I
N	V	EXA	C	B
X	B	<i>SUM</i>	V	Z
I	Q	OBL	C	T

# Triple Your Reading Speed

## DRILL H

R	M	Z	P	N
S	K	T	B	N
A	J	M	W	N
J	F	K	B	M
W	O	N	V	J
Q	I	B	A	L
F	B	E	I	C
P	F	M	V	L
J	F	B	K	D
S	L	N	I	E
L	S	M	A	T
K	D	M	W	P
A	L	T	B	T
Z	O	J	M	X
W	P	K	S	M
P	T	G	N	X
K	G	N	C	M
P	S	L	C	M
T	O	L	D	L
E	P	B	X	L
S	L	U	M	C
O	F	A	K	D
S	K	M	T	O
I	D	L	R	P
Q	M	Z	V	Y
K	C	Y	L	E
M	S	J	L	T
H	C	S	M	W
K	D	J	U	T
R	J	O	L	S
B	C	M	K	L
N	B	V	C	X
Z	W	R	Q	U

# Triple Your Reading Speed

## DRILL I

T	E	ESN	N	O
D	L	SCB	N	E
W	P	<i>FHB</i>	S	O
A	L	FCB	G	E
X	B	WYO	P	F
Q	O	PAB	C	M
E	K	GZS	F	A
L	S	<i>HVN</i>	T	I
D	I	EGB	P	D
W	L	QCX	O	K
K	R	DMG	Y	N
X	O	EJQ	O	L
A	Z	<i>FWJ</i>	P	K
B	J	KRS	E	L
P	A	TGB	R	V
D	U	KVX	Z	M
V	J	EOP	G	M
K	R	<i>FXB</i>	M	I
T	M	JRD	V	J
K	A	VUT	Y	B
A	K	DUR	I	H
G	Y	WLM	U	D
D	B	<i>XHY</i>	J	N
T	N	FIV	F	L
R	P	HCW	Q	M
A	K	OMP	C	I
G	Y	WQJ	K	I
L	B	<i>FHY</i>	C	O
W	N	BJY	L	W
S	P	VXE	D	P
T	V	CNW	N	S
A	B	BOM	X	T
Z	E	<i>JIP</i>	W	S
V	D	OTQ	R	O
D	A	QUW	I	S

# Triple Your Reading Speed

## DRILL J

C M L	S D S	P R K	URL <i>TYH</i> DTB	N B X	B M J	N S W
L P T	A A K	D F F	RYM <i>GTW</i> EXB	C Q U	K M M	E D W
T R L	N J E	D E G	RWS <i>PQT</i> JWQ	C X U	I P I	A M N
S M L	J E B	D O W	VBN <i>IUK</i> SFB	Z L C	Q A X	T P C
F C M	T M R	Q E W	HLS <i>SBC</i> QUM	C D L	V H D	M E J
A R L	D E B	Q S D	GXB <i>SCN</i> TYZ	M F V	K S S	L D L
B W K	R L L	S T T	QUI <i>HKX</i> BZS	E A W	P T W	W H L
C K H	B L P	S R U	NBC <i>UZA</i> QUT	F M V	T F E	H E B
C E B	T X N	G B J	BMD <i>CDJ</i> FWQ	R F T	M H P	A Q M
M P R	S Q S	F K L	ACH <i>LSG</i> BSQ	R A T	M W Y	S E A

# Triple Your Reading Speed

## DRILL K

D  
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C  
V  
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## Preview, Scan, Read, Review

### Preview

How do you preview a book? Look at the front and back covers, look at the Table of Contents, glance at structure. Flip through the book as fast as you can. When you do that, you'll pick up something about the content.

### Scan

Skim over the book at three to five times faster than your reading speed. Go a little deeper than you did while previewing, but still don't bother getting all the words. You're looking for the important points.

### Read

Don't forget to use your hand, maybe take some notes.

### Review

*Learn today what you need to learn today, not the day before the test.*

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### *Increase Your Reading Rate Summary*

Use your **hand** to stop the sub vocalization.

Use **drills** as a warm up to expand your vision.

**Push** yourself.

Remember—your brain can process more information than you're giving it!

Notes:

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## Chapter 1

### THE RIGHT TO BE RICH

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

A person develops in mind, souls, and body by making use of things, and society is so organized that we must have money in order to become the possessors of things. Therefore, the basis of all advancement must be the science of getting rich.

The object of all life is development, and everything that lives has an inalienable right to all the development it is capable of attaining.

A person's right to life means his right to have the free and unrestricted use of all the things which may be necessary to his fullest mental, spiritual, and physical unfoldment; or, in other words, his right to be rich.

In this book, I shall not speak of riches in a figurative way. To be really rich does not mean to be satisfied or contented with a little. No one ought to be satisfied with a little if he is capable of using and enjoying more. The purpose of nature is the advancement and unfoldment of life, and everyone should have all that can contribute to the power, elegance, beauty, and richness of life. To be content with less is sinful.

The person who owns all he wants for the living of all the life he is capable of living is rich, and no person who has not plenty of money can have all he wants. Life has advanced so far and become so complex that even the most ordinary man or woman requires a great amount of wealth in order to live in a manner that even approaches completeness. Every person naturally wants to become all that they are capable of becoming. This desire to realize innate possibilities is inherent in human nature; we cannot help wanting to be all that we can be. Success in life is becoming what you want to be. You can become what you want to only by

making use of things, and you can have the free use of things only as you become rich enough to buy them. To understand the science of getting rich is therefore the most essential of all knowledge.

There is nothing wrong in wanting to get rich. The desire for riches is really the desire for a richer, fuller, and more abundant life — and that desire is praiseworthy. The person who does not desire to live more abundantly is abnormal, and so the person who does not desire to have money enough to buy all he wants is abnormal.

There are three motives for which we live: We live for the body, we live for the mind, we live for the soul. No one of these is better or holier than the other; all are alike desirable, and no one of the three — body, mind, or soul — can live fully if either of the others is cut short of full life and expression. It is not right or noble to live only for the soul and deny mind or body, and it is wrong to live for the intellect and deny body or soul.

We are all acquainted with the loathsome consequences of living for the body and denying both mind and soul, and we see that *real* life means the complete expression of all that a person can give forth through body, mind, and soul. Whatever he can say, no one can be really happy or satisfied unless his body is living fully in its every function, and unless the same is true of his mind and his soul. Wherever there is unexpressed possibility of function not performed, there is unsatisfied desire. Desire is possibility seeking expression or function seeking performance.

A person cannot live fully in body without good food, comfortable clothing, and warm shelter, and without freedom from excessive toil. Test and recreation are also necessary to his physical life.

One cannot live fully in mind without books and time to study them, without opportunity for travel and observation, or without intellectual companionship.

To live fully in mind a person must have intellectual recreations, and must surround himself with all the objects of art and beauty he is capable of using and appreciating.

To live fully in soul, a person must have love, and love is denied fullest expression by poverty.

A person's highest happiness is found in the bestowal of benefits on those he loves; love finds its most natural and spontaneous expression in giving. The individual who has nothing to give cannot fill his place as a spouse or parent, as a citizen, or as a human being. It is in the use of material things that a person finds full life for his body, develops his mind, and unfolds his soul. It is therefore of supreme importance to him that he should be rich.

