

“If you want to help the poor, demonstrate to them that they can become rich. Prove it by getting rich yourself. That is the best way you can help the poor.”



. . .this book gives in detail the principles of the science of getting rich, and if that is true, you do not need to read any other book upon the subject. . .

International Best-Seller

The Science of Getting Rich

**Timeless wisdom and a practical prosperity
program from the forgotten 1910 classic!**

By

Wallace Delois Wattles

Edited by & with a new introduction by
Rebecca Fine



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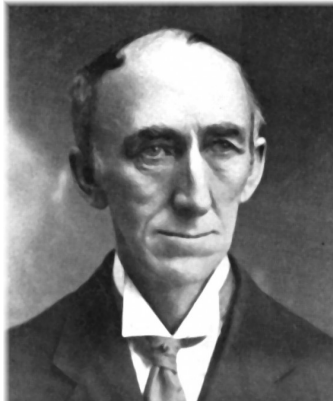


“ A candle never loses any of its light by lighting another candle.”
— *Mother Teresa*

DOUBT sees the obstacle, FAITH sees the way.
DOUBT sees the darkest night, FAITH sees the day.
DOUBT dreads to take a step, FAITH soar on high.
Doubt questions, ‘Who believes’? Faith answers, ‘Me’.”

— *Rich De Vos*

Wallace Delois Wattles



WALLACE DELOIS WATTLES (1860-1911) is best known for being the author of International Best-seller “The Science of Getting Rich”, one of the most influential prosperity classics of the modern era. Little is known about his early life, other than that he was born in the United States and that he initially experienced frustrating times of poverty and failure.

Wattles was determined to turn his life around. In his own words, “If you have not consciously made the decision to be rich, great, and healthy, then you have unconsciously made the decision to be poor, mediocre, and unhealthy.” Wattles chose greatness, as his daughter Florence relates, “He wrote almost constantly. It was then that he formed his mental picture. He saw himself as a successful writer, a personality of power, an advancing man, and he began to work toward the realization of this vision. He lived every page ... His life was truly the powerful life.” His work was influenced by Descartes, Emerson,

Wallace Delois Wattles

Hegel, Leibnitz, Schopenhauer, and Spinoza.

Through his tireless study and application of methods he wrote about in his trilogy (Wealth, health and success), Wallace transformed his own life into a highly prosperous, healthy, and excellent one.

Wattles died not long after the 1910 publication of “The Science of Getting Rich.” Only today are his books moving beyond the “lucky few” and enjoying a well deserved, wider distribution to the general public. His classic works are helping people all over the world to live a more prosperous, healthy, and excellent lives.

Introduction

I've been a business owner since 1983, and over the years had seen pretty good success — and one rather spectacular failure (but as Mr. Wattles tells us, we don't need to go there!).

I owned a well-regarded commercial typography and graphics firm in Manhattan, producing marketing materials for many Fortune 500 companies. I sold that and started a marketing consulting and copywriting firm on Cape Cod where I helped small business owners nationwide increase their sales many times over.

Then, for seven years I enjoyed teaching others how to start and operate their own full- or part-time home-based businesses and speaking to large groups of budding entrepreneurs around the US and, more recently, Canada.

In the spring of 1998, a man I'd never met sent me a book I'd never heard of, written long ago by a man who'd been dead nearly 90 years.

That little book changed my entire life. As I put into practice the principles you'll learn about in this book, the results were astonishing - and they began almost instantly and continue to this day.

When 'The Science of Getting Rich' (The Inspiration for the movie - *The Secret*) arrived that afternoon I immediately ripped open the package, sat down, and read it with an open mind - mostly because the title was just so intriguing. And even though I must admit I found some of the old-fashioned language and some of the ideas in the first part a bit confusing, there was something about it that compelled me to reread those little confusing bits two or three times until - I got it!

Once I did that, I couldn't stop reading until I'd read the

whole thing!

Right away I began to put into practice what the book outlines... and everything began to change. “Coincidences” happened - happy ones that led to connections with people ... that led to more connections ... that led to money beginning to flow toward me in increasingly larger amounts and through several channels, including new and unexpected ones.

