

the seminal work in self-development, introducing essentially all the principles that continue to serve as the foundation for the teachings of the personal development gurus of today. As reflected in Hill's own description, the process of developing and publishing *Think and Grow Rich* was itself a study in the principles he revealed. It may be telling that the manuscript of *Outwitting the Devil* was written the year after *Think and Grow Rich* was published, since this work may reveal the frustration and revelation of Hill's "other self" and how he conquered his frustrations and succeeded in using the very principles he described in *Think and Grow Rich*. *Outwitting the Devil* will reveal Hill's spiritual awakening and how each of us can learn from his encounter with the Devil.

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"If you undertake this job, you should interview not only the few who have succeeded, but the many who have failed. You should carefully analyze many thousands of people who have been classed as 'failures,' and I mean by the term 'failures,' men and women who come to the closing chapter of life disappointed because they did not attain the goal which they had set their hearts upon achieving. As inconsistent as it may seem, you will learn more about how to succeed from the failures than you will from the so-called successes. They will teach you what not to do.

"Along toward the end of your labor, if you carry it through successfully, you will make a discovery which may be a great surprise to you. You will discover that the cause of success is not something separate and apart from the man; that it is a force so intangible in nature that the majority of men never recognize it; a force which might be properly called the