It is perfectly right that you should desire to be rich. If you are a normal man or woman you cannot help doing so. It is perfectly right that you should give your best attention to the science of getting rich, for it is the noblest and most necessary of all studies. If you neglect this study, you are derelict in your duty to yourself, to God and humanity, for you can render to God and humanity no greater service than to make the most of yourself.

## **Chapter 2**

### *There is a Science of Getting Rich*

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

The ownership of money and property comes as a result of doing things in a certain\* way, and those who do things in this certain way — whether on purpose or accidentally — get rich, while those who do not do things in this certain way — no matter how hard they work or how able they are — remain poor.

It is a natural law that like causes always produce like effects, and, therefore, any man or woman who learns to do things in this certain way will infallibly get rich.

That the above statement is true is shown by the following facts:

Getting rich is not a matter of environment, for if it were, all the people in certain neighborhoods would become wealthy. The people of one city would all be rich, while those of other towns would all be poor, or all the inhabitants of one state would roll in wealth, while those of an adjoining state would be in poverty.

But, everywhere we see rich and poor living side by side, in the same environment, and often engaged in the same vocations.

When two people are in the same locality and in the same business, and one gets rich while the other remains poor, it shows that getting rich is not primarily a matter of environment. Some environments may be more favorable than others, but when two people in the same business are in the same neighborhood and one gets rich while the other fails, it indicates that getting rich is the result of doing things in a certain way.

And further, the ability to do things in this certain way is not due solely to the possession of talent, for many people who have great talent remain poor, while others who have very little talent get rich.

Studying the people who have gotten rich, we find that they are an average lot in all respects, having no greater talents and abilities than other people have. It is evident that they do not get rich because they possess talents and abilities that others do not have, but because they happen to do things in a certain way.

Getting rich is not the result of saving, or thrift. Many very penurious people are poor, while free spenders often get rich.

Nor is getting rich due to doing things which others fail to do, for two people in the same business often do almost exactly the same things, and one gets rich while the other remains poor or becomes bankrupt.

From all these things, we must come to the conclusion that getting rich is the result of doing things in a certain way.

If getting rich is the result of doing things in a certain way, and if like causes always produce like effects, then any man or woman who can do things in that way can become rich, and the whole matter is brought within the domain of exact science.

The question arises here as to whether this certain way may not be so difficult that only a few may follow it. As we have seen, this cannot be true (as far as natural ability is concerned). Talented people get rich, and blockheads get rich; intellectually brilliant people get rich, and very stupid people get rich; physically strong people get rich, and weak and sickly people get rich.

Some degree of ability to think and understand is, of course, essential, but insofar as natural ability is concerned, any man or

woman who has sense enough to read and understand these words can certainly get rich.

Also, we have seen that it is not a matter of environment. Yes, location counts for something. One would not get to the heart of the Sahara and expect to do successful business.

Getting rich involves the necessity of dealing with people and of being where there are people to deal with, and if these people are inclined to deal in the way you want to deal, so much the better. But that is about as far as environment goes. If anybody else in your town can get rich, so can you, and if anybody else in your state can get rich, so can you.

Again, it is not a matter of choosing some particular business or profession. People get rich in every business and in every profession, while their next door neighbors in the very same vocation remain in poverty.

It is true that you will do best in a business which you like and which is congenial to you. And if you have certain talents which are well developed, you will do best in a business which calls for the exercise of those talents.

Also, you will do best in a business which is suited to your locality: An ice cream parlor would do better in a warm climate than in Greenland, and a salmon fishery will success better in the northwest than in Florida, where there are no salmon.

But, aside from these general limitations, getting rich is not dependent upon your engaging in some particular business, but upon your learning to do things in a certain way. If you are now in business and anybody else in your locality is getting rich in the same business, while you are *not* getting rich, it is simply you are not doing things in the same way that the other person is doing them.

No one is prevented from getting rich by lack of capital. True, as you get capital the increase becomes more easy and rapid, but one who has capital is already rich and does not need to consider how to become so. No matter how poor you may be, if you begin to do things in the certain way you will begin to get rich and you will begin to have capital. The getting of capital is a part of the

process of getting rich and it is a part of the result which invariably follows the doing of things in the certain way.

You may be the poorest person on the continent and be deeply in debt. You may have neither friends, influence, nor resources, but if you begin to do things in this way, you must infallibly begin to get rich, for like causes *must* produce like effects. If you are in the wrong business, you can get into the right business. If you are in the wrong location, you can go to the right location.

And you can do so by beginning in your present business and in your present location to do things in the certain way which always causes success. You must begin to live in harmony with the laws governing the universe.

### **Chapter 3**

#### ***Is Opportunity Monopolized?***

No one is kept poor because other people have monopolized the wealth and have put a fence around it. You may be shut off from engaging in business in certain lines, but there are other channels open to you.

At different periods the tide of opportunity sets in different directions, according to the needs of the whole and the particular stage of social evolution which has been reached. There is abundance of opportunity for the person who will go with the tide, instead of trying to swim against it.

So workers, either as individuals or as a class, are not deprived of opportunity. The workers are not being “kept down” by their masters; they are not being “ground” by the trusts and big business. As a class, they are where they are because they do not do things in a certain way.

The working class may become the master class whenever they will begin to do things in a certain way. The law of wealth is the same for them as it is for all others. This they must learn, and they will remain where they are as long as they continue to do as they do. The individual worker, however, is not held down by an entire class’s ignorance of these laws; he can follow the tide of opportunity to riches, and this book will tell him how.

No one is kept in poverty by a shortness in the supply of riches; there is more than enough for all. A palace as large as the capitol

at Washington might be built for every family on earth from the building material in the United States alone, and under intensive cultivation this country would produce wool, cotton, linen, and silk enough to clothe each person in the world finer than Solomon was arrayed in all his glory, together with food enough to feed them all luxuriously.

The visible supply is practically inexhaustible, and the invisible supply really *is* inexhaustible.

*Everything you see on earth is made from one original substance, out of which all things proceed.* New forms are constantly being made, and older ones are dissolving, but all are shapes assumed by one thing.

There is no limit to the supply of formless stuff, or original substance. The universe is made out of it, but it was not all used in making the universe. The spaces in, through, and between the forms of the visible universe are permeated and filled with the original substance, with the formless stuff — with the raw material of all things. Ten thousand times as much as has been made might still be made, and even then we should not have exhausted the supply of universal raw material.

No one, therefore, is poor because nature is poor or because there is not enough to go around.

Nature is an inexhaustible storehouse of riches; the supply will never run short. Original substance is alive with creative energy, and is constantly producing more forms. When the supply of building material is exhausted, more will be produced. When the soil is exhausted so that food stuffs and materials for clothing will no longer grow upon it, it will be renewed or more soil will be made. When all the gold and silver has been dug from the earth, if humanity is still in such a stage of social development that it needs gold and silver, more will be produced from the formless. The formless stuff responds to the needs of mankind; it will not let the world be without any good thing.

This is true of humankind *collectively*. The race as a whole is always abundantly rich, and if individuals are poor it is because they do not follow the certain way of doing things which makes the individual rich.

The formless stuff is intelligent; it is stuff which thinks. It is alive and is always impelled toward more life.

