I think that everything you think and everything you speak goes out from you into the universe and comes back to you multiplied.

我认为，你向这个世界传达的想法和言语，世界会加倍地返还给你。  
It's almost as though the universe is listening to everything you say and everything you think and saying, oh that's what they want.

这就像世界正在聆听你所说的一切，你所想的一切，然后它发现，噢，原来这就是他们想要的东西。  
But most of the time we are talking very negatively about ourselves. We talk about how awful we are. We're not good enough. We can't get this. We can't get that.

但是，大多数时候，我们对自己的评价都很消极。我们会说自己有多糟糕，我们不够好。我们得不到这个，我们得不到那个。  
How can the universe bring you anything good if that's the way you're talking?

如果你的想法是糟糕的，世界怎么能给你带来好的东西呢？  
Life has taught me, no ask, no get. There is huge power in asking for what you want.

生活教会了我，没有追求，就没有收获。追求你想要的东西，会让你获得巨大的能量。  
You see, a lot of times, we can have what we want. We just don't ask for it, so the world around us doesn't know what we want.

你要知道，很多时候，我们可以拥有自己想要的东西，我们只是不去追求而已，所以我们周围的世界也不知道我们想要什么。  
And if the world doesn't know what you want, how can the world deliver what you want?

如果世界不知道你想要什么，它怎么能为你带来你想要的东西呢？  
As you think, so shall you be. The most important things that we can learn and master in our lives, this old proverb(谚语，格言；众所周知的人或事) notion(概念；见解；打算), that I become what I think about all day long.

你想什么，你就是什么样的人。在人生中，我们能学到并掌握的最重要的道理，就是像有一句谚语说的，我每天想什么，我就会变成什么样的人。  
And once you know that what you think about is what expands, you start getting real careful about what you think about.

一旦你知道了，你每天想什么会给你带来很大影响，你就会变得很小心，你会注意自己想的东西。  
You don't allow your thoughts to be on anything that you don't want, or that you wouldn't want to have manifest(表明，清楚显示（尤指情感、态度或品质）；证明；（病症）显现；（鬼魂或神灵）出现；在清单上记录) or show up for you in your life. 你不会让自己去思考任何你不想要的东西，或者你不想在你的生活中看到的东西。  
If you don't set your goals, then you cannot get those goals, because your brain doesn't know what you want.

如果你不设定目标，你就无法达成这些目标，因为你的大脑不知道你想要什么。  
In your business, if you don't speak up, and to ask your client what you want, if you don't, I mean you talk to any great salesperson, they say, you need to ask for what you want. Ask for the order. And if you don't, you don't get the order.

在你的业务中，如果你不出声，不向你的客户表明你想要的东西，你就得不到它。如果你向任何一个出色的销售员请教，他们都会说，你要主动追求你自己想要的东西，追求顾客的订单。如果你不这样做，这个订单你就拿不下。  
But the fundamental mindset I'm trying to invite you to play with is, ask, ask, ask, ask. I share it with my children all the time. No ask, no get.

 我要向你推荐的最基本的心态就是，要追求，追求，追求，追求。我经常跟我的孩子们讲这个道理。没有追求，就没有收获。  
And if you ask, and you don't get, at least you learn. It's not really a failure. The only failure is not trying.

如果你去追求了，但没有收获，至少你学到了东西，这并不是失败。要是根本不去尝试，这才是唯一的失败。