And even though changing your habitual thinking is difficult and I’m still not as good at it as I intend to be, my businesses began to “click,” my income doubled , then tripled, and continues to rise ... my cramped city apartment gave way to a spacious waterfront house ... I’ve established rewarding new relationships with many generous, successful, wealthy people ... and opportunities to be, do, have, and give more continue to show up at my doorstep almost daily.

It’s amazing - and wonderful!

Until this book arrived, nothing I had ever read or heard before had explained to me so clearly that there are universal laws at work regarding wealth and success and that if we’ll just work with those laws - go with the tide instead of trying to swim against it (usually unknowingly) - the results we want will begin to come to us. That if we will scientifically reproduce the causes of wealth, we will invariably reproduce the results.

Now, right off the bat author Wallace D. Wattles says that instead of questioning how these principles work, you’ll need simply to accept them and begin to practice them. So I did that, even though as I read I did find myself resisting from time to time and thinking, “Well, I don’t know if I can agree with that”. But I’d already decided just to accept (at least temporarily) each premise as if I did thoroughly believe it.

By the time I finished the book I understood why he had included that warning. You see, some of what you’ll read will most likely challenge some of your previous thinking. That seems to be the case for most people. But keep on, and you’ll soon see how Mr. Wattles beautifully builds each chapter on what he presents in the preceding ones. I think you’ll find yourself saying - as I and many others have – “Oh, now I see why he said that. Now I see how it all fits together.”

I believe, also, that you'll find it absolutely refreshing to know that to get rich by the method outlined here, it is essential that you embrace and practice what we all know as the **Golden Rule**... that the daily practice of **gratitude** is one of the conduits by which your wealth will come to you ... and that by accomplishing your financial dreams through this method, everyone with whom you come into contact will also have more.

A far cry from the dog-eat-dog, claw your way to the top, anything for a buck mentality so many believe to be the only way to wealth!

Pay close attention to the message of this book with an open mind. Focus constantly on your own personal vision and share that vision with other like-minded people who are doing the same.

You WILL see results!

You already have within you everything you need to turn your dreams into reality. You are a person of infinite worth and unique possibility. Even if you don't think of yourself as a creative person, and even if you've failed before, and even if you think you've tried everything, open your mind to this book.

You've probably heard the saying, "When the student is ready, the teacher appears." That has certainly held true for me and many, many others, and perhaps you're ready, too - right now. If you're not yet where you want to be in terms of income and your own personal success, the problem may not be what you're doing so much as how you're doing it. And that begins with how you think.

If you want to change your life, you may just need to change your mind!



Rebecca Fine

Olympia, Washington, USA

Author's Preface

This book is pragmatism, not philosophical - a practical manual, not a treatise upon theories. It is intended for the men and women whose most pressing need is for money, who wish to get rich first, and philosophize afterward. It is for those who want results and who are willing to take the conclusions of science as a basis for action, without going into all the processes by which those conclusions were reached.

It is expected that the reader will take the fundamental statements upon faith, just as he would take statements concerning a law of electrical action if they were promulgated by a Marconi or an Edison, and, taking the statements upon faith, that he will prove their truth by acting upon them without fear or hesitation. Every man or woman who does this will certainly get rich, for the science herein applied is an exact science and failure is impossible.

In writing this book I have sacrificed all other considerations to plainness and simplicity of style, so that all might understand. The plan of action laid down herein was deduced from the conclusions of philosophy. It has been thoroughly tested, and bears the supreme test of practical experiment: It works.

Very Truly Yours

Wallace Delois Wattles

Chapter 1

The Right To Be Rich

Whatever may be said in praise of poverty, the fact remains that it is not possible to live a really complete or successful life unless one is rich. No one can rise to his greatest possible height in talent or soul development unless he has plenty of money, for to unfold the soul and to develop talent he must have many things to use, and he cannot have these things unless he has money to buy them with.