It is the natural and inherent impulse of life to seek to live more; it is the nature of intelligence to enlarge itself, and of consciousness to seek to extend its boundaries and find fuller expression. The universe of forms has been made by formless living substance throwing itself into form in order to express itself more fully.

The universe is a great living presence, always moving inherently toward more life and fuller functioning. Nature is formed for the advancement of life, and its impelling motive is the increase of life. Because of this, everything which can possibly minister to life is bountifully provided. There can be no lack unless God is to contradict himself and nullify his own works.

You are not kept poor by lack in the supply of riches. It is a fact which I shall demonstrate a little farther on that even the resources of the formless supply are at the command of the man or woman who will act and think in a certain way.

## **Chapter 4**

### *The First Principle in the Science of Getting Rich*

Thought is the only power which can produce tangible riches from the formless substance. The stuff from which all things are made is a substance which thinks, and a thought of form in this substance produces the form.

Original substance moves according to its thoughts; every form and process you see in nature is the visible expression of a thought in original substance. As the formless stuff thinks of a form, it takes that form; as it thinks of a motion, it makes that motion. That is the way all things are created.

We live in a thought world, which is part of a thought universe. The thought of a moving universe extended throughout formless substance, and the thinking stuff — moving according to that thought — took the form of systems of planet, and maintains that form. Thinking substance takes the form of its thought, and moves according to the thought.

Holding the idea of a circling system of suns and worlds, it takes the form of these bodies, and moves them as it thinks. Think-

ing the form of a slow-growing oak tree, it moves accordingly, and produces the tree, though centuries may be required to do the work. In creating, the formless seems to move according to the lines of motion it has established. In other words, the thought of an oak tree does not cause the instant formation of a full-grown tree, but it does start in motion the forces which will produce the tree, along established lines of growth.

Every thought of form, held in thinking substance, causes the creation of the form, but always, or at least generally, along lines of growth and action already established.

The thought of a house of a certain construction, if it were impressed upon formless substance, might not cause the instant formation of the house, but it would cause the turning of creative energies already working in trade and commerce into such channels as to result in the speedy building of the house. And if there were no existing channels through which the creative energy could work, then the house would be formed directly from primal substance, without waiting for the slow processes of the organic and inorganic world.

*No thought of form can be impressed upon original substance without causing the creation of the form.*

A person is a thinking center and can originate thought. All the form that a person fashions with his hands must first exist in his thought. He cannot shape a thing until he has *thought* that thing.

So far, humankind has confined its efforts wholly to the work of its hands, applying manual labor to the world of forms and seeking to change or modify those already existing. Humankind has never thought of trying to cause the creation of new forms by impressing thought upon formless substance.

When a person has a thought-form, he takes material from the forms of nature and makes an image of the form which is in his mind. People have, so far, made little or no effort to cooperate with formless intelligence — to work “with the Father.” The individual has not dreamed that he can “do what he seeth the Father doing.” An individual reshapes and modifies existing forms by manual labor and has given no attention to the question of whether he may produce things from formless substance by communicating his thoughts to it.

We propose to prove that he may do so — to prove that *any* man or woman may do so — and to show how. As our first step, we must lay down three fundamental propositions.

First, we assert that there is one original formless stuff or substance from which all things are made. All the seemingly many elements are but different presentation of one element. All the many forms found in organic and inorganic nature are but different shapes, made from the same stuff. And this stuff is thinking stuff — *a thought held in it produces the form of the thought*. Thought, in thinking substance, produces shapes. A human being is a thinking center, capable of original thought. If a person can communicate his thought to original thinking substance, he can cause the creation, or formation, of the thing he thinks about.

To summarize this:

*There is a thinking stuff from which all things are made, and which, in its original state, permeates, penetrates, and fills the inter-spaces of the universe.*

*A thought in this substance produces the thing that is imaged by the thought.*

*A person can form things in his thought, and, by impressing his thought upon formless substance, can cause the thing he thinks about to be created.*

It may be asked if I can prove these statements, and without going into details I answer that I can do so, both by logic and experience.

Reasoning back from the phenomena of form and thought, I come to one original thinking substance, and reasoning forward from this thinking substance, I come to a person's power to cause the formation of the thing he thinks about.

And by experiment, I find the reasoning true. This is my strongest proof.

If one person who reads this book gets rich by doing what it tells him to do, that is evidence in support of my claim, but if *every* person who *does what it tells him to do* gets rich, that is positive proof until someone goes through the process and fails. The theory is true until the process fails, and this process will not fail, for everyone *who does exactly what this book tells him to do* will get rich.

I have said that people get rich by doing things in a certain way, and in order to do so, people must become able to think in a certain way.

A person's way of doing things is the direct result of the way he *thinks* about things.

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

And to think what you *want* to think is to think TRUTH, regardless of appearances.

Every individual has the natural and inherent power to think what he wants to think, but it requires far more effort to do so than it does to think the thoughts which are suggested by appearances. To think according to appearances is easy; to think truth regardless of appearances is laborious and requires the expenditure of more power than any other work we are called upon to perform.

There is no labor from which most people shrink as they do from that of sustained and consecutive thought. It is the hardest work in the world. This is especially true when truth is contrary to appearances. Every appearance in the visible world tends to produce a corresponding form in the mind which observes it, and this can only be prevented by holding the thought of the TRUTH.

To look upon the appearance of disease will produce the form of disease in your own mind, and ultimately in your body, unless you hold the thought of the truth, which is that there is no disease; it is only an appearance, and the reality is health.

To look upon the appearances of poverty will produce corresponding form in your own mind, unless you hold to the truth that there is no poverty; there is only abundance.

To think health when surrounded by the appearances of disease or to think riches power, but whoever acquires this power becomes a *master mind*. That person can conquer fate and can have what he wants.

This power can only be acquired by getting hold of the basic fact which is behind all appearances, and that fact is that there is one thinking substance from which and by which all things are made.

Then we must grasp the truth that *every* thought held in this substance becomes a form, and that a person can so impress his thoughts upon it as to cause them to take form and become visible things.

When we realize this we lose all doubt and fear, for we know that we can create what we want to create, we can get what we want to have, and can become what we want to be. As a first step toward getting rich, you must believe the three fundamental statements given previously in this chapter, and in order to emphasize them, I repeat them here:

*There is a thinking stuff from which all things are made, and which, in its original state, permeates, penetrates, and fills the interspaces of the universe.*

*A thought in this substance produces the thing that is imaged by the thought.*

*A person can form things in his thought, and, by impressing his thought upon formless substance, can cause the thing he thinks about to be created.*

You must lay aside all other concepts of the universe, and you must dwell upon this until it is fixed in your mind and has become your habitual thought. Read these statements over and over again. Fix every word upon your memory and meditate upon them until you firmly believe what they say. If a doubt comes to you, cast it aside. Do not listen to arguments against this idea. Do not go to churches or lectures where a contrary concept of things is taught or preached. Do not read magazines or books which teach a different idea. If you get mixed up in your understanding, belief, and faith, all your efforts will be in vain.

Do not ask why these things are true nor speculate as to how they can be true. Simply take them on trust. The science of getting rich begins with the absolute acceptance of this.

