



[羊皮卷]

The most beautiful English

最美好的英文

财富只有为人的幸福服务时，它才算是真正的财富。人们用智慧和辛勤的工作创造财富的时代已经到来。

财富就在你脚下

You Are Over the Wealth

励志名篇·双语阅读

[美]拉塞尔·康维尔等 著 于智 编译

北方文艺出版社



[羊皮卷]

The most beautiful English

最美丽的英文

财富就在你脚下

You Are Over the Wealth

励志名篇·双语阅读

[美]拉塞尔·康维尔等 著 于智 编译

北方文艺出版社

图书在版编目(CIP)数据

最美丽的英文——财富就在你脚下/(美)拉塞尔·康维尔等著;于智编译. —哈尔滨:北方文艺出版社,2007.6

(励志名篇·双语阅读)

ISBN 978-7-5317-2167-3

I. ①最… ②财… II. ①拉… ②于… III. ①英语—汉语—对照读物 ②成功心理学—通俗读物 IV. H319.4: B

中国版本图书馆 CIP 数据核字(2007)第 072996 号

最美丽的英文——财富就在你脚下

作者/[美]拉塞尔·康维尔等

编译/于智

责任编辑/王金秋

封面设计/董文莹

出版发行/北方文艺出版社

地址/哈尔滨市道外区大方里小区 105 号楼

网址/<http://www.bfwy.com>

邮编/150020

电子信箱/bfwy@bfwy.com

经销/全国新华书店

印刷/黑龙江新华印刷厂

开本/787×1092 1/16

印张/70

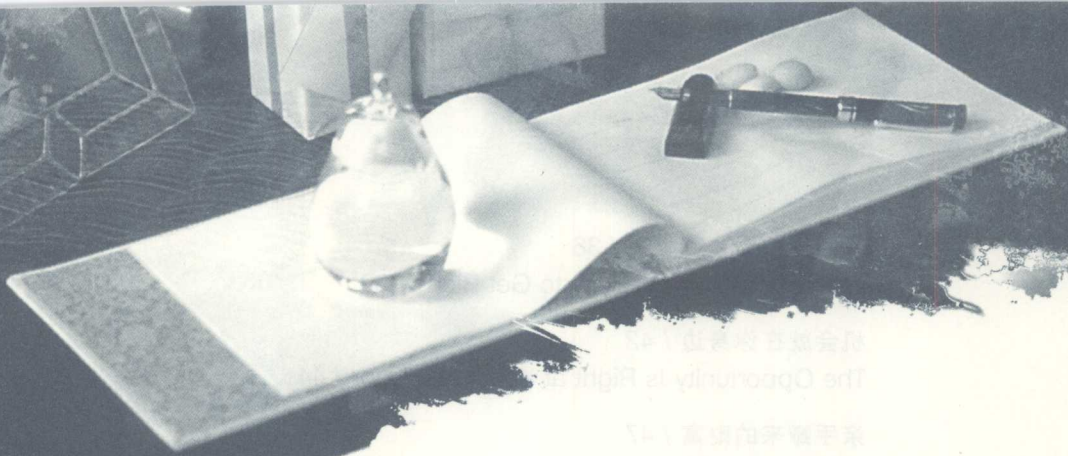
字数/980 千字

版次/2007 年 7 月第 1 版 第 1 次印刷

定价/114.00 元(五册)

书号/ISBN 978-7-5317-2167-3

(如发现本书有印刷质量问题,印刷厂负责调换)