A person develops in mind, soul, and body by making use of things, and society is so organized that we must have money in order to become the possessors of things. Therefore, the basis of all advancement must be the science of getting rich.

The object of all life is development, and everything that lives has an inalienable right to all the development it is capable of attaining.

A person's right to life means his right to have the free and unrestricted use of all the things which may be necessary to his fullest mental, spiritual, and physical unfoldment, or, in other words, his right to be rich.

In this book, I shall not speak of riches in a figurative way. To be really rich does not mean to be satisfied or contented with a little. No one ought to be satisfied with a little if he is capable of using and enjoying more. The purpose of nature is the advancement and unfoldment of life, and everyone should have all that can contribute to the power, elegance, beauty, and richness of life. To be content with less is sinful.

The person who owns all he wants for the living of all the life he is capable of living is rich, and no person who has not

plenty of money can have all he wants. Life has advanced so far and become so complex that even the most ordinary man or woman requires a great amount of wealth in order to live in a manner that even approaches completeness. Every person naturally wants to become all that they are capable of becoming. This desire to realize innate possibilities is inherent in human nature; we cannot help wanting to be all that we can be. Success in life is becoming what you want to be. You can become what you want to be only by making use of things, and you can have the free use of things only as you become rich enough to buy them. To understand the science of getting rich is therefore the most essential of all knowledge.

There is nothing wrong in wanting to get rich. The desire for riches is really the desire for a richer, fuller, and more abundant life – and that desire is praiseworthy. The person who does not desire to live more abundantly is abnormal, and so the person who does not desire to have money enough to buy all he wants is abnormal.

There are three motives for which we live: We live for the body, we live for the mind, we live for the soul. No one of these is better or holier than the other; all are alike desirable, and no one of the three - body, mind, or soul - can live fully if either of the others is cut short of full life and expression. It is not right or noble to live only for the soul and deny mind or body, and it is wrong to live for the intellect and deny body or soul.

We are all acquainted with the loathsome consequences of living for the body and denying both mind and soul, and we see that real life means the complete expression of all that a person can give forth through body, mind, and soul. Whatever he can say, no one can be really happy or satisfied unless his body is living fully in its every function, and unless the same is true of his mind and his soul. Wherever there is unexpressed possibility or function not performed, there is unsatisfied desire. Desire is possibility seeking expression or function seeking performance.

A person cannot live fully in body without good food, comfortable clothing, and warm shelter, and without freedom from excessive toil. Rest and recreation are also necessary to

his physical life.

One cannot live fully in mind without books and time to study them, without opportunity for travel and observation, or without intellectual companionship.

To live fully in mind a person must have intellectual recreations, and must surround himself with all the objects of art and beauty he is capable of using and appreciating.

To live fully in soul, a person must have love, and love is denied fullest expression by poverty.

A person's highest happiness is found in the bestowal of benefits on those he loves; love finds its most natural and spontaneous expression in giving. The individual who has nothing to give cannot fill his place as a spouse or parent, as a citizen, or as a human being. It is in the use of material things that a person finds full life for his body, develops his mind, and unfolds his soul. It is therefore of supreme importance to each individual to be rich.

It is perfectly right that you should desire to be rich. If you are a normal man or woman you cannot help doing so. It is perfectly right that you should give your best attention to the science of getting rich, for it is the noblest and most necessary of all studies. If you neglect this study, you are derelict in your duty to yourself, to God and humanity, for you can render to God and humanity no greater service than to make the most of yourself.

Chapter 2

There is a Science of Getting Rich

There is a science of getting rich, and it is an exact science, like algebra or arithmetic. There are certain laws which govern the process of acquiring riches, and once these laws are learned and obeyed by anyone, that person will get rich with mathematical certainty.

The ownership of money and property comes as a result of doing things in a certain (specific/particular) way, and those who do things in this certain way - whether on purpose or accidentally - get rich, while those who do not do things in this certain way - no matter how hard they work or how able they are - remain poor.

It is a natural law that like causes always produce like effects, and, therefore, any man or woman who learns to do things in this certain way will infallibly get rich.