# Speed Learning: Learning fast, not just reading fast

Internalize the information as you read. *Learn it right then!*

## Tools

Learn on purpose

One of the most powerful tools is to ask yourself how you'd teach the information to someone else. That helps lock in the information.

Whenever you can, be ready for a class ahead of time.

Don't fall back into old habits!

Make sure you use **preview, scan, read, review**. That will help you read by paragraph, and you'll absorb ideas, not just individual facts. That helps cement material in your mind.

Notes:

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# Note Taking

## “Z” Method

*The “Z” method is note taking organized the way your brain works.*

Take whatever you’re learning and use “Z” to outline major points, minor points, conclusion. Even compile Zs to make one massive Z that covers several weeks.

When you go in to take a test:

- ➡ Turn your paper over and draw a big Z
- ➡ Do a “data dump,” recreating the notes you took
- ➡ Then start the test
- ➡ When you have a question, refer to the Z notes you just wrote

Notes:

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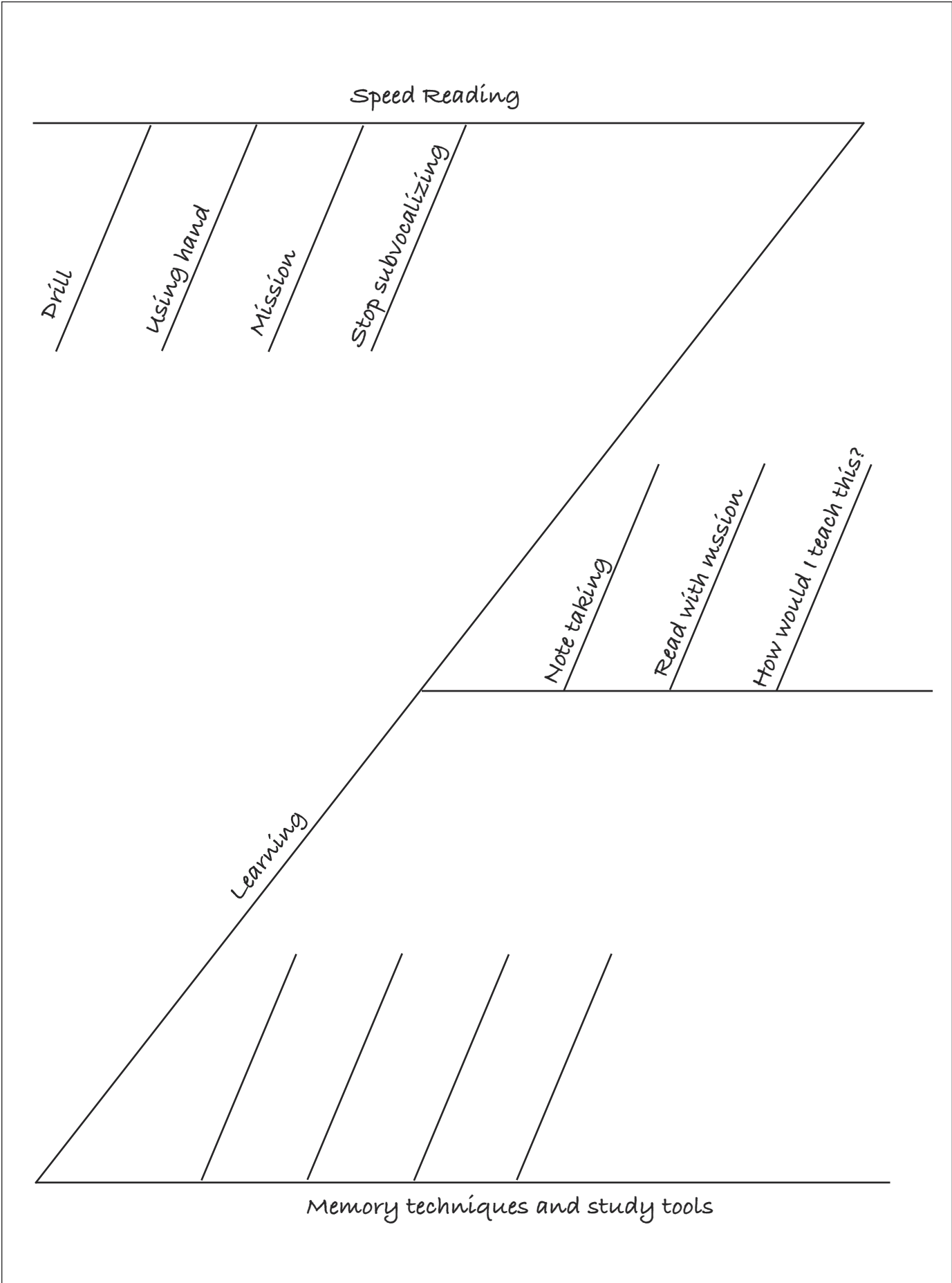
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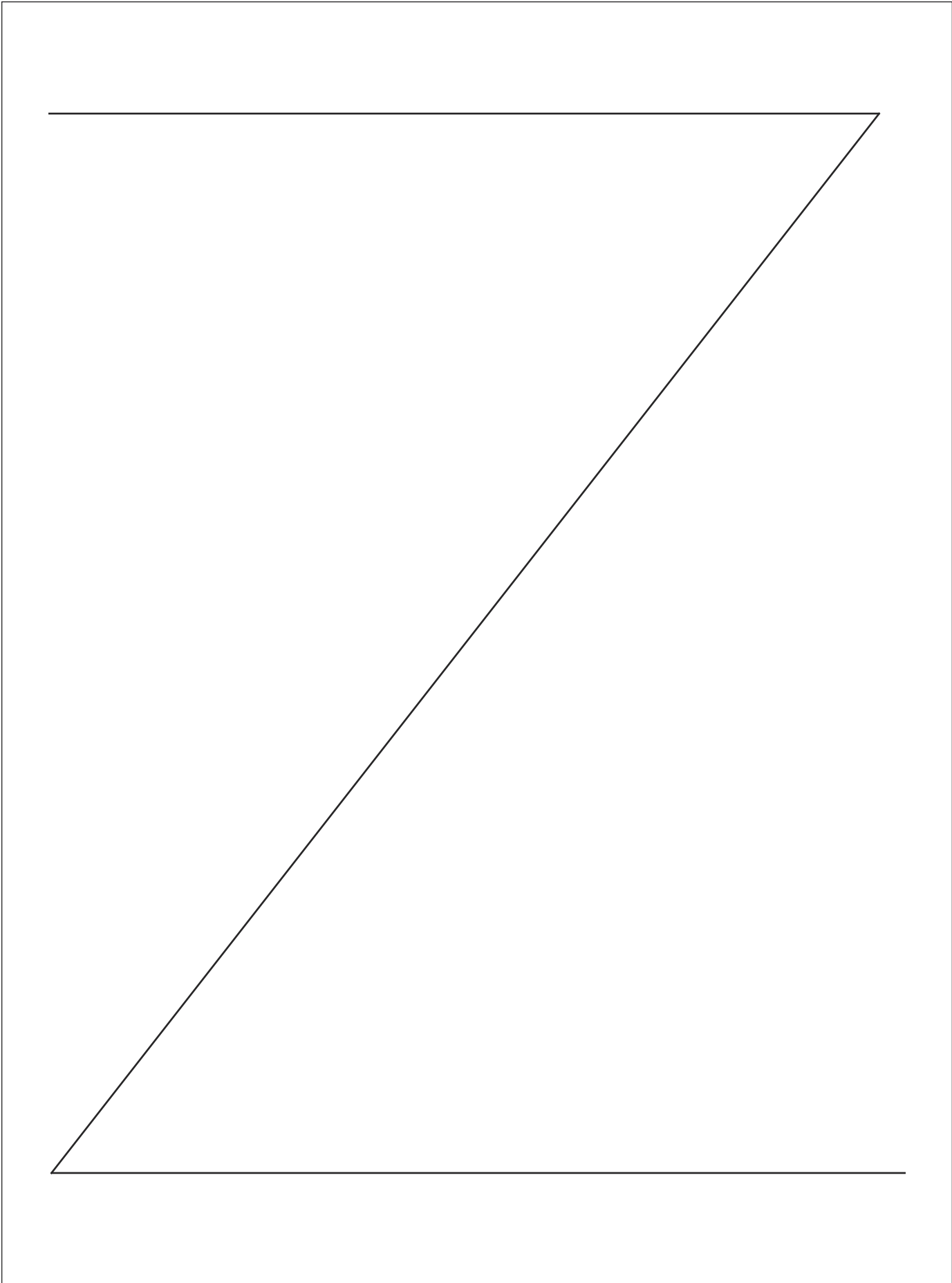
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## Mind State

