

A Yes. That is precisely the major difference between individuals. The person who thinks in terms of power, success, opulence, sets up a rhythm which attracts these desirable possessions. The person who thinks in terms of misery, failure, defeat, discouragement, and poverty attracts these undesirable influences. This explains why both success and failure are the result of habit. Habit establishes one's rhythm of thought, and that rhythm attracts the object of one's dominating thoughts.

Q Hypnotic rhythm is something resembling a magnet which attracts things for which it has a magnetic affinity. Is that correct?

A Yes, that is correct. That is why the poverty-stricken herd themselves into the same communities. It explains that old saying, "Misery loves company." It also explains why people who begin to succeed in any undertaking find that success multiplies, with less effort, as time goes on.

All successful people use hypnotic rhythm, either consciously or unconsciously, by expecting and demanding success. The demand becomes a habit, hypnotic rhythm takes over the habit, and the law of harmonious attraction translates it into its physical equivalent.

Q In other words, if I know what I want from life, demand it and back my demand by a willingness to pay life's price for what I want, and refuse to accept any substitutes, the law of hypnotic rhythm takes over my desire and helps, by natural and logical means, to transmute it into its physical counterpart. Is that true?

A That describes the way the law works.