目录 contents



钻石宝地 [美]拉塞尔·康维尔
Acres of Diamonds / By Russell H. Conwell

一个悲惨的故事 / 3

A Sad Story / 6

最大的钻石矿 / 9

The Most Magnificent Diamond-Mine / 11

财富就在你脚下 / 13

You Are Over the Wealth / 15

身边的财富 / 18

Push the Wealth Away / 20

人人都会犯的错误 / 23


A Universally Mistake / 25

贫穷是错误的 / 27

It's All Wrong to Be Poor / 29

对金钱的贪恋是万恶之源 / 31

The Love of Money Is the Root of All Evil / 33



发财的机会在哪里? / 36

Where's the Opportunity to Get Rich? / 39

机会就在你身边 / 42

The Opportunity Is Right at Your Own Door / 44

亲手赚来的财富 / 47

Earn the Wealth Yourself / 50

要常识,不要铜币 / 53

Common Sense, Not Copper Cents / 55

致富的奥秘 / 57

The Secret of Success / 59

创造财富的方法 / 61

Knowledge of a Fortune / 63

财富与你近在咫尺 / 65

Your Wealth Is Too Near to You / 68



把信送给加西亚 [美]阿尔伯特·哈伯德

A Message to Garcia / By Elbert Hubbard

作者的序言 / 73

Foreword / 75

把信送给加西亚 / 78

A Message to Garcia / 82



如何将欲望转化为现实 [美]布朗·兰登

How to Turn Your Desires and Ideals into Reality / By Brown Landone

什么样的愿望才能转化为现实 / 89

What Desires Can You Make Come True? / 92



你是否能够凭借自身的力量将欲望转化为现实? / 94

Can You, Yourself, Make Your Ideals Become Realities / 96

只有这样做才能够使欲望成真 / 98

To Attain Your Desires, All These Things Must Be Used / 101

为你的目标点燃欲望之火 / 103

Firing the Heart-Desire of Your Ideal / 105



社会是一所大学 [美]乔治·洛里默

More Letters from a Self-Made Merchant to His Son / By George H. Lorimer

公司管理无小事 / 109

My Experiences of Business / 111

当年轻人受到提拔时 / 113

When a Young Fellow Steps Up into a Big Position ... / 115

不要轻易借钱给他人 / 117

Money Can Not Be Had for the Asking / 119

做事要当机立断 / 121

The Importance of Deciding Promptly / 123

世上只有两种人 / 125

There Are Two Kinds of Figures / 127

婚姻就像封闭公司 / 129

Marriage Is a Close Corporation / 131





用事实说话 / 133

Never Ask a Man What He Knows But What He Can Do / 135

最重要的职责 / 137

The Most Important Duties of Your Job / 139

让身边的员工成为精英 / 141

You Get an Office Full of Crackerjacks / 143

正确的管理方法促使你走向成功 / 145

You Can't Do the Biggest Things Unless You Can Handle Men / 147



对年轻人的忠告 [美]亨利·沃德·比彻

Lectures to Young Men / By Henry Ward Beecher

不同程度的懒惰者 / 151

There Are Many Grades of Idleness / 154

勤奋可以使人获得幸福 / 157

A Hearty Industry Promotes Happiness / 159

真正的不幸 / 161

Adversity / 163

获得好运的秘密 / 165

The Secret of Good Luck / 167

勤能补拙 / 169

Industry Is a Substitute for Genius / 171



我的生活与工作 [美]亨利·福特

My Life and Work / By Henry Ford

真正的理念 / 175

Good Ideas / 177

- 坚持探索 / 179
Keep Right on Searching / 181
- 服务准则 / 184
The Principles of Service / 186
- 年少时所经历的“大事” / 188
The Biggest Event of Those Early Years / 191
- 永不言弃 / 194
I Did Not Give Up the Idea / 196
- 我从商业中所看到的東西 / 198
What I Learned About Business / 200
- 最重要的事 / 202
The Most Important Thing / 204
- 生活不是一场战斗 / 206
Life Is Not a Battle / 208
- 竞争 / 210
Competition / 213





钻石宝地

Acres of Diamonds

拉

塞尔·康维尔(1843—1925),美国著名律师、作家、演讲大师。他曾是一位德高望重的牧师,后来成为一名备受欢迎的演讲者,并因其渊博的知识、独到的见解及富于爱心的行动而名振一方。《钻石宝地》是根据他在家乡费城的一次著名讲演整理而成。自问世以来,一直畅销不衰。其中所倡导的关于自我与梦想的观点影响了无数的读者,帮助许多寻梦的美国人实现自己的愿望。

