

Täfärrî

SUMMARY OF

OUTWITTING THE
DEVIL: THE SECRET
TO FREEDOM AND
SUCCESS

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**NOTE
TO
READERS**

This summary is designed to help you get all the points made by the full book, but in a short amount of time.

We encourage our readers to still buy the full book since the author should benefit from their work.

If you are an author and you feel this summary has in anyway violated your copyright, please contact our team at **support@tafarri.com**

DOS, DON'TS & MUST KNOWS

This section is the main summary. It will tell you the main points that get you in the direction the book wants you to go.

When you read a point, you can further dive into it by going below to read the page summary referenced at the end of the point.

1. **The book wants to teach you the causes of both failure and success while providing practical and understandable ways of becoming an achiever.**
2. The other self, which is the part of you that stays dormant until times of unusual emergency, through adversity and temporary defeat, comes alive and forces you to change your habits and to think your way out of the difficulty. This other self must be awakened to lead to success. Success is from the “other self” as it prompts us to re-evaluate and develop new plans or purposes. **(Page summary 5)**
3. Help others to be happy and that is how you will truly be happy **(Page Summary 13)**
4. Combine Passion and Talent **(Page Summary 49)**
5. Be an Independent Thinker **(Page Summary 62-64)**
6. Identify and avoid systems designed to instill fear and stop independent thinking like public schools, religious establishments, parents, schoolteachers. **(Page Summary 81, 151)**
7. Wake up and engage in giving, offering services that benefit a large number of people. Give before you receive. **(Page Summary 95-96)**
8. There is power in repetition. **(Page Summary 99)**
9. Kill your Ego **(Page Summary 102-104)**
10. See failure as a message to try again in a different way and not be discouraged. **(Page Summary 106)**
11. Do not just believe what you are told. It could be propaganda, or mostly simply hear say. The average man can't prove most of the things That he chooses to speak of And still won't research and find out The root of the truth that you seek of. Do better. Question authority, a lot of them are agents of the Devil **(Page Summary 107:110, 176:177)**
12. The Devil will get you through your weakness. You want money? Chances are you fear poverty or sickness. That's how the Devil will get you. He will dangle it in front of you, doing everything possible to prevent you from getting it. **(Page Summary 112)**

13. If you somehow get wealth, avoid materialistic pleasures such as rich foods, drugs or overindulgence in sex that affect your health and thinking. **(Page Summary 113)**
14. Any action you repeat becomes a habit and habits shapes your life. Habits cannot be easily broken and having bad ones can lead to other bad ones so cultivate thoughts and actions that generate good habits **(Page Summary 120-130, 132, 196)**
15. Take what you want from life, Not what you get. **(Page Summary 115)**
16. You need a strong willpower. **(Page Summary 118)**
17. Have a clear purpose in life or what you want to achieve. Create a plan, follow through and make sacrifices. Be definite and focused in what you do. **(Page Summary 116-118)**
18. Find someone to Master Mind with. Two heads with a one goal is indeed better than one. Those who are close to you affect your mind so choose them carefully. **(Page Summary 120-130, 223)**
19. There is no luck and being good doesn't mean you will get good things in life. The Universe or nature is amoral. It does not care about right or wrong. But get your achievements morally and justly because doing it the other way yields only temporary success that lead to failure due to the law of compensation **(Page Summary 133, 157, 228)**
20. Your thoughts that you have an emotional connection with will likely manifest so watch your thoughts **(Page Summary 134, 144)**
21. Achieve true freedom by Mastery over self, Learning from adversity, Controlling environmental influence/associations, Time(giving time to only positive thoughts), Harmony(Letting your definite purpose be your dominating influence), Caution (thinking through your plan before you act). **(Page Summary 146-148)**
22. Definiteness of purpose should be your only love. Any other love is potentially dangerous. Love clouds your reason and weakens will power so its not good for you. Avoid it. **(Page Summary 154-155)**
23. Some argue that God and the Devil have the same amount of power.. they just express It differently. God does positively and the Devil, negatively, and we as human's have freedom to choose which one we will exude. **(Page Summary 167, 168)**
24. When it comes to getting knowledge for you or your child or mentee, focus on the ability to do what you know, and less on remembering what you know. **(Page Summary 169, 175)**

25. Listen to the entity driven by faith not one by fear. Have faith in all you do. It is the absence of all forms of negative thought. It is the state of mind characterized by the definiteness of purpose and a belief in the attainment of that purpose. **(Page Summary 27-29)**
26. Master your “self”. Control your food desire and intake. Control your sexual desire. Control your talk. The less you do of these things, the better your life will be. Turn your sexual desire into productive activities. It’s so powerful. **(Page Summary 186-193)**
27. Be focused with your thinking. No one can be entirely free(spiritually, mentally, physically and economically) without learning the art of accurate thinking.
28. Keep your plans to your “self”. **(Page Summary 195)**
29. Failing and learning from it without quitting can help break the patterns that are causing failure and lead to success. **(Page Summary 202-205)**
30. Acquaintanceships between people can evolve into friendship or evolve into suspicion and rebellion based on how individuals relate to each other. The hypnotic rhythm picks up the dominant motives, aims, purposes, and feelings of the minds involved and weaves them into faith, fear, love, or hatred. Learn as relationships evolve and control or walk away from the environment. Prioritize selecting beneficial associates. **(Page Summary 208, 241-242)**
31. Know how the mind works and how emotions affect your thinking to avoid negative outcomes and achieve true happiness. There is the conscious and the subconscious. The subconscious mind is a hypothetical organ representing the mind's universal energy or Infinite Intelligence. **(Page Summary 209-210)**
32. Analyze the relationships in your life. A good one brings benefit to all those connected or affected by it. If a relationship doesn’t do that, require the person(s) involved to change their minds or you change the person(s) involved in the relationship. (Page Summary 212-213)
33. Tough times toughen you and make you better if you learn. Look into your self when you go through tough times to connect with the source of all intelligence. Use it to break patterns. Not all tough times are good, but you can definitely learn something from them (Page Summary 214-217)
34. Stay with positive people because a negative environment will affect you. Choose those close to you carefully, be it business partners, spouses, friends. They affect your mind and whether you become successful or not. Change your environment or you will be trapped **(Page Summary 224, 236)**

35. Your mind, especially the subconscious one is never idle and is always picking up things so staying in a negative environment will affect you. **(Page Summary 227)**
36. Time creates hypnotic rhythm. Time is constantly changing and It will put together your thoughts, actions and express to you that is why you want to be having positive thoughts. **(Page Summary 229 - 231)**
37. All-in-all, you should be wise but wisdom is gotten through time. There is no way around it. Accumulated knowledge is not wisdom. **(Page Summary 232, 235)**
38. Your entire life must be in harmony. **(Page summary 236)**
39. Be cautious in all you do. This is different from fear and there is no such thing as over-caution. **(Page Summary 239-242)**
40. Do not be indecisive.
41. Do not doubt yourself
42. Avoid anything that dulls your concentration or saps your energy that is not part of your goal like unplanned marriages **(Page Summary 65)**
43. Don't just follow power or authority (parents, pastors, politicians, etc). Some are being used by the Devil to trap you. **(Page Summary 69)**
44. Do not be a drifter and avoid them. Drifters lack enthusiasm, initiative, and the willingness to undertake tasks voluntarily. They are ill-tempered, lack emotional control, and fail to attract others. Opinionated yet lacking accurate knowledge, they are mediocre in various skills. They show little cooperation, make repeated mistakes, and are narrow-minded and intolerant. Drifters expect much from others but give little in return. They start many things but fail to complete them, avoid decision-making, and live unhealthy lifestyles. **(Page Summary 92:94, 183)**
45. Don't overspend where you start to fear poverty **(Page Summary 85)**
46. Don't put yourself in an environment that affect your positive thinking **(Page Summary 85)**
47. Do not harbor entertain negative thoughts **(Page Summary 85)**
48. Do not yield to flattery because it capitalizes on the human weaknesses of vanity and egotism. **(Page Summary 101-103)**
49. Avoid unfinished thoughts and unfinishing things. **(Page Summary 113)**

- 50. Do not fear the unknown. Fear nothing at all. You will attract what you fear (**Page Summary 125**)
- 51. Do not let negative things be pleasing to you. That is the workings of the Devil. (**Page Summary 137**)
- 52. Do not fear the Devil or worry about how to please God. (**Page Summary 141**)
- 53. Do not sin. Sin as any action or thought that causes unhappiness and disrupts one's physical and spiritual health. (**Page Summary 182**)
- 54. Don't jump from one thing to another, never finishing anything. (**Page Summary 194**)
- 55. Do not allow others to attach themselves to you without considering the benefits. (**Page Summary 241-242**)

PAGE SUMMARIES

2- The author's purpose is to study and understand the causes of both failure and success. Most people have no idea what causes failure or success. Schools hardly ever teach the principles of individual achievement in life.

