



Happy New Year!

I hope you had a wonderful holiday break and are ready to have a terrific 2010.

Over my holiday break, I spent time with family and friends, reviewed my accomplishments from 2009, and thought about what I would like to have and experience this year. I also thought about the theme for this year's newsletters. I've decided that each month this year I'll highlight a book that I've recently read and share with you some of my thoughts about it. This month's book is a success primer: [Think and Grow Rich](#) by Napoleon Hill.

Happy reading,

Karen

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## Thoughts on [Think and Grow Rich](#)

Napoleon Hill accepted a challenge by Andrew Carnegie to discover how a person can achieve riches by spending 20 years interviewing the richest people in the world and analyzing those interviews. Hill's book [Think and Grow Rich](#) is a synopsis of this work.

OK, I'll admit it. This book (the original version) can be a difficult read at times. It was written with colorful phrases and with the names of successful people from approximately the 1930's-1950's. As a result, many of the references are lost on me as is some of the language. BUT, I was still struck by the amount of wisdom this book holds as well as how many other authors (and "experts") have adapted the information and techniques Hill describes into their own work.

The most fundamental bit of information I took away from reading this book is something that I've seen in my coaching practice again and again. Regardless of what goals you choose to set and take action on, the first thing you must do is to have confidence in yourself that you can and WILL achieve your goal. If you do not have the self-confidence that you deserve to and can achieve your goal, you never will.

Hill doesn't just leave you hanging with their thought as many self-help books do. He devotes an entire chapter to helping you identify the fears that may be preventing you from having the confidence and belief you need to achieve greatness. He lists the six basic fears as (1) fear of poverty, (2) fear of criticism, (3) fear of ill health, (4) fear of loss of love of someone, (5) fear of old age, and (6) fear of death. For each of these fears, Hill discusses some typical symptoms to help you determine if each of them could be at the core of your indecision or inability to act to achieve your goals. He then goes on to list a series of questions to help you pinpoint the source of your fear and pessimism so you can change your thoughts. As the title of the book suggests, if you can think in an effective self-supportive and positive way, you can indeed grow rich.

If you'd like to reach Hill's work for yourself, the link below is to an updated version of his work. [Think and Grow Rich: The Landmark Bestseller--Now Revised and Updated for the 21st Century](#)

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### Don't Forget

Reserve your spot for this month's 30-minute Building Success conference call!

To Register: Call 817-988-8086 or click your preferred time below.

- [Monday, Jan 18 @ 12:30pm Central Time](#)
- [Monday, Jan 18 @ 6:30pm Central Time](#)