

"This 'other self' will aid you in translating your plans into reality. Moreover, you should know that it begins, always, with your major, or most pronounced desire. At this time your major desire—the one which brought you here—is to publish and distribute the results of your research into the causes of success and failure. You estimate that you will need approximately \$25,000.

"Among your acquaintances there is a man who will supply you with this needed capital. Begin, at once, to call into your mind the names of all persons of your acquaintance whom you have reason to believe might be induced to furnish the financial aid you require.

"When the name of the logical person comes into your mind, you will recognize it immediately. Communicate with that person and the aid you seek will be given. In your approach, however, present your request in terminology such as you would use in the usual course of business transactions. Make no reference whatsoever to this introduction you have had to your 'other self.' If you violate these instructions, you will meet with temporary defeat.

"Your 'other self' will remain in charge and continue to direct you as long as you rely upon it. Keep doubt and fear and worry, and all thoughts of limitation, entirely out of your mind.

"That will be all for the present. You will now begin to move of your own free will, precisely as you did before you discovered your 'other self.' Physically you are the same as you have always been; therefore, no one will recognize that any change has taken place in you."

I looked around the room, blinked my eyes, and to make sure that I was not dreaming, I got up and walked over to a mirror and looked at myself closely. The expression on my face had changed from one of doubt to one of courage and faith.