3- The writer of the book realizes that there is a need for practical and understandable ways of becoming an achiever based on real-life experiences. Writing his book required a lifetime of continuous effort. He also knew that it would take a long time, probably after his death before he would get recognition or remuneration for writing his book, hence he had to get another source of income to live. He was advised by a friend that ambition alone was not enough. He also needed tenacity and courage.

4- The writer had a spiritual revelation to write the book as he interviewed both successful and failed persons. He defined failure as people in the closing chapter of life and didn't achieve their heart's desires.

5- The writer tells us that success is from the "other self" which remains dormant until times of adversity as it prompts us to re-evaluate and develop new plans or purposes.

We fail because of self-imposed limitations from negative mindsets or self-doubt, so we need to overcome that.

9- The writer launched a successful magazine and made a good amount of money but despite the financial success, he realized that money alone could not bring him happiness.

11- The writer leaving his successful business due to unhappiness now faces challenges. He is so distressed that he is not able to make any plans work because he saw them as impossible. He realizes he has become indecisive. **He calls indecisiveness human's greatest sickness.**

12- The writer then goes to a quiet place of solace all alone and then his state of mind shifts. His mind command instructs him to go back home and begin transferring the data he has gathered for his philosophy of achievement into written manuscripts. Hill realizes that his "other self" has awakened.

13- Hill sits down at his typewriter and begins to write down the discoveries he has made about success and failure. As he starts typing, he is interrupted by a familiar feeling and a thought that reminds him of his mission in life. **The thought emphasizes that true happiness can be found by helping others.** Hill feels a sense of fulfillment and happiness, believing he has reached the end of life's rainbow. However, doubts soon creep into Hill's mind, suggesting that he is embarking on a foolish mission given his current circumstances. He begins to question whether he is qualified to write about achievement when he himself is down and almost out. These doubts cast a shadow over his initial enthusiasm.

14- Despite the feelings of doubt, he continues his work and completes it. Now, he felt like going back to his old business of magazines.

17- After the death of a business colleague, the writer's life is in danger so he flees to a remote location. He realizes this is also one of the situations that causes men to think which brings out their "other self".

18- This death threatening situation causes him to be consumed by indecision, doubt, and fear, unable to find a way out of his predicament.

19- Although the criminals that threatened to kill him had been convicted, he still could not come out because of fear. He grapples with self-contempt and a crisis of confidence. He feels like a hypocrite, offering principles of success to others while being unable to apply them himself. The reflection in the mirror reveals his deep disappointment and frustration. He has lost his initiative and is trapped in a state of depression that showed that his reasoning faculty had almost been paralyzed. He also felt indifferent towards everything and irritable towards people, especially those who helped him when his life was threatened.

21- He decided to confront himself and find a way out of his current state of confusion and despair. He tells himself, "There is a way out, and I am going to find it.". His mind tells him **the hardships he had experienced were a test to push him to discover his "other self."** This realization energized him and gave him hope for salvation. Hill encourages readers facing economic hardships or setbacks to view them as tests and opportunities for self-discovery. By persevering through challenging times and tapping into their inner strength, individuals can gain the insights necessary for success.

22- He recounts a friend telling him that the other self comes to play and forces habit changes and this other self manifests during emergencies. When you are at the verge of coming out of a paralyzing situation, your subconscious mind tells you.

23-

24- He recognized the value of his tormenting months as an opportunity to test the principles. He allowed his other self to take control and it ordered him to make moves he had no end or full understanding of.

25- The orders from the other self seemed definite and final.

26- He recounts how relatives made him feel like a burden on them and showed no support, yet he meets a stranger, a bellboy who treats him well. His other self instructed him to stop thinking about limitations and behave as if he had abundant wealth. Hill obediently followed these orders, experiencing a new and unfamiliar state of mind. He took on the persona of the wealthy man he wanted to be.

27- Hill then receives peculiar instructions from a mysterious source. He learns that two entities, one driven by fear and the other by faith, inhabit each person's body. Hill's faith entity has gained control, marking a shift in his motivation and perspective.

28- The faith entity takes over but the fear entity still lingers and waits for an opportunity to regain control. The author emphasizes the importance of guarding one's thoughts to prevent the fear entity from taking over. Money for immediate expenses will come at the necessary time, and the faith entity will guide the person through impulses of thought to achieve their desires.

29- The writer teaches that the "other self" will assist in turning plans into reality, however, it begins with one's most major or one's most profound desires. He shares how he needed financial assistance to publish his research findings and thought of people within his circle who can provide him with the money. He advised to talk to such people in business terms and not to mention the other self.

30- He no longer doubts that his physical body is now under the influence of a different entity than before. As he walks around the schoolhouse in West Virginia, he feels the presence of this new power. The chapter concludes at this significant turning point in the author's life. The narrator asks the reader if they have ever experienced a similar transformation, comparing it to a religious conversion, a wake-up call, a tap on the shoulder, or even a slap in the face.

32- The writer felt reborn, separated from fear. He needed money to publish his manuscript and despite feeling exhausted and ran out of people to ask after days of intense focus and search, he is urged by his "other self" to continue the search.

33- The writer remembers an advertiser in his old magazine that his other self tells him to reach out to. He does, and this person ends up agreeing to publish the writer's book without even reading it. From this, the writer tells us the power of networking and how acquaintances can unexpectedly become valuable business associates.

34- The publisher publishes and helps sell the books worldwide. As the writer gets his first royalty cheque, his other self tells him our limitations are the ones we set up in our minds.

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36- The author reflects on his trip to Philadelphia and how it proved to be a successful mission despite initial doubts. He highlights that everything he has needed since then has come to him, even during times of economic depression. The author attributes this to his "other self," which guides him and ensures he finds the path to follow. The "other self" operates without limitations and always finds a way to achieve desired outcomes, experiencing only temporary defeats but not permanent failures. The author encourages readers who have faced setbacks to learn from them and move forward, finding greater benefits along the way.

37- The author encourages readers to discover their own "other self" within, which can lead to a closer relationship with a powerful source that overcomes obstacles. He emphasizes the

importance of sincere searching to find this power. The author draws parallels between that time and the present, highlighting the opportunity for individuals to find inner strength and create their own success stories amidst economic uncertainties. The question is posed: Will you be among those success stories or merely a spectator?

38- The writer finds that there is a solution to every legitimate problem. He emphasizes that every experience of temporary defeat and failure contains the seed of an equivalent benefit. He knows he lacks complete understanding regarding the force that brought him from poverty to success, but he wanted to help others connect with it. He found that every great leader in history faced difficulties and temporary defeat before achieving success.

39- The writer suggests that there is an Infinite Intelligence which guides individuals through obstacles before granting them leadership and opportunities to serve others. He acknowledges the power of his "other self" and relies on it with absolute faith when faced with difficulties that cannot be solved by ordinary reasoning.