*Visualizing yourself doing successfully whatever you're doing, like an athlete before competition.* Settle yourself, then visualize what it is you want to achieve.

- ⇒ Visualize what you hear
- ⇒ See yourself teaching that subject
- ⇒ Rephrase everything you can
- ⇒ Breath deeper than normal, to help stay alert
- ⇒ OLS
- ⇒ See yourself making straight As.



# Memory Techniques

Our minds are photographic. We can remember *volumes* of stuff. Think about movies you know lines from, or how many songs you know.

## Techniques

- Mnemonics
- Peg Method
- Loci Method

## Mnemonics

Using the first letter of a word or phrase to remind you of the word you need.

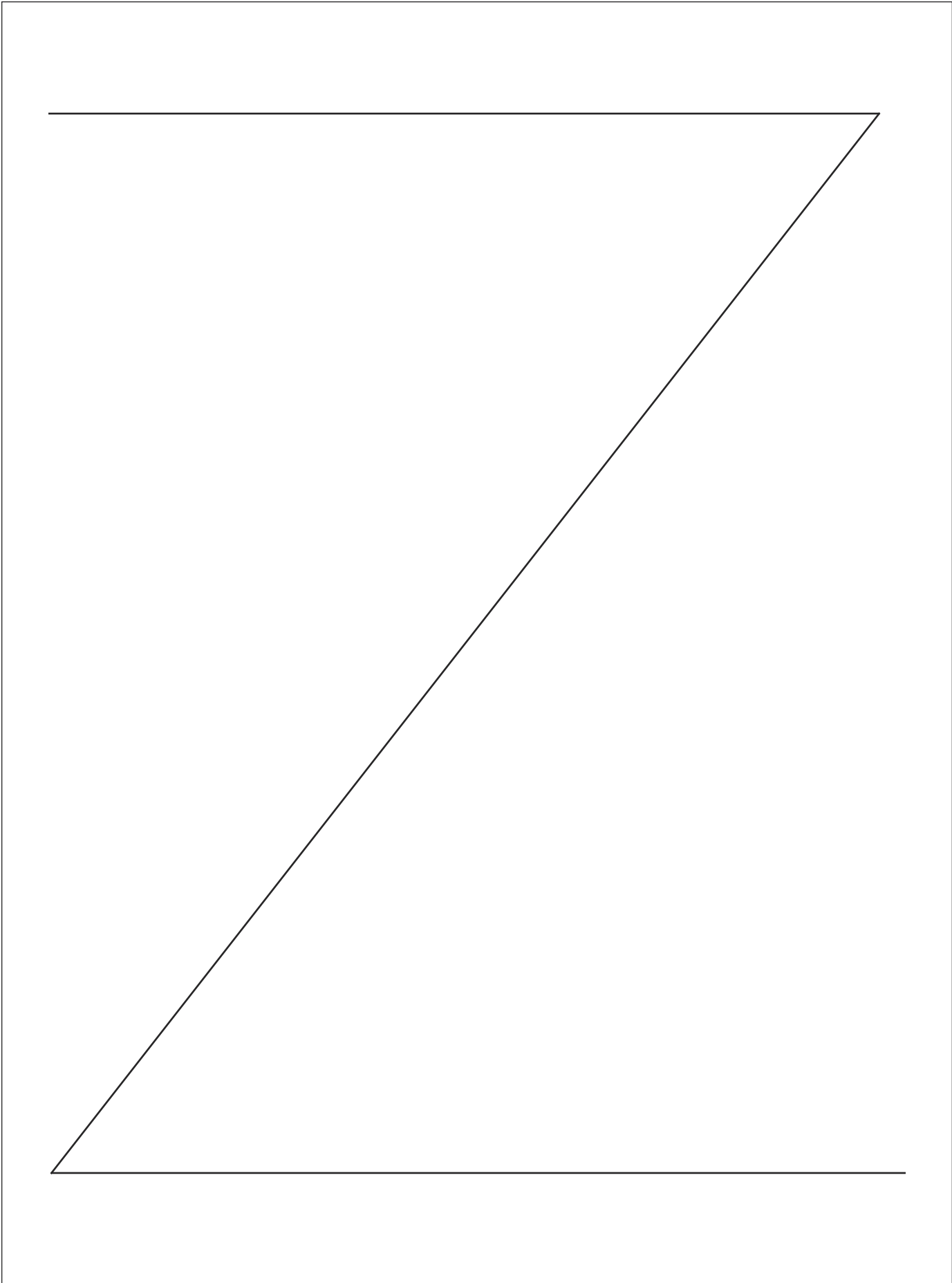
- ➡ Hardness scale (Texas girls can flirt and other queer things can do.)
- ➡ Domino's pizza ingredients (Hair grows on Mr. SBC.)
- ➡ Treble clef (Every good boy does fine.)

Make them funny or stupid. Use pictures when you can.

## Peg Method

Because our minds use images, using images works well to trigger memories. Tie information to an image. Use tools that create a picture, then attach the picture to whatever you want to keep.

Use ridiculous pictures. Bigger is better, funny is great. Don't picture anything "normal" — believable is forgettable!