《钻石宝地》是一幕追求“生活在别处”的悲剧。一个原本安乐富足的农场主因为一个奇异的故事而变卖了自己所有的家业,背井离乡,渴望找到传说中的钻石宝地。他一路辗转迁徙,跋山涉水,几年过去了,他依然一无所获。有一天,已弹尽粮绝、精疲力竭的农场主绝望地来到海边,不幸被突然卷起的巨浪冲走,再也没有起来。几年后,购买他农场的人却在农场的溪流中发现了钻石。后来,这块土地成了世界上最大的钻石矿藏……

是的,不要总以为别人比自己强,不要总以为美好的生活离自己很遥远。其实,只要你善于关注自我,关注你周围的一切,你会发现,你自己就是一座从未被开启的宝藏。挖掘自己的潜力,你或许就能寻找到一片属于自己的天空;关注周围的一切,或许就会发现致富的契机。可事实上,人们总是舍近求远,而忽略了自己貌似最平常但又是最重要的东西。要知道,你所拥有的、离你最近的,才是最宝贵的。



一个悲惨的故事

贪婪,野心,欲望尽管没有被列为疾病,但都是
疯狂病症之一。

——斯宾诺莎

许多年以前,我和一群英国旅游者沿底格里斯河和幼发拉底河旅行,我们的向导是一位在巴格达雇佣的阿拉伯老人。我常常觉得,他的某种气质与我们的理发师很相似。他认为,他的职责不仅仅是带领我们沿河而行,做他所得的费用分内的事,而且还应该给我们讲许多故事——古怪的或神秘的、古老的或现代的、陌生的或熟悉的故事。他讲的许多故事我都忘记了,对此我并不遗憾,但是,有一个故事,我却永远不会忘记。

当时,老向导一边牵着我的骆驼缰绳走在古老的河岸上,一边给我讲着一个又一个的故事,直到我感到厌倦,再也听不下去了。我不听的时候,他就发脾气,但是我从来没有生他的气。我记得,他摘下那顶土耳其式的帽子,把它转成一个圆圈,以吸引我的注意力。我从眼角瞥了一下,但我决心不直视他,以免他再讲一个故事。可是尽管我不是一个像女人一样好奇的人,我最后还是看了看他;一见我看他,他就立刻开始讲一个新的故事。

他说:“现在我要给你讲一个故事,我总是把它留给我的特殊的朋友。”当他加重语气说“特殊的朋友”这几个字时,我决定用心倾听,我一直都很高兴我那样做了。老向导说,古时候,有一个叫阿里·哈菲德的波斯人,住在离印度河不远的地方。哈菲德有一个很大的农场,还拥有果

园、田地和花园；他还放贷收取利息；他是个非常富足的人。他因富裕而知足，也因知足而富裕。

有一天，一位僧侣拜访了这个波斯农场主，僧侣是一位来自东方的智者。他在炉火边坐下后，便给农场主讲述我们的世界是怎样形成的。他说，这个世界最初只是一团雾，万能的神将一个手指插进这团雾里，开始慢慢搅动，并越搅越快，直到最后把这团雾搅成一个结实的火球。然后，火球在宇宙中滚动，燃烧着滚过其他的一团团雾，火球四周的水气逐渐凝结起来，直到变成滂沱大雨，降落在高温的表面，使外层的壳冷却。后来，里面的燃烧的火焰冲破了外壳，耸起了山脉、丘陵，形成了山谷、草原，这才有了我们这个美妙的世界。熔解的物质从火球里喷出来，迅速冷却的就变成了花岗岩；随后冷却而成的是铜，然后是银，接下来是金，金之后，钻石就形成了。

僧侣说：“一颗钻石就是一粒凝固的阳光。”现在，从科学的角度来看，这种说法也是正确的，因为钻石实际上正是来自太阳的碳沉积而成的。僧侣告诉哈菲德，如果他有拇指大的一颗钻石，他就能买下这个小镇；如果他有一个钻石矿，他就能凭巨大的财力让他的孩子们登上王位。

听了钻石的故事，知道它们的价值之后，哈菲德当晚睡觉的时候，感觉自己已经是个穷人了。他并没有丢失任何东西，但却因为感到不满足





而觉得自己贫穷了,也因为对贫穷的恐惧而变得不满。他对自己说,“我想要一个钻石矿”,并为此而失眠了。

第二天清早,哈菲德就去找僧侣。他将僧侣从梦乡中摇醒,对他说:“请你告诉我在哪里能找到钻石?”