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41- The author reflects on the law of compensation, as explained by Ralph Waldo Emerson, which states that for every loss, something else is gained, and for every gain, something is lost. He also emphasizes the importance of helping others in overcoming seemingly insurmountable difficulties.

42- The author believes that every effort to help those in distress will be rewarded in some form, although not necessarily from the recipients of the service. He suggests that greed, avarice, envy, and fear can hinder one from accessing the benefits of their "other self." However, he is willing to be wrong if it means finding peace of mind and happiness. The author emphasizes that by maintaining a harmonious relationship with his "other self," he can acquire material possessions, happiness, and peace of mind.

43- The writer tells us his other self tells him to focus on his purpose during prayer and to turn that prayer into action while trusting the Universal Infinite Mind to provide the best plan for its attainment. He tells us that fear can hinder the effectiveness of prayer.

44- The writer's way of prayer changed. He prayed not only when faced with challenges, but before and he focused on being worthy of what he already possesses, expressing gratitude, and offering thanks to Infinite Intelligence. He realizes the vast fortune he possesses in terms of a sound body, a balanced mind, creative imagination, freedom, and the ability to help others. The author encourages readers to take inventory of their intangible assets and express gratitude for their blessings.

45:46- The author emphasizes the power of changing beliefs to improve one's material and financial status, distinguishing belief from wish.

47- The author uses the example of Thomas Edison to illustrate the power of faith in achieving great accomplishments. Despite facing numerous failures, he persisted until he found the answer to the light bulb. His achievements serve as proof of the effectiveness of faith in unlocking hidden potentials.

48- Whatever a person truly believes has a tendency to manifest in their life. Tap into Infinite Intelligence through the combination of faith and thoughts as this opens the door to a sixth sense, which allows communication with higher sources of power and knowledge. The author acknowledges the existence of an all-pervading Intelligence that governs the universe and influences natural phenomena

49- Combining your Passion with your Talent and then seeking the right Association and taking the right Action are very important components for Success . . . but it is when you combine all those components with a strong Faith in yourself and your mission that you truly have Your Personal Success Equation.

52- The author describes the desperate efforts of the Devil to silence him before gaining public recognition. The interview with the Devil follows the author's personal history for context. The author had lost his money in a collapsed bank, lost his land and properties.

53- he realizes that he has lost his courage, initiative, and enthusiasm. He feels ashamed that he cannot apply his own philosophy to overcome

54- He realizes that he had neglected to form a Master Mind alliance (two or more minds working together for a definite end), which he had learned was essential for achieving noteworthy success. the Devil uses the lack of a Master Mind as a chief weapon to ensnare and control individuals.

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57- Hill describes how he initiates the interview with the Devil in a persistent and relentless manner, resembling a courtroom interrogation. He suggests that through the power of forming a Master Mind and exerting control over his own mind, he gains the ability to demand accurate responses from the Devil. Hill aims to expose the Devil's tricks and wiles so that readers can learn from them and avoid similar pitfalls in their own lives.

58- The interview with the Devil begins as Hill demands direct and truthful answers from him. The Devil insists on being addressed as "Your Majesty" due to his control over 98 percent of the people in the world. Although Hill initially reacts negatively to this title, he realizes that it is meant to provoke a response. The tone used by Hill during the interview is not explicitly mentioned.

59- The Devil insists on being addressed as "Your Majesty" for the interview. The Devil describes himself as consisting of negative energy, without a physical body. He resides in the minds of people who fear him and occupies one-half of every atom of physical matter and energy. The other half is occupied by his opposition, which is not further elaborated upon in this section.

60- He asserts that the division between him and God is a factual reality. The Devil admits to controlling the minds of 98 out of every 100 people and takes pride in causing misery. The Devil gains control of people's mind by occupying the unused space in their brains and sowing seeds of negative thought. He admits to employing clever tricks and devices to control human thought.

61- The Devil reveals that fear is one of his most effective devices. By planting seeds of fear in people's minds, he controls the space they occupy in their minds. His six most effective fears are poverty, criticism, ill health, loss of love, old age, and death. He claims that poverty and death are the fears he exploits the most. He manipulates people by making them believe he awaits them after death for eternal punishment, thus extending his control through fear.

62- He prefers to dwell in human minds, controlling a part of every individual's brain space. Independent thinking weakens his control. The Devil contrasts himself with his opposition, who controls positive forces and natural laws. He considers the control of human minds his preference.

63- The Devil adds to his power by appropriating the mind-power of the earthbound after death, particularly those who possess fear. The Devil considers those who inspire independent thinking as his enemies, including Socrates, Confucius, Voltaire, Emerson, Thomas Paine, and Abraham Lincoln.

64- The Devil considers poverty as his friend because it discourages independent thinking and fosters fear. While some wealthy individuals serve his cause, the Rockefeller fortune poses a significant threat to him. The Rockefeller money is being used to combat diseases, improve living conditions, support better governance, and promote ethical business practices, which undermines the Devil's influence.

65- The Devil explains how cigarettes contribute to his cause by breaking down persistence, endurance, concentration, and imaginative faculty. He claims to have millions of people who smoke cigarettes daily, gradually weakening their resistance and opening the door for other thought-destroying habits. The Devil emphasizes that habits come in groups and any habit that weakens willpower invites related habits to take hold. The cigarette habit not only diminishes resistance and persistence but also affects human relationships.

66- The Devil reveals his pride in his influence over millions of people who have become victims of the cigarette habit. He claims that the number of converts is increasing daily and that soon he will have most of the world indulging in the habit.

67- The Devil dismisses the need for people to believe in him and instead prefers to be feared.

68- The Devil reveals his intention to start another world war and expresses gratitude for the assistance he receives from his allies in Washington to involve America in the conflict. He explains that mass fear is his favorite device for mind control, which he successfully used to bring about the previous world war and the economic depression.

69- The author asks the devil if he uses only people in high places of power and The Devil asserts that he targets individuals from all walks of life, especially those who do not think critically or independently. He acknowledges that if everyone possessed strong thinking skills, he would have difficulty controlling them.

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72- The Devil pleads with the narrator not to force him to reveal his most clever trick, as it would result in the loss of control over millions of people. He emphasizes that fear and ignorance have been his dominant tools for millennia. The narrator, undeterred, accuses the Devil of creating a living hell on Earth and expresses his mission to free people from the fears planted in their minds. The Devil's resistance continues as the confrontation intensifies.

73- The Devil reveals his first principle of gaining control over human minds: the principle of habit. He explains that drifting is the state in which people allow themselves to be influenced and controlled by external circumstances, instead of thinking for themselves. Drifters do not have clear goals or the willingness to put up a fight. They accept whatever life throws at them and readily adopt opinions supplied by the Devil. Drifters are mentally lazy and become susceptible to the Devil's manipulation and the planting of his ideas in their minds.

74- The Devil explains that he gains control over a person's mind during their youth, sometimes even before they are born. He manipulates the minds of the person's parents. He enters the mind through the principle of habit, gradually establishing habits that ultimately lead to his complete domination of the mind.

75- The Devil reveals that one of his cleverest tricks is entering the minds of people through thoughts they believe to be their own. He uses various habits to control their minds, including fear, superstition, avarice, greed, lust, revenge, anger, vanity, and laziness. The habit of drifting is particularly effective, which he initiates during a person's youth by inducing them to go through school without a clear purpose or direction. The Devil also uses parents, public school teachers, and religious instructors to implement his tricks and further promote drifting.

76- The Devil warns the author that revealing his second-best trick could lead to backlash and opposition. He claims that the book will be barred from public schools, blacklisted by religious

leaders, and hidden from children by parents. The Devil manipulates the situation, making the author believe that withholding the description of the second-best trick will protect him from negative consequences.

77- The author confronts the Devil about his second-best trick, which the Devil claims is actually his first and most effective trick. The Devil explains that parents, schoolteachers, religious instructors, and other adults unknowingly contribute to his trick by destroying the habit of independent thinking in children. The Devil asserts that this excessive help undermines children's self-confidence and prevents them from developing the habit of thinking for themselves.