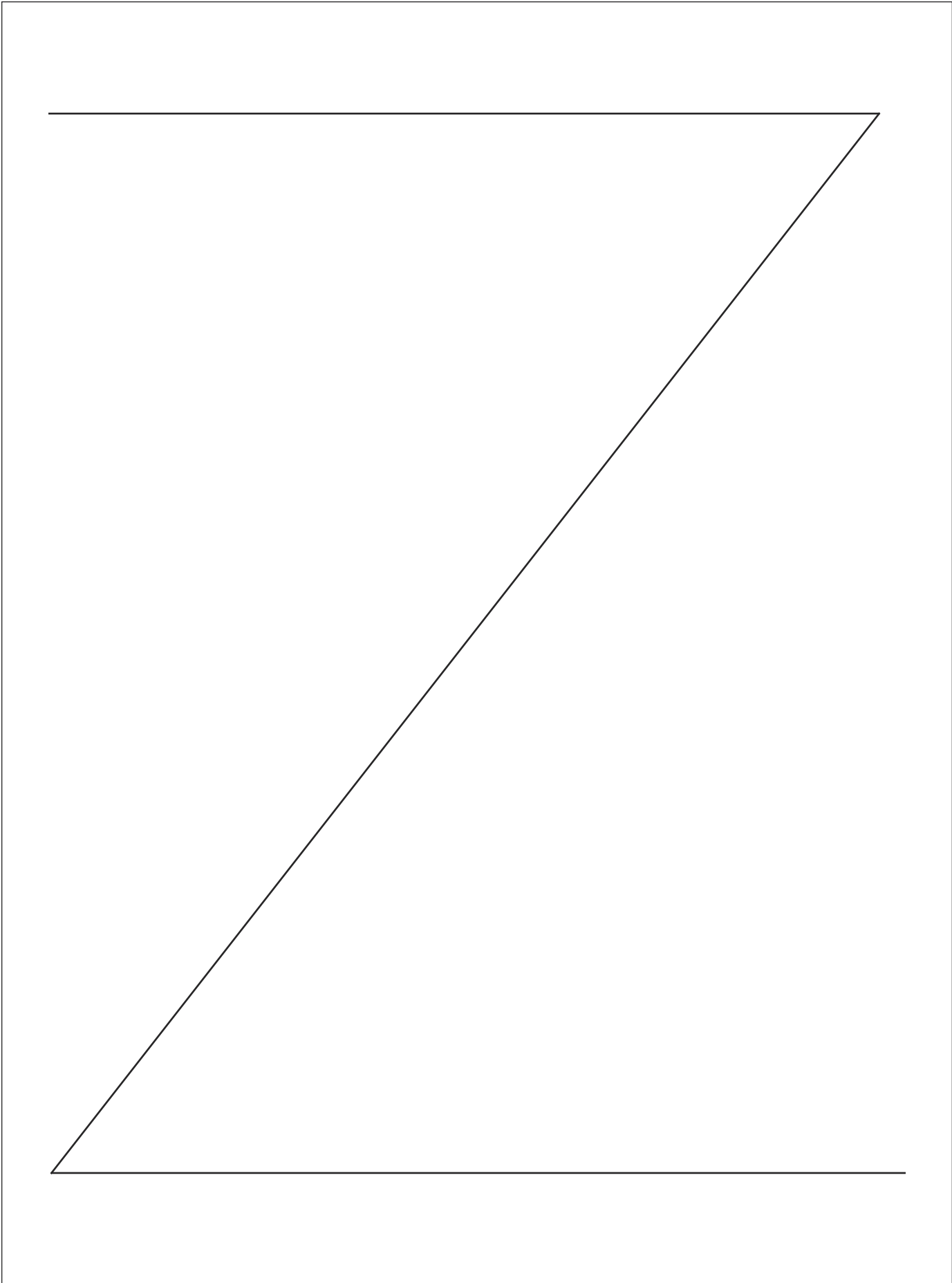
## Ten Plagues

Use pictures with the numbers

- One – a banana. You break it open and blood pours out. (The first plague was blood.)
- Two – a bike with a bumpy ride. You look down and the street is covered with frogs, and you're running over them. (The second plague was frogs.)
- Three – a camera tripod. An old timey camera had a black cloth that the photographer went under to look through the viewfinder. This time he comes out covered with lice. (The third plague was lice.)
- Four – a horse with four legs. You're looking at a horse in a pasture. A gigantic fly swoops down, picks up the horse and carries it off. (The fourth plague was flies.)
- Fifth – a hand with five fingers. In the next pasture, you notice a cow. As you watch, an enormous hand reaches down and snaps Bossie's neck. (The fifth plague was death of cattle.)
- Six – a ladle shaped like a "6." You reach for a ladle, shaped like a "6," to dip yourself a drink. You dip the ladle in, and realize that the water in the ladle is boiling. (The sixth plague was boils.)
- Seven – hockey stick. Someone's playing hockey with a ball of ice. You wonder where the hail came from. (The seventh plague was hail.)
- Eight – binoculars. You're looking out at the fields. Six-foot grasshoppers are eating everything in the fields. (The eighth plague was locusts.)
- Nine – lariat. You're trying to lasso the ceiling fan. Unfortunately, it's turned on, so when you rope it, it pulls, you pull, and the whole thing falls down. It pulls the light down with it, so you're standing in darkness. (The ninth plague was darkness.)
- Ten – Texas Motor Speedway. You're riding in the Goodyear blimp, over the Texas Motor Speedway. The grandstand is in a straight line and the circular track is beside it, so together they look like a "10." Suddenly, Mario Andretti's son—his first born—crashes his car and is killed. (The tenth plague was death of the first born.)

Past ten, you could use two bananas, a banana and a bike, and so on.

What's important is to have a memorable, ridiculous picture, with action.



## **Loci Method**

Loci = location. This method has been around a long time.

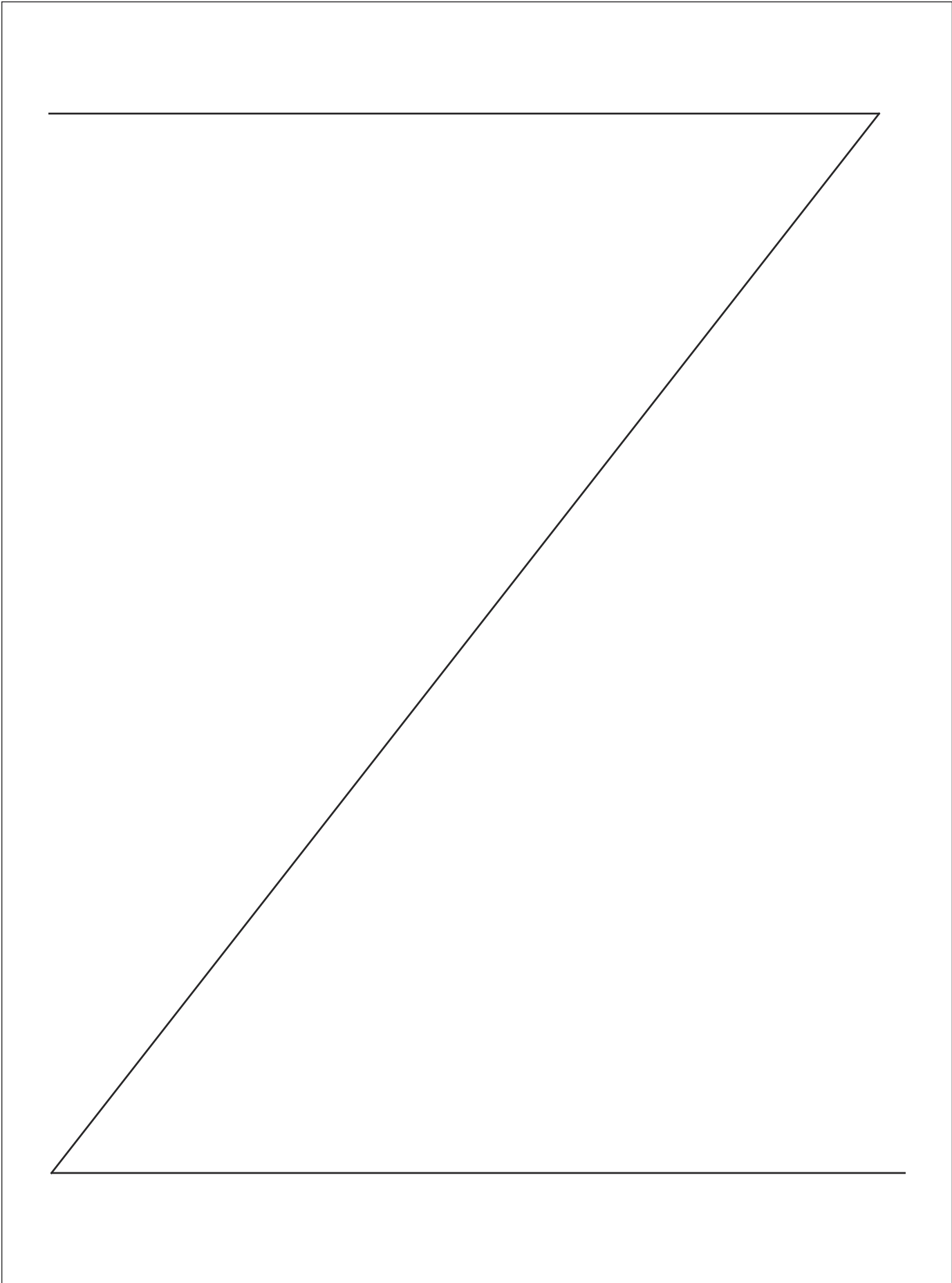
You'll memorize twenty locations.