“钻石!你要钻石干什么?”

“哦,当然是想非常富有。”

“那么,好吧,去找钻石吧。你所要做的就是:去找它们,然后你就会拥有它们。”

“但是我不知道到哪里去找。”

“嗯,如果你找到了一条河,河水从白色的沙上流过,两边是高山,那么你就能在这些白沙里找到钻石。”

“我不相信有这样一条河。”

“有的,这样的河很多。你该做的就是,去寻找它们,然后你就会拥有它们。”

哈菲德说:“我会去的。”

于是他卖掉了农场,收回了贷款,并将家人托给一个邻居照顾,然后就上路去寻找钻石了。我想,他肯定是从月亮山开始寻找的。之后,他又来到巴勒斯坦,接着辗转进入欧洲,最后,他身无分文,衣衫褴褛,穷困潦倒,一贫如洗。一天,当他站在西班牙巴塞罗纳海湾的岸边,一个巨浪从两侧的峭壁间向他打来时,这个历经艰辛、奄奄一息的可怜人,抵抗不住一种可怕的冲动,纵身跳进了迎面而来的潮水中,沉入白沫翻滚的浪涛下,再也没有浮上来。

感悟...

珍惜此刻所拥有的,就等于在积累财富。然而,人的欲望是一种可怕的东西,它可以为人们成就一番伟业,也可以使人变得癫狂。当然,人若没有欲望就没有前进的动力,我们所要强调的是:欲望与贪婪和野心不同,若将这三者混淆在一起,必定祸患无穷。

A Sad Story



● 导读词

Travelers — Arab guide — Entertain — Weary — Turkish cap — Particular friends — Persian — Contented — Wealthy — Buddhist priests — Fog — Almighty — Molten mass — Carbon — Thrones — Poor man — Discontented — Shook — Diamonds — White sands — Sold — Mountains of the Moon — The pillars of Hercules — Cast — Sank

When going down the Tigris and Euphrates rivers many years ago with a party of English travelers I found myself under the direction of an old Arab guide whom we hired up at Bagdad, and I have often thought how that guide resembled our barbers in certain mental characteristics. He thought that it was not only his duty to guide us down those rivers, and do what he was paid for doing, but also to entertain us with stories curious and weird, ancient and modern, strange and familiar. Many of them I have forgotten, and I am glad I have, but there is one I shall never forget.

The old guide was leading my camel by its halter along the banks of those ancient rivers, and he told me story after story until I grew weary of his story-telling and ceased to listen. I have never been irritated with that guide when he lost his temper as I ceased listening. But I remember that he took off his Turkish cap and swung it in a circle to get my attention. I could see it through the corner of my eye, but I determined not to look straight at him for fear he would tell another story. But although I am not a woman, I did finally look, and as soon as I did he went right into another story.



Said he, "I will tell you a story now which I reserve for my particular friends." When he emphasized the words "particular friends," I listened, and I have ever been glad I did. The old guide told me that there once lived not far from the River Indus an ancient Persian by the name of Ali Hafed. He said that Ali Hafed owned a very large farm, that he had orchards, grain-fields, and gardens; that he had money at interest, and was a wealthy and contented man. He was contented because he was wealthy, and wealthy because he was contented.