78- The Devil breaks down independent thought and instills the fear of hell in children's minds, which persists into adulthood.

79- The Devil reveals his method of coordinating the efforts of parents and religious leaders to destroy children's independent thinking. He tricks parents into teaching their children to believe almost anything they are told as they do in various aspects of life. He leads children to become drifters by emulating the example set by their controlled parents.

80- The Devil admits to entering a child's mind through fear, which allows him to limit their independent thinking. He thrives on fear, discouragement, hopelessness, and destructiveness, but cannot exist in the minds of those who think accurately and in constructive terms. When people think in terms of faith, courage, hope, and definiteness of purpose, they become their opposition and are lost to him.

81- The Devil reveals that school teachers contribute to his cause by not teaching children how to use their own minds and think independently. The public school system is designed to suppress independent thinking and relies on teachers as guides rather than allowing students to become instructors themselves. The Devil fears that a reversal of the system, where students are empowered to develop their own minds, would be detrimental to his control.

82- The Devil acknowledges that while the purpose of schooling is to help children think, the current system fails to fulfill this purpose. Children are taught to adopt and use the thoughts of others, which hampers their capacity for independent thought.

83-

84- The Devil asserts his control over people by causing them to drift on various subjects. He manipulates their thoughts and actions in areas such as health, marriage, and occupation. He leads them to indulge in unhealthy eating habits that create a bad body and thinking ability eventually, create disharmony in marriages or get people to marry without planning, and settling for unfulfilling jobs. By keeping them occupied with conflicts and distractions, he ensures they remain in the habit of drifting

85- People are made to drift on various subjects. Savings (People are made to spend carelessly and later instill the fear of poverty). Bad Environment (People are tricked to stay in bad homes, bad workplaces, bad relationships eventually affecting their thinking). Dominating thoughts (People are tricked to harbor negative thoughts which generates fear). The Devil does the thinking for anyone lazy or too indifferent.

86- The Devil claims that he causes people to rely on him for their thinking because they are lazy and indifferent to control their own minds. He says laziness + indifference = procrastination = drifting. The Devil asserts that only humans drift, while other creatures follow the laws of nature.

87- The Devil admits his hatred for the United States because the signing of the Declaration of Independence in 1776 introduced free speech and independent thinking which prevented him from controlling the nation. The Devil claims to appoint and manipulate dictators in nations and they rule effectively because they do not drift, unlike the people who have been subdued by the habit of drifting.

88- The Devil talks about how he is leading nations to dictatorship by sowing fear in the minds of people and how he is controlling presidents to drift so as to paralyze freedom in nations (USA)

89- The Devil says Drifting is a common cause of failure in every aspect of life. Poverty is found among drifters, while wealth is possessed by those who have definite aims and strong desires for success. The Devil claims that acquiring material things is a sign of strength and makes individuals less vulnerable to his influence

90-91 The Devil denies having control over non-drifters and describes a typical drifter as lacking a major purpose, self-confidence, achievement, financial discipline, and imagination.

92- A typical drifter, as described by the Devil, exhibits several negative traits. They lack enthusiasm, initiative, and the willingness to undertake tasks voluntarily. They are ill-tempered, lack emotional control, and fail to attract others. Opinionated yet lacking accurate knowledge, they are mediocre in various skills. They show little cooperation, make repeated mistakes, and are narrow-minded and intolerant. Drifters expect much from others but give little in return. They start many things but fail to complete them, avoid decision-making, and live unhealthy lifestyles.

93:94- The Devil describes the non-drifter as engaged in specific activities through well-organized plans, have clear goals and work towards them with determination. Non-drifters exude confidence, energy, decisiveness and provide direct answers, not resorting to evasion or deceit. Non drifters are usually givers of favors, not accepting much and take responsibility for their actions. He has a mind of his own and uses it in all purposes.

95-96 To cure a drifter, they need to wake up and engage in giving, offering services that benefit a large number of people. Give before you receive.

98- The author insists on extracting from the Devil the methods by which he controls people and, ultimately, the formula to break free from his dominion. Napoleon acknowledges that while he may not be able to personally defeat the Devil, the truth he leaves behind in his published work will endure, offering humanity freedom from fear.

99- There is power in repetition and the author uses it in his interview with the Devil.

100- The Devil admits that he is not a literal being but a negative expression of energy, relying on fear and the drifting habit of individuals. The conversation moves on to discuss the Devil's use of flattery as a weapon to manipulate and control people.

101- Flattery capitalizes on the human weaknesses of vanity and egotism, serving as a rope to bind individuals. It is a common tactic used to gain control over others, exploiting these qualities inherent in everyone. Both men and women employ flattery to seduce and manipulate others, especially when sex appeal alone is insufficient. The Devil's agents utilize flattery to gain the confidence of individuals and gather information for their purposes.

102- Flattery is particularly effective in seducing women and appealing to their vanity, while egotism is the key motivator for flattery when dealing with men. People of all ages can be susceptible to flattery and the Devil uses it against them to become drifters.

103- The conversation delves into the techniques employed by cunning women to flatter and attract men. The Devil explains that while most men can be influenced through flattery, approximately two out of every hundred individuals have their egotism under control and cannot be easily manipulated. The specific technique used by women involves injecting soft, cooing baby tones into their voices and partially closing their eyes, which creates a hypnotic effect when combined with flattery.

104- Manipulative women sell men their own egotism, which proves to be highly effective, especially when sex appeal fails. The Devil uses failure to induce drifting as when people are faced with opposition and failure, begin to drift and give up after a few attempts. Failure erodes morale, self-confidence, enthusiasm, imagination, and definiteness of purpose, which are crucial qualities for lasting success.

105- The Devil also acknowledges that the capacity to surmount failure without being discouraged is a chief asset of successful individuals, such as Henry Ford.

106- The Devil defends his claim that success is closely linked to the ability to overcome failure. He asserts that those who achieve enduring success have done so by surmounting failure. He emphasizes that failure only becomes a virtue when it doesn't lead to drifting and quitting. The Devil admits to inducing people to fail because he knows that most individuals give up after

facing a few failures. However, he is not concerned about those who convert failures into stepping stones, as they are the non-drifters and beyond his reach.

107- The Devil reveals one of his most effective tricks: propaganda. He acknowledges its role in manipulating people into engaging in war and violence. Propaganda is subtly integrated into various aspects of society, including education, religion, media, advertising, and workplaces. The Devil claims that propaganda enables him to control public opinion, provoke conflicts, destabilize businesses, and even initiate financial crises and pandemics.

108- The Devil calls propaganda any method through which people can be influenced without their awareness of being influenced or the source of the influence. It is used in business to discourage competition and gain an advantage, with employers and employees employing it against each other. They use politics and labor organizations to create strife between employers and employees and to turn the government against business and industry.

109-

110- The Devil explains that his most powerful form of propaganda is when he influences people without them realizing it, making them believe they are acting on their own ideas. He asserts that this is the cleverest form of propaganda

111- The Devil reveals that he enters an individual's mind by bribing them with things they covet. He uses pleasant things that people desire as bribes, such as love, sex, money, the desire for something for nothing (gambling), vanity, egotism, the desire to control others, intoxicants, self-expression, imitation, the desire for life after death, and the desire to be a hero.

112- When the Devil enters the mind of a potential drifter, he focuses on exploiting their weaknesses. For example, if their weakness is the desire for money, he intensifies their craving, tempts them with money, and snatches it away, leading to discouragement. He then fills their mind with fear of poverty.

113- If the Devil's victim acquires wealth, he indulges them in materialistic pleasures, such as overeating rich foods, which affects their health and thinking capacity, leading them towards drifting. If the victim is male, the Devil exploits their sex appetite, as overindulgence in sex can drive them towards failure. The Devil emphasizes that the manner in which money is acquired determines whether it becomes a blessing or a curse.

