

came into the possession of Dr. Charlie Johnson, then the president of the Napoleon Hill Foundation. Charlie was the nephew of Annie Lou Hill. Charlie's wife, Frankie, knew and shared Annie Lou's feelings. Frankie told Charlie that she did not want the article published while she was alive either. Charlie's wife passed away a couple of years ago and Charlie finally gave me the manuscript, bound in red leather and embossed with the letters *Outwitting the Devil* in gold on the cover. The Foundation believes the manuscript has a powerful message that needs to be shared.

After speaking with Don, I was overcome with a powerful realization. This book, even though written in 1938, was actually meant to be published today . . . meant to rock our society today! It was intended to provide answers during this uncertain economic and spiritual time. It provides the keys for each of us to outwit the Devil in our own lives. It shows us how to chart a course for success and to add value to the world around us through the process.

Just as *Think and Grow Rich* helped us recover and succeed after the Great Depression, *Outwitting the Devil* was written to help each of us recover and succeed today!

You may ask if Hill believes his conversation with the Devil was real, or was it merely imaginary? The choice is yours. But I also asked Don Green about Hill's thoughts in his other writings to see if we could get another look inside Hill's head. Don's response was as follows:

The use of imaginary conversations was not new to Hill. In 1953, Hill published *How to Raise Your Own Salary*, which was written as a conversation between Hill and Carnegie. Hill had actually interviewed Carnegie in 1908 and Carnegie died in 1919, well before its publication.