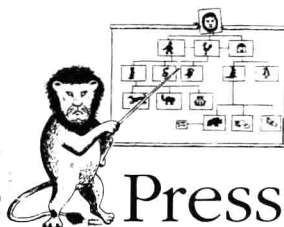


WEALTH 101

Getting What You Want—
Enjoying What You've Got

by

John-Roger & Peter McWilliams



Prelude Press

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Los Angeles, California 90046

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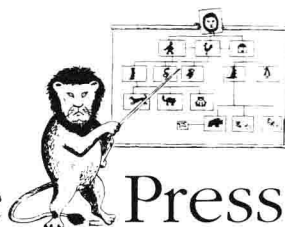
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PRELUDE

When Swami Muktananda first visited the United States, he deplaned (as flight attendants are fond of saying) and walked directly into a large, modern terminal.

He stood for a while, looking around the enormous airport—so different from India, he might have been on another planet.

He saw a vast assortment of food, drinks, magazines and newspapers; padded, upholstered furniture was everywhere; the rest rooms cost nothing, and had hot and cold running water; everyone was properly dressed; the airport was clean, well-lit, and the whole place—the size of most *villages* in his homeland—was not only air-conditioned but *carpeted*.

Even so, he saw the passengers rushing by, hurrying to their planes, seemingly not appreciating any of it.

“They live in paradise,” he observed, “I wonder if they’ll ever know.”

*The last thing
we decide in writing a book
is what to put first.*

BLAISE PASCAL

*Readers are of two sorts:
one who carefully
goes through a book,
and the other who as carefully
lets the book go through him.*

DOUGLAS JERROLD

*Seek wealth,
it's good.*

IVAN BOESKY

CONTENTS

PRELUDE	i
INTRODUCTION	3

PART ONE

WEALTH	9
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Wealth Is Health	11
Wealth Is Happiness	15
Wealth Is Abundance	19
Wealth Is Prosperity	23
Wealth Is Riches	27
Wealth Is Loving	31
Wealth Is Caring	35
Wealth Is Sharing	37
Wealth Is Learning	39
Wealth Is Knowing What You Want	41
Wealth Is Opportunity	43
Wealth Is Enjoying	47
Wealth Is Balance	49

PART TWO

MONEY	53
--------------------	-----------

What Is Money?	55
Point/Counterpoint: How Important Is Money?	57
So Which Is True?	69

PART THREE

ENJOYING WHAT YOU'VE GOT.....71

What Is Enjoyment?	73
Why It's Amazing We Ever Enjoy Anything.....	77
Anxiety and Depression	97
The Original Sin	103
The Myth of the Ideal.....	111
The Two Primary Barriers to Enjoyment	117
Unworthiness	119
Ingratitude.....	125
Is It Hopeless?.....	131
The Blessings Already Are	139
The Present	147
Light, Highest Good.....	163
Create a Container to Receive	173
Worthy to Be Wealthy	181
Appreciation	185
The Attitude of Gratitude	191
Rules as Tools.....	203
The Sanctuary.....	217
Using Your Sanctuary for Creating Wealth.....	225
Go Slow	233
Go Fast.....	247
Turn a Twist on It.....	249
Forgiveness.....	261
Agreements.....	267

What Are You <i>Doing</i> with Your Life?.....	271
What Is Your Purpose?	277
You Can Have Anything You Want, but You Can't Have Everything You Want.....	283
What Have You Accomplished?	287
<i>Obtaining</i> Is Easy; <i>Maintaining</i> Is Hard	293
What Do You Want?	297
How to Phrase a Goal	311
Commit to and Affirm Your Goal	315
And Let the Rest of the World Go By.....	317
The Remainder of This Section	321
Acceptance.....	323
Observation.....	325
Accept Death.....	327
Trust	331
What Would a Master Do?.....	335
That's Entertainment!.....	337
Don't Get Serious on Yourself	347
So What?	351
Enjoy the Climb.....	355
Co-operation.....	357
Faithing.....	361
Enthusiasm	365
Freedom Is Found in Discipline.....	367
Remember the Good.....	371
Love Yourself.....	375
Service	381