114- The Devil explains that rich men's sons often fail to equal their fathers' achievements because they lack the self-discipline acquired through hard work.

115- The Devil admits that he cannot induce non-drifters to help him gain control of their minds through his bribes. Non-drifters take what they want from life on their own terms, while drifters take what they can get on the Devil's terms.

116:117- To protect against drifting, one must have a clear purpose in life, create a plan for achieving it, and be ready to make sacrifices. Analyzing defeats for opportunities and offering valuable service is essential. Recognizing the power of the mind to communicate with Infinite Intelligence helps manifest desires.

118- The Devil emphasizes the importance of being definite in all actions and avoiding unfinished thoughts. The Devil acknowledges that the habit of drifting can be broken if the individual possesses enough willpower and takes action in a timely manner. However, there is a point beyond which the habit becomes permanent, likening the victim to a fly caught in a spider's web. The web represents a law of nature that remains elusive to scientific understanding.

120-121 The Devil explains that nature itself operates through a hypnotic rhythm to keep everything in balance and it is the mysterious law through which he gains permanent control over individuals.

122- Devil describes how any thought or physical movement that is repeated through the principle of habit eventually becomes rhythm, which cannot be easily broken. the Devil claims that drifting is also the habit that allows him to take control of people's souls even after they pass away.

123- God provides the privilege of using one's mind, and by exercising control, individuals become part of God's power after death. Neglecting the mind allows the Devil to take over completely.

124- The Devil uses those under his control, or what remains of them, as propagandists to influence others and lead their minds astray. The Devil explains that his most effective method is to instill fear in people's minds, particularly the fear of death.

125- The Devil acknowledges that the fear of the unknown, particularly the uncertainty of what happens after death, frightens people immensely. The Devil reveals that the discussions of death by religious leaders, serves his cause by perpetuating fear and reinforcing his influence.

126- The Devil asserts that the fear of criticism keeps independent thinkers from appearing in the world. Their income and social life would be shut off. The Devil asserts that religious leaders and their followers would scorn and ostracize anyone who dares to expose his methods.

127- He acknowledges that true scientists, who think for themselves and study natural laws, are beyond his reach. Scientists focus on cause and effect and their independent thinking makes them less susceptible to his influence.

128-

129:130- The Devil reveals that the narrator's deep love for a woman played a significant role in releasing him from the habit of drifting. Putting their minds together caused them to Master Mind together. The Devil confirms the existence of a storehouse of Infinite Intelligence, acknowledging that without it, the current conversation and his forced confession would not be possible.

131- The Devil calls poverty a disease. The Devil confirms that hypnotic rhythm is a natural law through which nature makes dominating thoughts and thought habits permanent, leading to circumstances like poverty. To break the habit of drifting, the first step is developing a burning desire to do so.

132- The law of hypnotic rhythm applies to both positive and negative thoughts. Positive thoughts of opulence and prosperity, when firmly held, attract corresponding physical and financial outcomes. This aligns with the Law of Attraction. You will attract what you fear. "Whatsoever a man soweth, that shall he also reap," reflects this natural law.

133- Morals do play a role in what one receives from life, as they influence thoughts. Merely being good does not guarantee to get what one wants. Luck is not a reality but a man-made explanation for circumstances beyond comprehension. Every reality has a cause, even if the cause seems distant from the effect. Luck and miracles are imaginary concepts used to explain the unknown. Understanding that everything with a real existence is provable leads to clearer thinking.

134- Thoughts precede deeds, as all deeds are shaped by thoughts. Thoughts, especially when infused with emotions, have a natural tendency to manifest their physical equivalents. The Devil tells us he is present in the negative aspects of the matter, such as lightning and disease.

135- The Devil sees himself as definite and dependable. The world depression disrupted established habits and redistributed opportunities on a large scale. The drifter's excuse of a lack of opportunities is debunked, as non-drifters create their own opportunities to align with their desires.

136- The Devil emphasizes that no one can avoid the influence of hypnotic rhythm, just as no one can avoid the law of gravity. Only a drifter would even want to avoid it.

137- The Devil controls people by making negative things pleasing to them

140- The Devil responds to a question about why God doesn't annihilate him. He claims that the power available to God is also accessible to him, as well as to any human being. The Devil emphasizes that this power can be used for positive or negative purposes. He suggests that humans can tap into the universal power by trusting and using their own power of thought, which leads to Infinite Intelligence. The Devil admits to misleading humans by planting

destructive thoughts in their minds, preventing them from accessing their constructive mental abilities.

141- He confirms that there is no need for humans to fear the Devil or worry about how to please God.

142- The Devil explains that he doesn't take over the churches outright because he needs them to perpetuate the fear of the Devil. He uses the churches as a decoy to divert attention while he manipulates people's minds. When the hypnotic rhythm is not consciously applied to achieve specific goals, it can lead to undesired outcomes.

143- It is mentioned that individuals have the power to establish their own rhythm of thought if they exercise this privilege before the hypnotic rhythm of their environment takes hold.

144- The rhythm of thought determines whether one attracts positive or negative outcomes. Success and failure result from habitual patterns of thinking. Successful individuals consciously or unconsciously use hypnotic rhythm by expecting and demanding success, which becomes a habitual mindset attracting more success. By knowing what one wants, demanding it, paying the price, and refusing substitutes, hypnotic rhythm helps manifest desires into reality.

145- The combination of physical qualities from ancestors is believed to determine one's nature at birth. However, hypnotic rhythm is explained to have the power to modify and control environmental influences. While it cannot change the physical body inherited at birth, it can shape the impact of the environment on an individual.

146-148 The Devils reveal the seven principles for spiritual, mental and physical freedom. They are Definiteness of purpose, Mastery over self, Learning from adversity, Controlling environmental influence/associations, Time(giving time to only positive thoughts), Harmony(Letting your definite purpose be your dominating influence), Caution (thinking through your plan before you act)

149-

150- The Devil explains that everyone is born with the privilege of being definite, but most people lose it by neglecting to cultivate it. Definiteness of purpose must be adopted as a guiding policy in all aspects of life to maintain the privilege. One must keep using it

151- The Devil explains that when a child is born it imitates their parents, relatives, religious instructors, and schoolteachers, both in physical and thought expression. If the child observes fear of the Devil being expressed by its parents or religious instructors, it absorbs and stores that fear in its subconscious mind. Similarly, the child learns negative thought patterns such as envy, hatred, greed, and revenge through imitation, which hinder the development of definiteness. The Devil takes advantage of this and induces drifting in the child's mind through a hypnotic rhythm.

152- Definiteness of purpose makes a person positive and difficult to control, but any hesitation or uncertainty allows the Devil to regain control. The Devil acknowledges that definiteness serves as temporary protection, but can be overcome.

153- The Devil admits that few understand how to use definiteness without invoking the law of compensation. He reveals his trick of reclaiming those who escape temporarily through definiteness by instilling greed for power and egotism.

154- The Devil explains that any form of love, except for the love of definiteness of purpose, can be dangerous. Love clouds reason weakens willpower, and blinds individuals to reality. The Devil admits that love is one of his most effective baits to lead people into drifting. By controlling a person's fears and knowing their deepest loves, the Devil can easily enslave them, as love and fear overpower will and reason, leaving no support for the definiteness of purpose.

155- The Devil talks about how Love, though desirable, can undermine reason and willpower, which are crucial for freedom and self-determination. The Devil states that those who gain power must be definite in their thoughts and actions, even if it means becoming "hard."

156- The key difference between a sound plan and an unsound plan is that a sound plan, when definitely applied, can be executed more quickly. The author emphasizes that while one cannot always be right, one should always be definite. People who are definite in their plans and purposes do not view temporary defeat as a failure, but rather as an opportunity to exert greater effort. While success is not guaranteed, those who move with definiteness understand the distinction between temporary defeat and failure. They remain steadfast in their purpose, adapting their plans when necessary until they ultimately find a plan that leads to success.