Picture yourself in your car, driving down your street. Turn into your driveway. Get out of the car, see your front lawn. Look at a tree in your yard. Walk up to the front door. Go inside and look around at the entryway, look at the carpet or tile. Open the coat closet door. Close it, and go into the living room. Put your feet up on the coffee table. Get up and go into the dining room. Sit down in a chair. Get up and go into the kitchen. Look into the sink, at the garbage disposal. Open the refrigerator. Go into the bedroom. Look at the bed, and at the nightstand beside it. Go into the bathroom. Look in the mirror, at the shower door. Step into the shower, look at the showerhead. Step out, go back in the bedroom. Look on the other side of the bed, at the alarm clock.

Remember what you need to remember by attaching each point or item to things in the locations you're at in your mind.

Use this method during tests just like the "Z" method of note taking. Write down the information on the back of your test paper before you start.

For additional helpful information, go to [www.ronwhitetraining.com](http://www.ronwhitetraining.com).



## And More

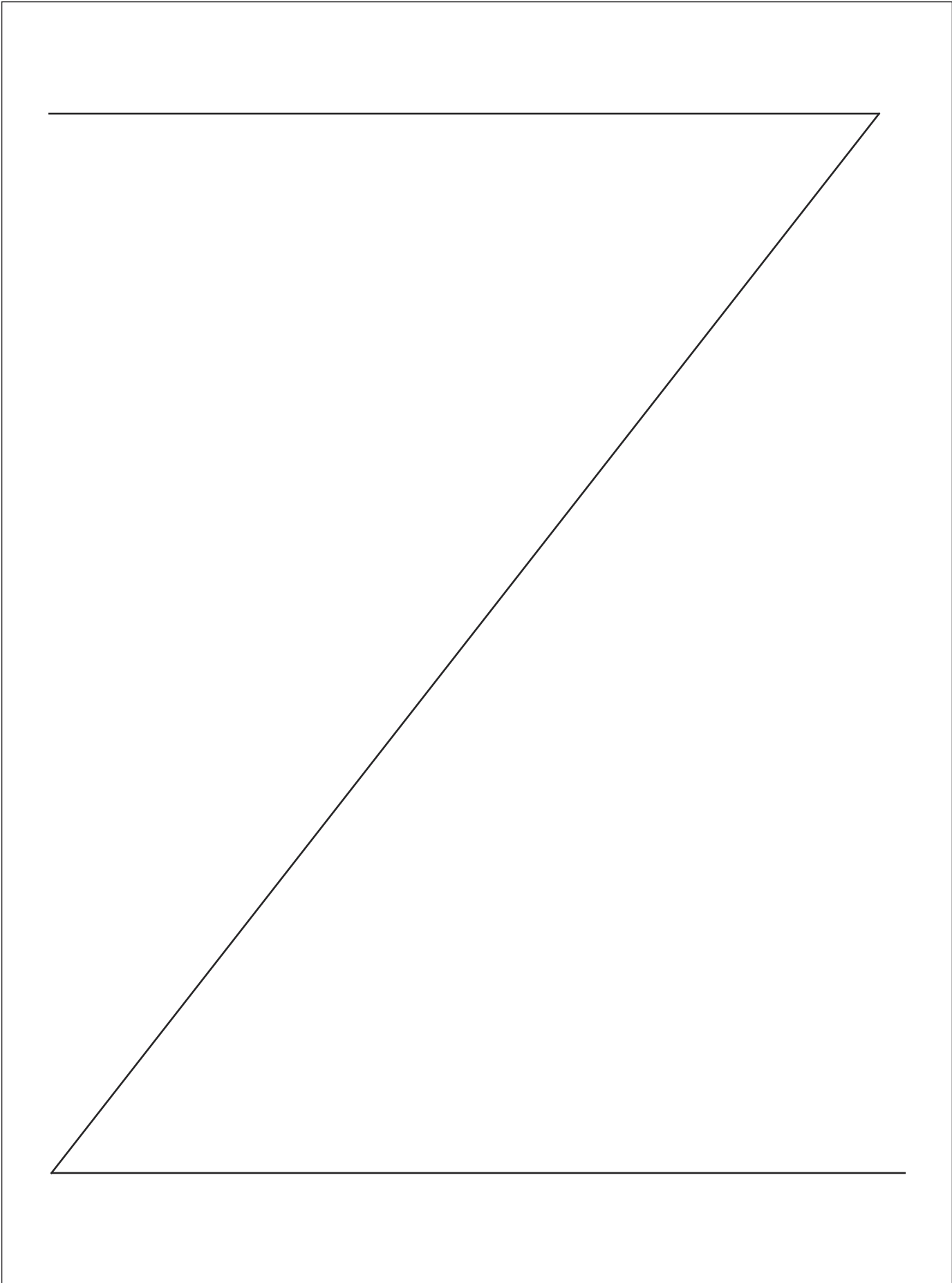
There are other techniques and habits that can help you study, and some things to avoid because they make it harder.