PART FOUR
GETTING MORE OF WHAT YOU WANT385

Are You Sure It's *Money* You Really Want?387

If You Want More Money.....391

Why It's Amazing We Ever Have Any Money393

Challenging the Limiting Beliefs about Money395

I've Been Poor and I've Been Rich and,
Believe Me, Rich Is Better409

A Metaphor for Money.....411

What Are You Worth?415

Winning and Losing vs. Grinning and Choosing421

Creation or Competition?429

The Comfort Zone435

We Don't Receive Because We Don't Ask.....441

Make Room for the New.....445

Plan It449

How Much Money Do You Want?451

Make a Treasure Map453

Don't Study Poverty.....455

Seeding and Tithing457

To Whom or What Do We Seed and Tithe?461

Seeding Step-by-Step.....465

Tithing.....475

Money Magnet.....479

Money Magnet Questionnaire.....485

Ten Essential Minutes a Day.....487

PART FIVE	
BALANCE	493
A Question of Balance.....	495
Getting What You Want vs. Enjoying What You've Got.....	499
Finding Your Balance Point	505
The Courage to Live a Balanced Life	509
 EPILOGUE	
Living in a Consciousness of Wealth	511
 FOR FURTHER STUDY	
Organizations Founded by John-Roger.....	514
 Index.....	519
About the Authors	531

WEALTH 101

**Getting What You Want—
Enjoying What You've Got**

*Many are called
but few get up.*

OLIVER HERFORD

1863–1935

INTRODUCTION

Welcome to *WEALTH 101*.

This is not your typical book about money.

First, we're going to suggest that you really don't need any more; that you can live your life fully and joyfully with what you already have; that after basic biological needs are met, enjoying life has very little to do with money; and that if you entirely let go of the pursuit of money for its own sake, you'll probably be a lot better off.

Then we'll tell you how to get more money.

Wealth is enjoying what we already have, not getting more of what we *think* will make us happy. We are wealthy when we have learned to live with ourselves, knowing that what we are and have is enough.

Ironically, when we are enjoying what we already have, getting more of what we want is easier—and, not surprisingly, more enjoyable.

When we're enjoying what we have, we are not lost in the myth—a monstrously popular myth, but a myth nonetheless—that things and people *outside ourselves* make us happy.

When we know it's our *appreciation* of what we have—not *what* we have—that brings enjoyment, it's easier to choose what we really want. When we pursue what we really want, we stand a much better chance of not only getting it, but of enjoying the pursuit.

"Before I had a lot of money, I was really quite happy," said Oprah Winfrey. "And, I will tell you this—you may not believe it—I never would have gotten the money if I wasn't happy to begin with. I never would have gotten it."

In other words—enjoy what you've got to get what you want.

Not that we're against money, you understand. We like money. In fact, we *love* money. Money is a powerful symbol of energy, and energy is a great thing. As such, money is a

*Annual income twenty pounds,
annual expenditure
nineteen nineteen six,
result happiness.*

*Annual income twenty pounds,
annual expenditure
twenty pounds ought and six,
result misery.*

CHARLES DICKENS
DAVID COPPERFIELD

tool. It can be misused—and it can be splendidly used, too. Money doesn't care.

There are specific techniques for getting more money. We'll tell you what we know. There are also techniques for getting other forms of energy—some more valuable than mere money. We'll suggest a good many of those techniques, too. And then we'll come full circle and discuss enjoying the fruits of your harvest.

For some, that enjoyment is felt as jubilation, happiness, ecstasy. For others, it's contentment, fulfillment, a quiet sense of satisfaction for a job well done. However you experience enjoyment—delight, serenity, or any combination—we like to think you'll find something in these pages to enhance that.

Then we come to the shortest—but perhaps the most crucial—section of the book, “Balance.”

Some people are too busy “earning a living” to live. Our advice to them? Slow down. At the very least, follow Bernard Barush's suggestion: “Always do one less thing than you think you can do.” Or, if we were in a more caustic mood, we might quote George Bernard Shaw: “To be clever enough to get a great deal of money, one must be stupid enough to want it.”

Other people are too poor to enjoy life. To these people we'd probably say, “Speed up!” Get going. Get enough wealth flowing through your life to follow your dream. And don't wait. Do it now. As Zero Mostel pointed out in Mel Brooks's *The Producers*, “He who hesitates is poor.”

So, should you slow down, or speed up? There are no “right” answers. Balance is a highly personal thing—dynamic, and requiring great skill, like crossing a tightrope, with a heavy wind, in a thunderstorm, during an earthquake. The balance point always seems to be moving, shifting, and appears as elusive as love.

But, like love, when found, the balance point can be just as rewarding.

So, welcome to wealth. Enjoy.