157- The author explains that while plans based on immoral or unjust ends may yield temporary success, they are ultimately destined to fail due to the operation of the law of compensation. Enduring success takes into account the fourth dimension, time. Time works against immorality and injustice while favoring justice and morality.

160- The Devil suggests that having a definite mindset leads to success and happiness, and addresses the issue of pursuing things that one later realizes they don't truly want. The principle of definiteness can also help let go of unwanted aspects, leading to a peaceful and content life.

161- The Devil clarifies that not all marriages are heavenly-made. If minds don't harmonize, they should not be forced to stay together as it leads to drifting and indefiniteness.

162- The Devil argues that an individual's first duty is to themselves. The Devil asserts that self-fulfillment is the highest duty and raises the question of selfishness and its connection to happiness.

163- The Devil argues that parents owe their children knowledge and guidance, rather than the other way around. Indulging children out of a false sense of duty hinders their ability to seek knowledge independently. The Devil's theory suggests that excessive assistance leads to drifting and indefiniteness. The notion is raised that unearned gifts can become a curse rather than a blessing. The question is posed whether our efforts to give to our children may inadvertently harm them. The Devil affirms this belief and emphasizes the importance of meaningful prayer, rather than empty words.

164- The conversation explores the prayer of definiteness of purpose. The Devil explains that this form of prayer taps into the power of Infinite Intelligence, using hypnotic rhythm to achieve specific goals from the universal storehouse of knowledge. Most prayers fail due to fear and doubt, but prayer with definiteness of purpose and faith brings results. It sets in motion the laws of nature to manifest desires into reality. Negative, fearful prayers are contrasted with positive, purposeful prayers.

165- The Devil criticizes those who pray for things they should procure through their own efforts. He argues that relying on prayers for necessities and luxuries without taking action demonstrates laziness and a lack of understanding of Infinite Intelligence. The Devil emphasizes the importance of knowing what one wants, aligning oneself with natural laws, and taking action to manifest desires.

166-

167- The Devil explains that both he and Omnipotence possess the same power but use different forces: positive and negative. These forces are balanced and necessary. Every individual has the freedom to choose their thoughts and actions, expressing either positive or negative aspects. Humans have more freedom than both the Devil and Omnipotence, as their choices shape their lives.

168- The Devil acknowledges that humans underestimate their immense power compared to other beings. Definiteness of purpose is seen as a solution to human problems, empowering self-determination. However, public schools fail to teach children about the definiteness of purpose, lacking clear plans or life goals in the curriculum. Instead, the focus is on credits and memorization, neglecting essential desires and aspirations.

169- The conversation questions the value of school credits and the lack of practical knowledge about the human mind in schools and churches. The Devil doesn't provide a direct answer, highlighting the complexity of the issue. The Devil argues that churches restrict inquiry while schools ignore the mind's existence.

170:171- The Devil reveals that he sees churches and schools as his allies in promoting drifting, delighting in their failure to teach independent thinking. He questions the concept of salvation, suggesting that true salvation lies in recognizing the power of one's own mind. Ignorance and

fear are portrayed as humanity's true enemies. The Devil's lack of reverence for sacred matters is evident in his perspective.

172:173- The Devil admits that the major weakness lies in the system's approach, which focuses on memorizing facts rather than teaching students how to use their minds effectively. Another significant weakness is the absence of teaching definiteness of purpose or the practical application of knowledge.

174- The proposed changes include reversing the current system by allowing students to lead and instructors to become students. Emphasis should be placed on practical learning through hands-on experiences connected to real-life problems. Students should be taught how to recognize practical ideas and apply them to achieve their goals.

175- The education system should allow Students to learn effective time management and understand the motives behind people's actions. The impact of proper eating habits on health should be emphasized. Education on the transmutation of sex energy and its role in driving achievement is important. Instilling definiteness of purpose from an early age is crucial. Students should also learn about habits, independent thought, and distinguishing temporary defeat from failure. Finding advantages in setbacks should be taught. Lastly, children should be encouraged to express their thoughts fearlessly and rely on their own judgment.

176:177- They should learn to make prompt decisions and change them slowly and with good reason. Understanding the brain as the interpreter of thoughts and the need for stimuli to generate thoughts is important. Emphasizing self-control and internal harmony is valuable. Children should grasp the concept of providing more and better service than expected and the true nature of the Golden Rule. Encouraging forming opinions based on facts or reasonable beliefs is crucial. Educating about the potential dangers of cigarettes, alcohol, narcotics, and excessive indulgence in sex is necessary. Lastly, children should be taught to question authority and not blindly believe everything they are told. Children should be taught to face facts, use their sixth sense and the law of compensation. They should learn the definiteness of purpose, that no problem has no solution and the real limitations in life are those set up in their own minds.

178- The Devil confirms that teaching these things in school would help children avoid drifting, and questions why schools aren't already teaching these fundamental principles.

179- The Devil claims that the school system is one of his primary tools for creating and sustaining a large army of drifters. The Devil suggests introducing the ideas through private schools and creating such a demand that public schools will be compelled to adopt them.

180- The Devil adds that the public school system should include a course on harmonious negotiation, and teaching students conflict resolution skills. The principles of individual achievement should be incorporated to promote financial independence. Traditional classes

should be replaced with a round table or conference system for personalized instruction. Auxiliary instructors from different professions should be present to provide practical knowledge to students.

181- The ultimate goal of these suggestions made by the Devil is to create a powerful educational system that produces self-motivated, independent thinkers capable of making a positive impact on society.

182- The Devil describes sin as any action or thought that causes unhappiness and disrupts one's physical and spiritual health. Common forms of sin include overeating, over-indulging in sex, allowing negative thoughts to dominate the mind (such as envy, greed, fear, hatred, intolerance, vanity, self-

183- The concept of drifting through life without a definite aim, plan, or purpose is considered a sin. Drifting leads to poverty deprives individuals of self-determination, and prevents them from utilizing their own minds to connect with Infinite Intelligence. However, individuals who commit no sin, by never allowing their minds to be dominated by negative thoughts, cannot be controlled by the inspirer of sin. Fear and ignorance are identified as the most common and destructive sins.

184- Faith can be understood as the absence of all forms of negative thought. It is the state of mind characterized by the definiteness of purpose and a belief in the attainment of that purpose. Faith enables individuals to tap into the power of positive thought, serving as a medium to connect with the universal store of Infinite Intelligence. While drifters have the capacity to use faith, they often fail to utilize it.

186- Before one can move with a definiteness of purpose, it is essential to undergo a process of self-mastery. Mastery over oneself is the second principle out of the seven discussed in the book. Lack of self-mastery is a destructive form of indefiniteness, preventing one from becoming a master of others. one must first master the three primary appetites: the desire for food, the desire for sexual expression, and the desire to express loosely organized opinions. Conquering these appetites demonstrates sufficient self-discipline to tackle other lesser appetites.

187- Lack of self-discipline can lead to consuming excessive quantities of rich food, resulting in the overworking of the body's digestion and elimination systems. Self-mastery involves feeding the appetites what is necessary and maintaining control to avoid overindulgence.

188-

189- Auto-intoxication is highlighted as a tactic used by the Devil to control individuals. The discussion then shifts to the desire for sex expression and the power it holds over people. The concept of transmuting sexual energy into productive activities is introduced as a means of mastering the emotion of sex. The potential benefits of redirecting sexual desires towards work are mentioned, suggesting that it can help individuals avoid poverty.

190- The discussion explores the relationship between sex, drifting, and leadership. Uncontrolled sex can lead to drifting, but great leaders harness their sexual energy and channel it toward their pursuits. Overindulgence in sex is likened to the dangers of narcotics or liquor, leading to drifting. The world views sex as vulgar due to its abuse and lack of control. It is advocated that sex should be understood, mastered, and utilized to benefit humanity.