### Avoid

- ➡ Stress – set it aside
- ➡ Heavy eating – makes you sleepy
- ➡ Turkey – contains tryptophan; also milk
- ➡ Sugar, white flour – causes blood sugar to spike then drop
- ➡ Excessive caffeine
- ➡ Alcohol

### Look For

- ➡ **B-Complex Vitamins** – Stress reduces B vitamins
- ➡ **Lecithin (30–35% p/c concentration)**
- ➡ **Gota Kola, Ginko Biloba** – Both Gota Kola and Ginko are non-caffeine stimulants. They optimize oxygen use, and you won't have the blood sugar crash afterward that you get with sugar.
- ➡ **Selenium, Vitamin E** – Help with memory and brain chemistry
- ➡ **Niacin/Panthenic Acid, Glutamine, Choline** – Amino acids that help memory.



## Affirmations for Memory

- ➡ I have a great memory.
- ➡ I remember easily.
- ➡ I recall easily.

Creates a situation where your brain can access the information. Your subconscious will begin to work to help you remember.

## Your Study Setting

### Sound

Men study **better** with Baroque music, at one beat per minute, in the background. Neurological activity in men's brains occurs in each hemisphere in sequence. Baroque music syncs the two hemispheres of the brain, so they work together.

Pacabel's Cannon  
Ocean sounds

The two hemispheres of women's brains are more connected, so it matters less what they listen to while they study.

### Lighting

Good lighting is important.      Color balance of the light can be important.

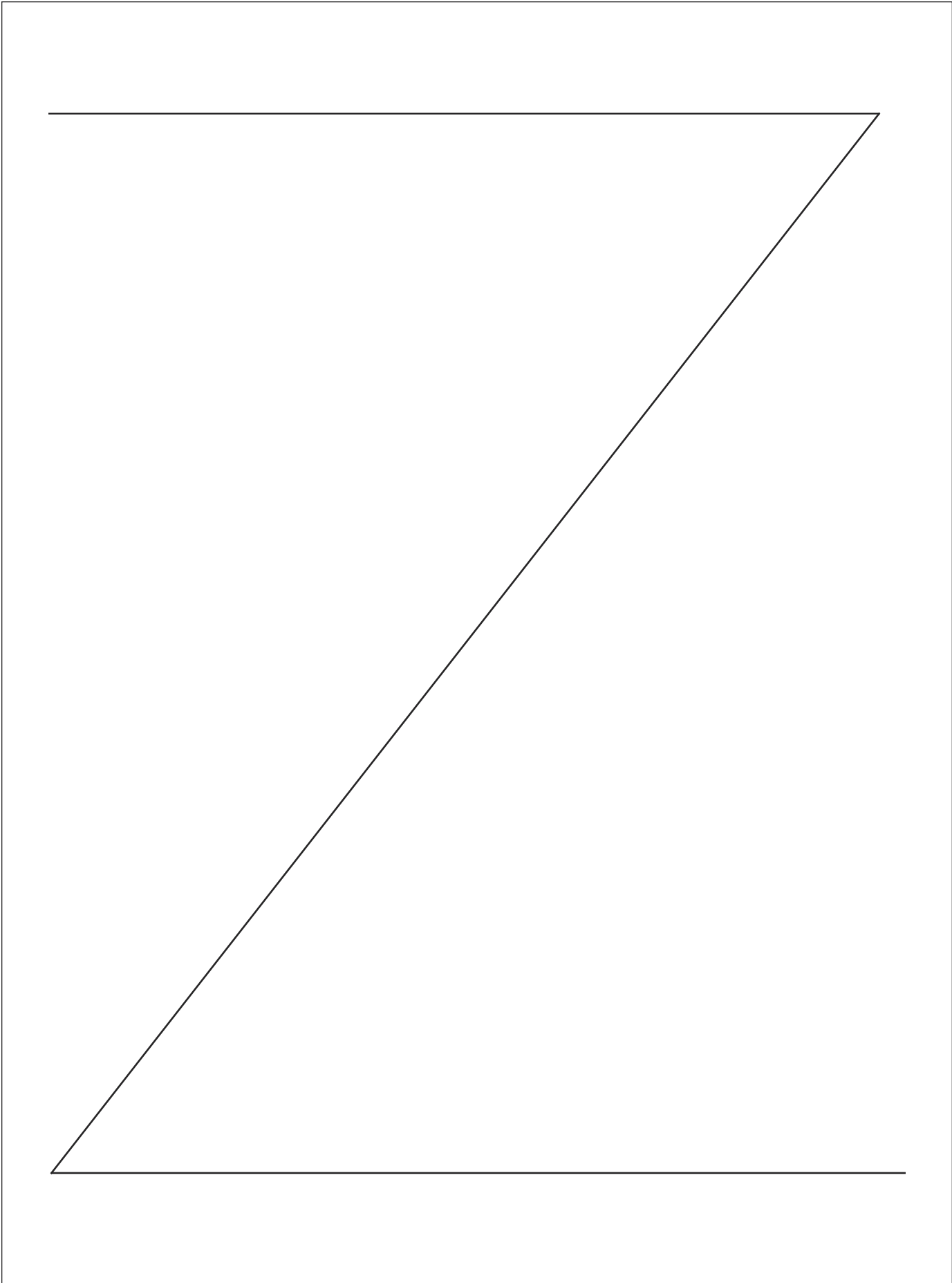
**Lower brain activity** to enhance processing of new information

PEEG (Personal electroencephalogram)  
Proteus Light and Sound Machine ([www.mindmodulations.com](http://www.mindmodulations.com))  
Mind Alive ([www.mindalive.com](http://www.mindalive.com))

### Other tools

Eye Q Reading Course software ([www.infmind.com](http://www.infmind.com))  
3x5 cards with your goals, in present tense, stated positively.  
Be prepared. A week early is good.

*As Qui-Gon Jinn said to Anakin Skywalker, "Your focus determines your reality."*





Pat Dougher is a Ziglar Performance Group trained speaker who has trained thousands on Communication Skills for Building Effective Teams, Accelerated Learning, and 19 Tools for Creating Massive Growth in Your Business. He speaks before corporations, associations and business owners all over the nation, helping people get the results they want in their businesses and lives.

He presents all across the country in Conferences, Companies, schools, churches and organizations.

As the Host of the radio show *The Implementer's Corner* he covers topics that bring Best Practices to business and marketing.

Pat is a sought after Speaker and Consultant. He runs 4 Networking Groups in the DFW area teaching Marketing to Business owners. He leads two Mastermind groups on Building successful businesses. Pat also Directs Ten 3 day workshops each year on Personal Improvement Called "The Road Adventure" visit [www.TheRoadAdventure.org](http://www.TheRoadAdventure.org) to learn more about this life changing workshop.

Pat graduated from Texas A&M in 1984 with a Bachelor of Science in Geology. He has spent most of the last twenty years in consultive selling. He has worked for Motorola, and was a financial planner as well as co-manager of a Christian financial services company and national radio show.

In addition to teaching, Pat considers himself to be a continuous learner and helps open the eyes of his audience to the lessons that life offers every day when you are looking for them. Patrick is a proud father with a lovely wife and four children.

What others say:

"Pat is a gifted and passionate communicator who commands his audience with balanced intellect, humor, teaching and humility. He has the ability to deliver a structured, well thought out content while maintaining the flexibility necessary to read and adapt to the particular audience in front of him.

I would strongly recommend Patrick for consideration as a speaker for your organization and would welcome any further inquiry you may care to make."

Danny P. Blevins, President, The Road Adventure

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