That the above statement is true is shown by the following facts:

Getting rich is not a matter of environment, for if it were, all the people in certain neighborhoods would become wealthy. The people of one city would all be rich, while those of other towns would all be poor, or all the inhabitants of one state would roll in wealth, while those of an adjoining state would be in poverty.

But everywhere we see rich and poor living side by side, in the same environment, and often engaged in the same vocations. When two people are in the same locality and in

the same business, and one gets rich while the other remains poor, it shows that getting rich is not primarily a matter of environment. Some environments may be more favorable than others, but when two people in the same business are in the same neighborhood and one gets rich while the other fails, it indicates that getting rich is the result of doing things in a certain way.

And further, the ability to do things in this certain way is not due solely to the possession of talent, for many people who have great talent remain poor, while others who have very little talent get rich.

Studying the people who have gotten rich, we find that they are an average lot in all respects, having no greater talents and abilities than other people have. It is evident that they do not get rich because they possess talents and abilities that others do not have, but because they happen to do things in a certain way.

Getting rich is not the result of saving, or thrift. Many very penurious people are poor, while free spenders often get rich.

Nor is getting rich due to doing things which others fail to do, for two people in the same business often do almost exactly the same things, and one gets rich while the other remains poor or becomes bankrupt.

From all these things, we must come to the conclusion that getting rich is the result of doing things in a certain way.

If getting rich is the result of doing things in a certain way, and if like causes always produce like effects, then any man or woman who can do things in that way can become rich, and the whole matter is brought within the domain of exact science.

The question arises here as to whether this certain way may not be so difficult that only a few may follow it. As we have seen, this cannot be true (as far as natural ability is concerned). Talented people get rich, and blockheads get rich; intellectually brilliant people get rich, and very stupid people get rich; physically strong people get rich, and weak and sickly people get rich.

Some degree of ability to think and understand is, of course, essential, but insofar as natural ability is concerned, any man or woman who has sense enough to read and understand these words can certainly get rich.

Also, we have seen that it is not a matter of environment. Yes, location counts for something. One would not go to the heart of the Sahara and expect to do successful business.

Getting rich involves the necessity of dealing with people and of being where there are people to deal with, and if these people are inclined to deal in the way you want to deal, so much the better. But that is about as far as environment goes. If anybody else in your town can get rich, so can you, and if anybody else in your state can get rich, so can you.

Again, it is not a matter of choosing some particular business or profession. People get rich in every business and in every profession, while their next door neighbors in the very same vocation remain in poverty.

It is true that you will do best in a business which you like and which is congenial to you. And if you have certain talents which are well developed, you will do best in a business which calls for the exercise of those talents.

Also, you will do best in a business which is suited to your locality: An ice cream parlor would do better in a warm climate than in Greenland, and a salmon fishery will succeed better in the northwest than in Florida, where there are no salmon.

But, aside from these general limitations, getting rich is not dependent upon your engaging in some particular business, but upon your learning to do things in a certain way. If you are now in business and anybody else in your locality is getting rich in the same business, while you are not getting rich, it is simply because you are not doing things in the same way that the other person is doing them.

No one is prevented from getting rich by lack of capital. True, as you get capital the increase becomes more easy and rapid, but one who has capital is already rich and does not need to consider how to become so. No matter how poor you may be, if you begin to do things in the certain way you will begin to get rich and you will begin to have capital. The

getting of capital is a part of the process of getting rich and it is a part of the result which invariably follows the doing of things in the certain way.

You may be the poorest person on the continent and be deeply in debt. You may have neither friends, influence, nor resources, but if you begin to do things in this way, you must infallibly begin to get rich, for like causes must produce like effects. If you have no capital, you can get capital. If you are in the wrong business, you can get into the right business. If you are in the wrong location, you can go to the right location.

And you can do so by beginning in your present business and in your present location to do things in the certain way which always causes success. You must begin to live in harmony with the laws governing the universe.

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**My Experiences in Applying the
Principles Taught in This Book**

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