191- The damage of over-indulgence in sex is discussed, highlighting its depletion of man's driving force, wastage of creative energy, and negative impact on physical health. It also diminishes one's attractive and magnetic energy, dulls the eyes, and affects the tone of voice, enthusiasm, and ambition. Controlled sex attracts people and contributes to a pleasing personality.

192- It enhances physical and mental movements, persistence, and perseverance in pursuing life's purpose. It serves as an antidote for fear, grants immunity against discouragement, and helps overcome laziness and procrastination. It grants physical and mental endurance during opposition or defeat, fosters fighting qualities, and cultivates a winning mentality. Additionally, it contributes to quickness, definiteness, and creativity. Moreover, sex is nature's method of perpetuating life, emphasizing its virtue and dispelling the notion of vulgarity. However, these truths are not widely taught to children due to ignorance of sex's true nature.

193- Understanding and harnessing the power of sex is important for maintaining health, just like keeping the body clean. Therefore, sex education should be taught in schools and homes. While accurate knowledge of sex is important, accurate thinking takes precedence as it holds the key to solving problems, achieving desires, and acquiring wealth. Properly controlled and directed sex energy supports accurate thinking, as both share creative energy.

194- No one can be entirely free(spiritually, mentally, physically and economically) without learning the art of accurate thinking. Expressing loosely organized opinions is very destructive. It fosters a grasshopper mind, one that jumps from one thing to another never finishing anything.

195- Wise individuals keep their aims and plans to themselves and refrain from expressing uninvited opinions. By doing so, they prevent others from appropriating their ideas and interfering with their plans. The habit of expressing uninvited opinions stems from egotism and vanity, driven by the desire for self-expression. However, this habit often has the opposite effect, attracting unfavorable attention. Moreover, those who insist on talking miss the opportunity to learn by listening to others. While magnetic speakers can benefit from their oratory skills, it is important not to force speech on others without their invitation. Emotional and convincing speaking adds to one's personality, but it should be shared appropriately.

196- It is important to recognize that habits are contagious, and engaging in one useless habit can attract other similar habits.

197- Indulging in an unsolicited expression of opinions brings dangers. It creates enemies and makes one vulnerable to scams and harm. Self-discipline starts with recognizing the power of natural law and understanding that individuals cannot control others except through nature and themselves.

198- This right to freedom of thought is a fundamental privilege that every adult retains, although many may lose its benefits due to neglect or having it taken away by parents or religious instructors during their formative years.

199:200- The narrator reiterates that the power of one's own thoughts is the only dependable power available to individuals. They can control and rely upon their own thoughts, even when they cannot control other people or their actions.

202- Failure can be beneficial as it teaches individuals valuable lessons and presents opportunities. Adversity carries within it the seed of an equivalent advantage. Differentiating between temporary defeat and failure is crucial. The Devil acknowledges that failure is advantageous to him as it causes people to lose ambition and quit trying. However, if individuals understand the distinction between defeat and failure, they would persist and find success. Failure breaks the grip of hypnotic rhythm, allowing for a fresh start. It reveals that even nature's law of hypnotic rhythm can be nullified by nature itself.

203- Nature does not reverse her natural laws or take away a person's freedom of thought through hypnotic rhythm. Instead, individuals relinquish their freedom by misusing this law. Failure is not intentional and often beyond one's control, but it becomes real when accepted as permanent. Failure is a state of mind and can be controlled until the individual neglects to do so.

204:205- Failure serves a purpose in breaking the grip of hypnotic rhythm by providing an opportunity to clear one's mind of fear and start anew in a different direction. It signifies that something is amiss with one's aims or plans and prompts a reevaluation and redirection. Accepting failure makes failure thoughts become entrenched through the law of hypnotic rhythm.

206- Hill emphasizes the presence of a natural law of eternal change in the universe. This law applies to all matter, energy, and thought. Change offers the opportunity for individuals to properly relate themselves to others, regardless of their mistakes or defeats.

207- Hill explains that hypnotic rhythm plays a crucial role in human relationships. One's character, whether positive or negative, is formed through the knitting together of thoughts and deeds by hypnotic rhythm. Business success depends on relating well to associates and others. Professional success relies on understanding people and establishing trust.

208- Hill explains how acquaintanceships between people can evolve into friendship or evolve into suspicion and rebellion based on how individuals relate to each other. The hypnotic rhythm picks up the dominant motives, aims, purposes, and feelings of the minds involved and weaves

them into faith, fear, love, or hatred. These patterns become permanent and shape human relationships. Evil motives and deeds consolidate into character, as do the motives and deeds of good. Human relationships are not solely determined by actions but also by thoughts.

209- Hill emphasizes that while no one can change the law of hypnotic rhythm itself, everyone has the ability to change themselves and relate to the law in a way that benefits them. Hill introduces the concept of the subconscious mind as a hypothetical organ representing the mind's universal energy or Infinite Intelligence.

210- Hill explains that the individual's mind is composed of universal energy or Infinite Intelligence, which is received and organized into thought forms through the brain. Thoughts mixed with strong emotions hold a dominant position in the brain and can override reasoning. Emotional outbursts can disrupt harmony in human relationships.

211- Understanding how the mind operates and the principles of human relationships is crucial to avoiding negative outcomes and achieving true happiness.

212- A proper relationship is defined as one that brings benefit to all those connected or affected by it.

213- Improper relationships cause harm and unhappiness. To fix them, either the mindset of the person causing harm should change, or the individuals in the relationship should be changed. Successful relationships are based on natural harmony between minds, not just shared interests. Recognizing and connecting with like-minded individuals is essential for choosing the right people in life. Adversity has benefits, like reducing vanity and selfishness and promoting cooperation for success.

214- Adversity tests and strengthens individuals mentally, physically, and spiritually, helping them overcome weaknesses. It promotes introspection and the discovery of the sixth sense, connecting with Infinite Intelligence. Adversity urges the pursuit of knowledge beyond oneself, breaking negative thought patterns and harnessing hypnotic rhythm for positive results. The greatest benefit is aligning with one's life purpose through changed thinking and overcoming failure. Adversity highlights the importance of spiritual forces and the power of thought. Some only tap into their full potential in times of physical limitations.

215- The loss of material things, such as money, can provide valuable lessons. It reminds individuals that they have control over nothing and that the only permanent resource they possess is their power of thought. Adversity often serves as a catalyst for this transformation. While adversity may initially weaken one's self-reliance and hope, those with strong willpower can overcome these challenges and find new avenues for success.

216- Adversity affects individuals differently based on their drifting habits. Drifters are weakened by adversity, losing hope and self-reliance. Non-drifters, however, react positively, facing challenges and emerging victorious. Adversity is inevitable, but positive thoughts can conquer it

and bring benefits. The choice to use this power lies with each person. The law of hypnotic rhythm influences the mind's use but not its chosen direction.

217- The Devil clarifies that not every adversity is a blessing, but rather, there is a seed of equivalent advantage in every adversity. This seed represents some form of knowledge, idea, plan, or opportunity that becomes available through the change of thought habits forced by adversity. The law of hypnotic rhythm or the law of compensation balances negative and positive forces in the universe, energy, matter, and human relationships.

218- The law of hypnotic rhythm operates at different speeds. Its effects may not be immediate, and they can impact others even after an individual's death. The law is observed in how the sins and virtues of previous generations affect future generations. Time, as the fourth dimension, is crucial in nature's laws. The time required for effects to appear depends on the circumstances.

220- The principle of environmental influence is discussed as the next determining factor in human destinies. The environment encompasses the mental, spiritual, and physical forces that impact and shape individuals. It is emphasized that environmental influences stimulate and solidify thought habits, which are then made permanent by hypnotic rhythm. The most crucial aspect of one's environment is the association with others. Close association with individuals who possess negative thought habits can influence an individual to form negative thought habits themselves.

