

Think and Grow Rich – 6 Steps to Accomplish Your Desire is a 1937 book written by Napoleon Hill. It's a self-improvement and personal development book inspired by the philosophies of Andrew Carnegie for those who want to pursue their goals and become wealthy through action.

A 3 Minute Summary of the 15 Core Lessons

#1 Develop Desire

Hill's number one focus for anyone who reads this book is the development of their desire. In order to become rich, you must have a strong burning desire that can carry you through all the obstacles to your goal and help motivate you as things become difficult. However, you need to foster desire along very specific steps. These six steps now follow.

#2 Have a Monetary Goal in Mind

One of the best ways to solidify your desire and motivate yourself to keep going when the going gets tough is to have an exact amount of money on your mind. Don't settle for just becoming rich; have a precise monetary goal solidified before you start your endeavors. This ending point should be high but achievable and make it as definite and exact as you can. Even go down to the cent if you like.

#3 Determine Your Skills/Services

Naturally, you also need to determine what you are going to give in return for these riches. No one becomes rich by doing nothing. You'll need to look at your skills and talents and figure out what you can best leverage in order to become rich and meet your monetary goal. Like with the monetary goal be specific in what you plan to do to acquire that cash.

#4 Pick a Date

Hill also advises that you pick a date, by which point you should have the monetary goal you set at the beginning of these steps. This is the endgame, and it helps you motivate yourself and pushes you through down periods in your process. It'll also light a fire beneath you if you are currently on track to acquire your monetary goal on time before your deadline.

#5 Make a Plan

Next, you should focus on preparing a plan that will lead you to your riches and success. This plan needs to be extremely detailed so you can follow a step-by-step process and acquire your monetary goal on time. As soon as your plan is solidified, you should begin implementing it immediately. Time not spent on the plan is time not spent reaching your goals.

#6 Write it All Down

Everything that you've just thought of should be written down in a clear statement. Not only does this serve as an effective record for you to keep track of your goals and plan if it's overly complicated, but it can also act as a checklist with which you can cross out

your goals as you meet them. Nothing is more motivating than seeing the progress you've made so far.

#7 Read it Out Loud!

Hill also proposes that you should read your written statement out loud twice per day. The preferable times for this reading are first thing in the morning and just before you go to sleep at night. In other words, your plan and goals will be the first and last things on your mind and will help you dream of better ways to reach your money.

#8 Lack of Self Confidence is Your Greatest Weakness

Hill says that the greatest weakness one can have is a lack of self-confidence. Anyone who plans to become rich needs to have plenty of self-confidence to spare, as this can turn into courage and motivation for your plans. If you don't already have self-confidence, there are ways to get it.

#9 Auto-Suggestions

Hill goes over the concept of an auto-suggestion, which is the planting of an idea or a thought in your subconscious mind. Auto-suggestion is best thought of as an automated program running in the background of your mind that can work with your emotions and desire and help you make smart choices and proceed toward your goals without even having to think about it.

#10 Failure is Not the End

All successful people reach failure at some point in their lives. The difference between the truly successful and actual failures is that those who stumble stop reaching for their goals. This book goes over how important it is for you to plan for your failures and accept temporary defeat without losing sight of the bigger picture. You must learn to get back up again after each loss.

#11 The Mastermind Group

Hill strongly advocates that you surround yourself with lots of smart people who can give you good advice and who will provide you with assistance. These people should also be go-getters or self-motivated, as unmotivated people can drag you down.

#12 Decisiveness is Best

Whenever you have to make a decision, it's always best to be decisive rather than labor over multiple options over and over. Determine your own opinions and follow those, unless someone in your mastermind group counteracts your opinion with well-thought-out advice. All leaders must learn to be decisive, so it does you good to get rid of indecisive habits.

#13 Maintain Persistence

Another key theme of this book is that of persistence. You must refuse to quit no matter what your goals, monetary or career-wise. Persistence is a state of mind, and it comes from knowing what you want, cultivating a strong desire, developing a plan, and following through on that plan each day.

#14 The Subconscious Rules, and It's Ruled by Emotions

Hill points out that many of our decisions are made by our subconscious, which is also the location of our motivation. Since the subconscious is ruled by emotion, you need to tie your emotions to your goals and connect them to your auto-suggestions. The subconscious mind does not pay attention to logic.

#15 Create Auto-Suggestions

You can create auto-suggestions by speaking your goals out loud and demanding action from yourself over and over. Tie your goals and actions your emotions and eventually, your subconscious will incorporate your speech and desires into itself.

Top 10 Quotes from Think and Grow Rich

1. "The starting point of all achievement is DESIRE. Keep this constantly in mind. Weak desire brings weak results, just as a small fire makes a small amount of heat."
2. "When defeat comes, accept it as a signal that your plans are not sound, rebuild those plans, and set sail once more toward your coveted goal."
3. "Set your mind on a definite goal and observe how quickly the world stands aside to let you pass."
4. "The way of success is the way of continuous pursuit of knowledge."
5. "A quitter never wins-and-a winner never quits."
6. "Happiness is found in doing, not merely possessing."
7. "Every adversity, every failure, every heartbreak, carries with it the seed of an equal or greater benefit."
8. "More gold had been mined from the mind of men than the earth itself."
9. "We refuse to believe that which we don't understand."
10. "Put your foot upon the neck of the fear of criticism by reaching a decision not to worry about what other people think, do, or say."