One day there visited that old Persian farmer one of these ancient Buddhist priests, one of the wise men of the East. He sat down by the fire and told the old farmer how this world of ours was made. He said that this world was once a mere bank of fog, and that the Almighty thrust His finger into this bank of fog, and began slowly to move His finger around, increasing the speed until at last He whirled this bank of fog into a solid ball of fire. Then it went rolling through the universe, burning its way through other banks of fog, and condensed the **moisture**¹ without, until it fell in floods of rain upon its hot surface, and cooled the outward crust. Then the internal fires bursting outward through the crust threw up the mountains and hills, the valleys, the plains and prairies of this wonderful world of ours. If this internal **molten**² mass came bursting out and cooled very quickly it became granite; less quickly copper, less quickly silver, less quickly gold, and, after gold, diamonds were made.

Said the old priest, "A diamond is a **congealed**³ drop of sunlight." Now that is literally scientifically true, that a diamond is an actual deposit of carbon from the sun. The old priest told Ali Hafed that if he had one diamond the size of his thumb he could purchase the county, and if he had a mine of diamonds he could place his children upon thrones through the influence of their great wealth.

Ali Hafed heard all about diamonds, how much they were worth, and went to his bed that night a poor man. He had not lost anything, but he was poor because he was discontented, and discontented because he feared he was poor. He said, "I want a mine of diamonds," and he lay awake all night.

Early in the morning he sought out the priest. When he shook that old priest out of his dreams, Ali Hafed said to him:

“Will you tell me where I can find diamonds?”

“Diamonds! What do you want with diamonds?”

“Why, I wish to be immensely rich.”

“Well, then, go along and find them. That is all you have to do: go and find them, and then you have them.”

“But I don't know where to go.”

“Well, if you will find a river that runs through white sands, between high mountains, in those white sands you will always find diamonds.”

“I don't believe there is any such river.”

“Oh yes, there are plenty of them. All you have to do is to go and find them, and then you have them.”

Said Ali Hafed, “I will go.”

So he sold his farm, collected his money, left his family in charge of a neighbor, and away he went in search of diamonds. He began his search, very properly to my mind, at the Mountains of the Moon. Afterward he came around into Palestine, then wandered on into Europe, and at last when his money was all spent and he was in rags, wretchedness, and poverty, he stood on the shore of that bay at Barcelona, in Spain, when a great **tidal**⁴ wave came rolling in between the pillars of Hercules, and the poor, afflicted, suffering, dying man could not resist the awful temptation to cast himself into that incoming tide, and he sank beneath its foaming crest, never to rise in this life again.



热词空间

1. moisture ['mɔɪstʃə] *n.* 潮湿, 湿气
2. molten ['mɒltən] *adj.* 熔化的, 熔解的
3. congeal [kən'dʒi:ɪl] *vt.* (使)凝结
4. tidal ['taɪdl] *adj.* 潮汐的



最大的钻石矿

在所有的不幸中,最不幸的就是曾经幸福过。

——波伊提乌

讲完了这个极其悲惨的故事后,老向导停下了脚步,回身去扶另一匹骆驼身上滑下来的行李。趁他走开的工夫,我回味着这个故事,并问自己:“他为什么要把这样一个故事留给‘特殊的朋友’呢?”这个故事听起来没头没尾,也没有中间情节,什么也没有。那是我生平第一次听到这样的故事——在故事的第一部分主角就死了。

向导回来后,拿起了我那匹骆驼的缰绳,然后立即开始讲故事的第二部分,仿佛根本没停顿过一样。

有一天,买了哈菲德农场的那个人,牵着他的骆驼到花园里饮水。当骆驼将鼻子伸到花园小溪的浅水里的时候,这位买主发现在小溪底部的白沙中,一道奇异的光芒在闪烁。他用手翻开白沙,挖出了一块熠熠生辉、闪耀着彩虹般光泽的石头。他把这块石头拿进屋,放在中央壁炉架上,随后就把它忘在脑后了。

几天后,那位僧侣来拜访哈菲德的这位买主。一打开客厅的门,他就看到了壁炉架上的那道闪光;他冲过去,喊道:“这是钻石!阿里·哈菲德回来了吗?”

“不,阿里·哈菲德没有回来,那也不是钻石,只不过是块石头,就在我们家的花园里找到的。”

“但是,”僧侣说,“我告诉你,只要看到钻石,我就能认出来。我可以