221- It is advised to choose carefully intimate associates whose dominant thoughts are positive, friendly, and harmonious including one's partner in marriage and occupation,

222- The author discusses the influence of one's marriage partner on their mind. Marriage brings individuals under powerful spiritual forces that dominate their minds. By consciously changing the influences in one's environment to be positive or negative, the law of hypnotic rhythm solidifies them, unless they are altered by one's thought habits.

223- Page 223 explores the control of environmental influences and the distinction between drifters and non-drifters. Non-drifters, with a clear purpose, can choose their environment, while drifters are influenced by negative surroundings. However, drifters can escape by embracing a definite purpose and selecting a positive-thinking environment. Forming a Master Mind alliance with like-minded individuals is crucial for establishing a supportive environment where knowledge and experiences are shared.

224- It emphasizes the importance of controlling one's environment for success. Successful leaders understand the value of a supportive environment aligned with their purpose. They seek cooperation from others who contribute to their goals. Controlling the environment and avoiding negativity is crucial for achieving outstanding results. The book suggests that individuals have the right to remove negative influences, even if they involve relatives. This philosophy prioritizes self-preservation and the empowerment that comes with positive thought habits.

225- Page 225 explores thought habits and their connection to desires and motives. Habits are formed through desires, which are organized impulses known as thoughts. When thoughts are combined with emotions, they influence the brain cells and are governed by the law of hypnotic rhythm. This law manifests thoughts into physical results. Dominating thoughts are those mixed with strong desires and intense feelings. Thought habits are established through repeated thinking. The page also identifies the ten most common motives that drive thought and action, including the desire for sex expression and love.

226- The page discusses the ten most common motives that drive human thoughts and actions, including desires for food, self-expression, power, wealth, knowledge, and excellence. It also mentions the seven basic fears that dominate human endeavors. Negative desires arise from the frustration of positive desires and the failure to adapt harmoniously to nature's laws. When positive adaptation is neglected, negative thoughts fill the void, leading to negative emotions and behaviors.

227- Page 227 stresses the principle that everything is in constant motion, both physically and spiritually. The human brain can never be idle and is designed to receive and express thoughts, and when it's not engaged positively, negative thoughts fill the void. The importance of understanding environmental influences is highlighted, along with the role of the law of hypnotic rhythm, which keeps things moving through the expression of positive or negative principles.

228- The page highlights nature does not care about morals or right or wrong but instead focuses on compelling action according to inherent nature. Time and space are manifestations of motion beyond human measurement. Additionally, the page introduces the idea that every normal adult human brain has the potential to access infinite knowledge through direct communication with Infinite Intelligence, aligning with the concept of human evolution

229- The page discusses achieving perfection in communication with Infinite Intelligence through development and adaptation with nature's laws. It emphasizes the role of time in attaining this ability. The page also explores recurring cycles of events, attributing them to the law of hypnotic rhythm, which consolidates similar thoughts and expresses them through mass action. Examples such as the Great Depression and current economic turmoil illustrate how mass thought influenced by fear can have prolonged effects on the economy.

230- It states that time is the law of hypnotic rhythm itself, and the permanency of thought habits is influenced by the lapse of time. It suggests that time is constantly changing, rearranging, and recombining all things, including thoughts and their corresponding manifestations.

231- It explores the role of time in the formation of thought habits. It highlights how time divides thoughts into negative and positive categories. Shifting from negative to positive thoughts requires voluntary effort. Time penalizes negative thinking by solidifying negative habits while rewarding positive thinking by creating permanent habits. The term "permanency" refers to the

natural lifespan of an individual, acknowledging that nothing is truly permanent. Time is also described as nature's influence that allows human experience to mature into wisdom.

232- Wisdom is not inherent but is developed through the capacity to think and the passage of time. By analyzing life experiences and cultivating positive thought habits, individuals can attain wisdom. Youth possess only elementary wisdom, while profound wisdom comes with the lapse of time. Wisdom cannot be inherited or directly taught; it is a personal journey. Those who maintain positive thought habits become friends with time, while drifters and those with negative thoughts never acquire substantial wisdom.

233- People can be categorized as either drifters or non-drifters. Drifters, lacking a definite aim or purpose in life, become subject to the control of non-drifters over time. Wisdom is the ability to align oneself with the laws of nature for personal benefit and to establish harmonious relationships with others, gaining their cooperation in achieving desired outcomes.

234- Accumulated knowledge is not equivalent to wisdom. To convert knowledge into wisdom, one needs both time and the desire for wisdom, as wisdom is not imposed but acquired through positive thinking and voluntary effort. Extensive knowledge without wisdom can be unsafe for anyone. Adversity and failure are often the circumstances that lead individuals to acquire wisdom, but it is only those who are prepared and actively seeking wisdom who benefit from such experiences.

235- One's readiness to receive wisdom is determined by both time and the nature of their thought habits. Time-tested knowledge is considered superior to newly acquired knowledge as it gains definiteness, quality, quantity, and dependability through the passage of time. Dependable knowledge aligns with natural law and is based on positive thought. In the realm of thought, there is a proper timing for sowing and reaping, and without the right measurement of time, nature may modify or withhold the rewards of one's efforts.

236- The sixth principle is harmony, governing the orderly movement of natural laws. Nature ensures everything in an environment harmonizes with each other. Recognizing this principle reveals the influence of the environment and the negative impact of associating with negative minds. The law of hypnotic rhythm enforces the environment's dominant influences on all living beings. To escape poverty and failure, individuals must change their environment or remain trapped. However, everyone has the privilege of establishing their own mental, spiritual, and physical environment, becoming part of it under the law of harmony.

237- Definiteness of purpose serves as the starting point for individuals to create their own environment. Although the world may appear chaotic and lacking harmony, the negative influences dominating society are what nature is compelling individuals to harmonize with.

238- Harmony operates in both positive and negative environments, aligning individuals with the dominating influences around them. Nature connects everything, bringing negative and positive influences together. Successful business leaders grasp the significance of harmony and choose

like-minded associates for success. Their definiteness of purpose sets them apart from those lacking direction.

239- The principle of caution is crucial, second only to avoiding drifting. Drifters neglect caution in their decisions and actions, leading to negative consequences in various aspects of life. Lack of planning, unwise choices, and ignorance of important knowledge result in cheating, illness, poverty, and failure. Caution is also vital in maintaining healthy relationships. By being mindful and cautious in their choices and actions, individuals can avoid the pitfalls associated with aimless drifting.

240- The lack of caution is identified as one of the most dangerous human traits, second only to the habit of drifting. However, not all people lack caution. Non-drifters understand the importance of caution and use it in their actions and decisions. They carefully plan their endeavors, consider the weaknesses of their associates, and make provisions to ensure success. Caution is not synonymous with fear, and there is no such thing as over-caution. In fact, the lack of caution poses greater risks than being overly cautious. The selection of associates and the way one relates to them are areas where caution can be used most advantageously.

241:242- The choice of associates is crucial for success and happiness. It is sensible, not selfish, to exercise caution in selecting associates. Successful individuals carefully choose associates who bring positive influences and benefits. Drifters allow others to attach themselves without considering the benefits, while non-drifters prioritize selecting beneficial associates. The exercise of caution in choosing associates is vital for success in any endeavor.

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3. Organizing Causes of Failure and Success
4. Lack of Principles of Individual Achievement in Education

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2. Lack of Suitable Philosophies
3. Opportunity Presented by Andrew Carnegie
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5. Interviews with Influential Figures
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4. Importance of Interviewing Successes and Failures
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4. Overcoming Negative Mindsets and Self-Doubt
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Page 129 Summary:

The Devil acknowledges that flattery particularly appeals to sex and the desire for self-expression, was used as a bribe to influence individuals and make them neglect their life purpose. However, the narrator claims to have broken free from the Devil's grip and asks what caused this change. The Devil reveals that the narrator's deep love for a woman played a significant role in releasing him from the habit of drifting.

Page 129 Topics:

1. Flattery as a bribe
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